

Turfworks 'making architects look good'

BY MARK LESLIE

A North Carolina-based company is apparently the only firm in the country that specializes in "finish work" on golf courses.

"We're the last people in on a course — making the architects look good," says Bill Riggan, president of Turfworks, Inc. of Louisburg, N.C. "As our ad says: 'We're putting finishing touches on some of the finest golf courses in the Southeast.'"

Riggan said that in the South,

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It's very critical work.'

— Bill Riggan

Turfworks president

and particularly the Carolinas, dozens of golf courses are being reconstructed or renovated, so there is plenty of work for his 3-year-old company.

"Our service has been received very well by the industry because

people feel it's easier for them to get an independent contractor to do that rather than do it inhouse," Riggan said. "We're quicker and more proficient, and they tell me they feel it is cheaper for them to hire us than do it themselves

because they are not experienced in this work."

Riggan said, "A tremendous number of old courses in this area are not able to maintain quality equal to the new courses. So a lot of architects are being brought in to renovate the courses. We are the last people there. It's very critical work."

Whereas extensive sodding in the past was prohibitively expensive, Riggan said, "Now that developers are spending \$10 million to \$20 million on a

development, they are deciding to spend what's necessary for sod in critical areas in golf courses... These people want to be able to put people on a golf course and sell property around the golf course. It's difficult to sell a \$200,000 house lot when your course doesn't have any sod on it.

"Now it has become cost-efficient to do that."

Turfworks' part of this renovation process, Riggan said, is "a tremendous amount of hand labor—good old-fashioned work."

Ewing buys Pacific

Ewing Irrigation Products has bought Pacific Products, Inc., taking over management and operation of PPI's California locations in El Cajon, San Marcos, Rancho Cucamonga and Orange, and reopening PPI's Carlsbad store.

Ewing Chief Executive Operator Ray York reported the purchase.

Both Ewing Irrigation and PPI are wholesale distributors of landscape and irrigation products. Ewing now has 21 wholesale locations in California.

Irrigation school changes times

The Professional School of Irrigation in Chantilly, Va., has switched to a special summer schedule of night classes and a few day courses, and plans to change schedules in the fall.

Full-time day courses will begin again on Nov. 1.

More information is available by calling 703-435-8019.

Vegas

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Steve's enthusiasm," Fazio said. "He's so bright, such a good manager ... and seeing his ideas, concepts, expectations and desires — that got my interest.

"He has some ideas and perceptions of the way he likes golf holes and the visual approach to golf ... and the things he has studied in knowing the sun and how strong it gets in the desert in the summer-time and how it reflects off the water, and how he wanted to develop where slopes should be in relationship to the sun angles to stop the glare. I listened and realized this guy really has it together and would be fun to work with."

Fazio added, "It certainly keeps your interest level and your attention, because the responsibility and the expectations are so high and that's where the money part makes me a little nervous because people will say that if you spend enough money it's automatic that it's going to be good, and to me that's not true... When you come out here and see this finished golf course and play it, it won't matter whether we spent \$7 million or \$9 million, \$12 million, or \$50 million. How good is it? That's all that counts."

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