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# GOLF COURSE NEWS

VOLUME 1 NUMBER 5  
JULY 1989

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## Seed firms: Gov't cost us \$1M

BY MARK LESLIE

Not satisfied with the mere "regrets" of the U.S. Department of Agriculture for a snafu that cost his company \$200,000, Sonny Pennington of Pennington Enterprises Inc. is on the verge of suing the USDA.

Pennington's Madison, Ga., firm is one of seven seed companies that absorbed a total \$1 million loss when 2 million pounds of tall fescue seed imported from Argentina were

found to contain a noxious weed, serrated tussock, and the seed was ordered recalled.

Pennington says he will decide by early August whether he would sue the government, but first he would seek an audience with Secretary of Agriculture Clayton Yeutter.

"We're attempting to go through Congress rather than lawyers," Pennington said. "Congressmen work cheaper than lawyers."

"My attorney says that to sue government it's going to cost \$200,000 in attorney fees. I can sue and possibly win \$250,000 and it will cost me \$200,000. That's if we sue for simply our loss. It appears that if we sue — and it appears we probably will have to — we'll sue for loss of reputation, loss of business."

An irate Greg Fennels of Olson Fennels Seed in Oregon, which also absorbed a  
*Continued on page 15*



A 40-acre pond plays a major role in the design and beauty of Rum River Hills Golf Club in Anoka, Minn., which was built for \$600,000 — a figure that included the moderate \$150,000 clubhouse in the background. People like retired farmer Wes Bulen and his partners in the Rum River

Hills venture are finding it is possible to fulfill their dreams — building a golf course — even when faced with today's high land and construction costs. For a look at the boom for builders, read the "Eureka!" stories below and their companion pieces on pages 19-21 inside.

## Possible cure found for cricket

BY LARRY KIEFFER

After four years of testing in pastureland by researchers with the University of Florida's Institute of Food and Agricultural Sciences, "the most promising biological control agent for mole crickets we have ever had" is ready for field trials at 20 Florida golf courses.

"Everything looks extremely promising as far as finally having something we can brag about," said Bob Rehberg, chairman of the Florida Turfgrass Association's research awards committee.

What Rehberg and the FTGA are bragging about is a Uruguayan nematode that carries a bacterium "at least four times more virulent on the mole cricket than some of the other materials that have been pulled in from commercial organizations."

The microscopic nematode crawls in the mole cricket's mouth, infects it with the lethal bacteria, and then crawls out before the insect dies "within one to several days,"

*Continued on page 14*

## Eureka! Golf gold being mined

1989 is prime time for nation's builders

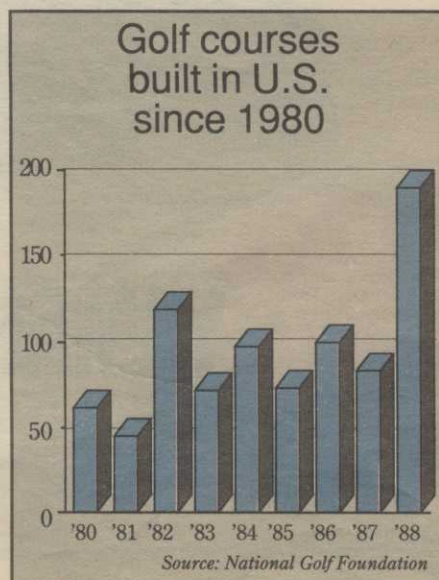
BY MARK LESLIE

This is the best of times for golf course builders.

A short while ago, Golf Course Builders Association Executive Director Don Rossi said, "There's no way to buy the land, build a golf course, and make money except to charge exorbitant fees — unless the land is given to you — because the cost of the land is so, so expensive."

Poof! Suddenly real-estate developers are giving the land away to golf course builders because the developers want a golf course to attract home buyers but don't want to get involved in something they're not expert in.

*Continued on page 19*



Beware snags, but money can be found

BY KATHY BISSELL

Getting a golf course from dream to reality requires at least as many complex maneuvers as getting a team to the Super Bowl. It takes money, talent and time.

Because more people want to play golf, because research reports from groups such as the National Golf Foundation say we need more courses, and because people seem to think there's a lot of money to be made, many individuals and developers want to take the plunge into golf course development.

The difficulties are knowing how to get the funds to start and how to make a project  
*Continued on page 20*





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# Drought resistance of grasses

Relative Ranking	Turfgrass Species	
	Cool-season	Warm-season
Superior		*Bermudagrass ( <i>Cynodon dactylon</i> ) *Bermudagrass hybrid ( <i>Cynodon hybrid</i> )
Excellent		Buffalograss ( <i>Buchloe dactyloides</i> ) *Seashore paspalum ( <i>Paspalum vaginatum</i> ) *Zoysiagrass ( <i>Zoysia</i> spp.) Bahagrass ( <i>Paspalum notatum</i> )
Good	Fairway wheatgrass ( <i>Agropyrum cristatum</i> )	*St. Augustinegrass ( <i>Stenotaphrum secundatum</i> ) Centipedegrass ( <i>Eremochloa ophiuroides</i> ) Carpetgrass ( <i>Axonopus</i> spp.)
Medium	Tall fescue ( <i>Festuca arundinacea</i> )	
Fair	*Perennial ryegrass ( <i>Lolium perenne</i> ) *Kentucky bluegrass ( <i>Poa pratensis</i> ) *Creeping bentgrass ( <i>Agrostis stolonifera</i> ) Hard fescue ( <i>Festuca longifolia</i> ) Chewings fescue ( <i>Festuca rubra</i> subsp. <i>commutata</i> ) Red fescue ( <i>Festuca rubra</i> )	
Poor	Colonial bentgrass ( <i>Agrostis tenuis</i> ) Annual bluegrass ( <i>Poa annua</i> )	
Very Poor	Rough bluegrass ( <i>Poa trivialis</i> )	

\* Significant variability occurs among cultivars within the species.  
\*\* Based on the most widely used cultivars of each species.

## Turfgrass scientists' research is bearing fruit with critical findings

Dr. James Beard of Texas A&M prepared this table to show the comparative drought resistances of the major turfgrasses—based on the most widely used cultivars of each species—when grown in their respective regions of climatic adaptation and preferred cultural regime.

Beard, who displayed the table at a speech in Japan in June, explained that it takes into account drought resistance and the dehydration avoidance components: evapotranspiration rate and genetic rooting potential.

The species rankings are based on results with cultivars currently in wide

use. The individual cultivars are listed because the intraspecies differences within each of these three parameters are as great as between the species.

Research shows that species and cultivars with a low shoot ET rate and deep, extensive root system have good dehydration avoidance—a key component

## GCSAA plans new offices

Citing a growth in programs serving more and more members, the officers of the Golf Course Superintendents Association of America have voted to break ground early next year on a \$4-million headquarters complex in Lawrence, Kan.

"GCSAA's growth has mirrored that of the rest of the golf industry," said President Dennis Lyon. "We now have more than 8,600 members and the association offers more services to them than ever before. This new building will allow us to keep meeting the needs of our growing membership and the golf community at large."

The officers approved schematic plans for the project during a meeting at the U.S. Open in Rochester, N.Y.

The new site is one mile from the group's current offices at Alvarado Golf & Country Club, where the association located when it moved to Lawrence in 1974.

The course and building are expected to be completed in 1991.

GCSAA Executive Director John M. Schilling said the building could be ready by the spring of 1991 "if the Kansas weather cooperates."

The 35,000-square-foot facility will nearly triple the space for the association's 42-member staff and still leave room for projected growth. In addition to the four-story headquarters building, the new complex will feature an attached 70-seat class and meeting room.

## Traverse Cup win nets Doral tourney

A 14-under-par Scramble team score at the Grand Traverse Resort at Traverse City, Mich., propelled a foursome into the Meeting Masters tournament title final Nov. 16-18 at Doral Country Club in Miami, Fla.

Prevailing by two shots in the Traverse Cup were Charles (Ski) Dzwigalski of Michigan Bell Telephone; Bruce Harms of PMH/Carramining, Inc.; Bill Jenkins of FMC Corp.; and Ron Ullett of ILSCO.

The Traverse Cup is sanctioned by "The Golfe," an association industry golf enthusiasts.

## Poellot moves into U.S. market

J. Michael Poellot, who for 20 years has designed golf courses in other parts of the world, has reorganized his company in Saratoga, Fla., to place emphasis on designing world class courses in the United States.

J. Michael Poellot Golf Design Group is offering design, construction and supervision services internationally, including conceptual and detail design for new community, private and resort golf course developments.

Winner of the Crescordia Environmental Excellence Award for his design of the Hyatt Resort Gainey Ranch Course in Scottsdale, Ariz., Poellot has worked on more than 200 golf courses. He has worked extensively in Japan and other parts of Asia and designed the first private course in the People's Republic of China, the Beijing Golf Club, where Premier Zhao Ziyang hit the first ball during opening ceremonies last year.

Poellot's firm has more than 25 projects in progress in the Far East, several of which will open this summer.

"By maintaining the game's integrity on all our new projects," he said, "we are successful in resurrecting the classic values that have made the great courses of Ross, Mackenzie and Tillinghast just as popular today as they were generations ago."

Formation of the new company follows reorganization of the firm Benz and Poellot Inc. which included promotion of Mark F. Rathert to vice president/design director and addition of Robert J. Stroh as vice president/general manager.

Design associates Scott W. Raffety, William Bret Hentzler, Brian Costello and Kevin Ramsey and construction directors Don C.

Lokey, James B. Slugocki, Steven Best and Harry Crawford direct an additional staff of 15 to 20 construction specialists in the field.

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# Grande Lair plans to snare title as world's best

BY MARK LESLIE

The ultimate destination golf resort, a sort of Disneyland of Golf, is taking form on paper, and will be a \$300 million reality in 1992, planners say.

Don Wizeman of the U.S.-Japan Golf Association, formed two years ago to promote golf between the two countries, is coordinating the giant venture on Johns Island off the coast near Charleston, S.C.

"We're talking about a project that gives everybody involved immortality," said Wizeman. He said the Grande Lair International complex, on which ground will be broken next spring, will open with:

- four golf courses;
- a career counseling center to help in areas from sports medicine to financial management;
- the world's largest golf school, which will include two sets of practice holes (one a par 3; the other a par 4 and 5);
- a golf course maintenance and management school to teach courses from design to course management as well as study and test grasses and irrigation systems;
- a complete golf video and book library;
- a \$4-million to \$5-million state-of-the-art health and fitness facility;
- a broadcast facility to air tournaments and other golf shows worldwide in different languages;
- a tennis school and 26 tennis courts with four different surfaces, and including a stadium court;
- an equestrian center;
- a 600-unit luxury hotel, a luxury spa and a range of stores, gourmet shops and cabarets;

• a city club in downtown Charleston to serve as an embarkation and debarkation point to the island.

"We will create the ultimate golf resort," Wizeman said. "We're not in it for the real-estate income; we'll build perhaps 1,000 home sites rather than the 20,000 you might expect."

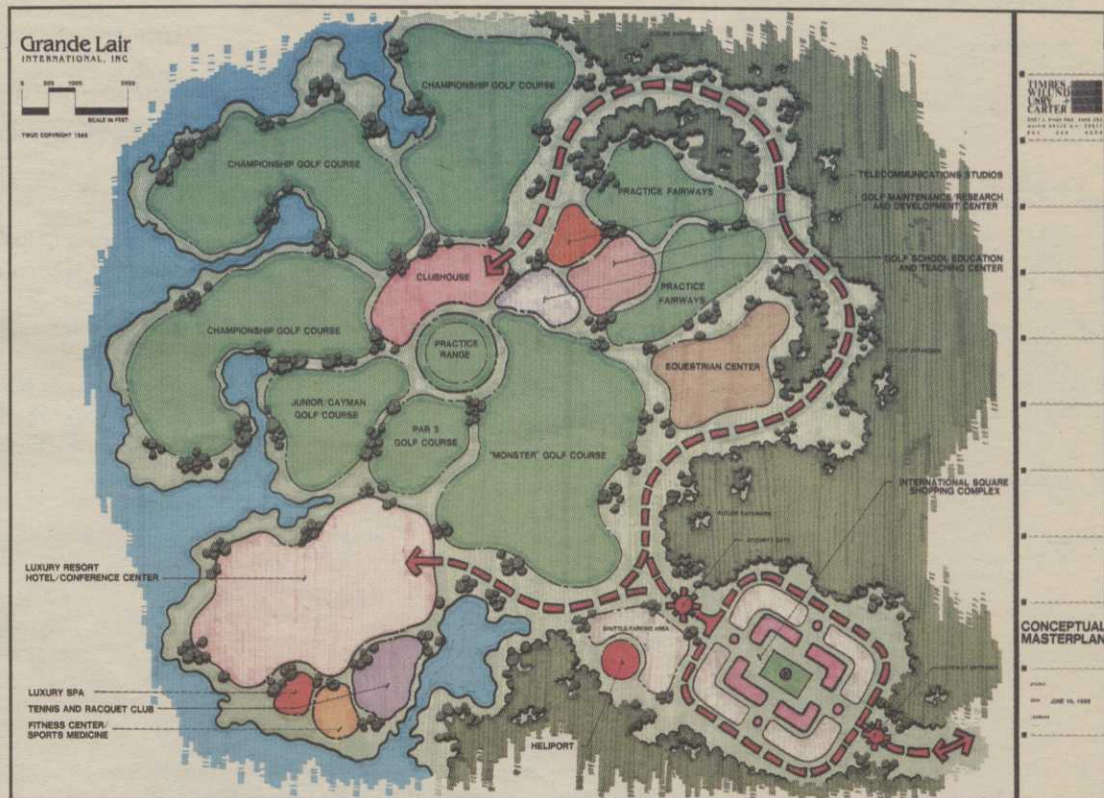
It sounds like a distance dream but Wizeman insists, "We are going after the 'Who's Who of Golf,'" and names U.S.-Japan Golf Association partners in the venture as Edward D. Stone and Associates land planning group; Timbes, Wilund, Usry and Carter building architects, the Bellamy law firm; Palm Beach Institute of Sports Medicine; and Architectural Graphics of Virginia Beach, Va.

The project will be financed 80-90 percent by a Japanese company, while Wizeman's group will handle construction, development and management. Wizeman said five Japanese firms have expressed interest in being the one company involved, and the American partners will offer the deal first-come first-serve.

The American partners have optioned 4,500 acres on Johns Island, which actually includes 11 small islands 15 miles south of Charleston. They have options on three plantations for \$50 million.

"Everything will be done on the front end. It will all be completed when we open," Wizeman said. "But we will be able to expand the hotel and add courses as needed."

"The income sources will be tremendous cash-flow-wise, from a spa to the teaching facility,



courses, hotel with food, room and beverage, cottages, corporate retreats, and leases at International Square (the shopping, restaurant, night club area)."

The complex will employ 1,600 and its advertising budget alone will be \$3 million a year, he said.

He said Economic Research Associates of San Francisco is doing a feasibility study on the project.

The cornerstone of the golf courses will be an 18-hole Monster Course designed by 18 different architects "to be the hardest course in the world."

Wizeman has solicited 60 architects to show the partners their work, and a team will pick the final 18 for the course. Those 18 will select three to be in charge of the entire course.

Three of those architects will also be signed to design an entire course, giving the complex four complete courses when it opens.

Wizeman envisions another 18 to 22 courses being built in the years ahead — one piece by the 18 original designers as well as a Cayman course and perhaps one on which 18 golf professionals will design signature holes.

"All (the architects) we were concerned about participating, are participating," Wizeman said.

Wizeman feels golfers the world over will be drawn to the complex — if only to play the Monster Course. He said it will probably cost them more than \$300 a round and he envisions 130 golfers a day playing.

The developers haven't chosen a golf course builder yet.

But that question mark hardly puts a wrinkle on Wizeman's brow. Between now and next spring he faces a few decisions immensely more challenging.

## Jacobs firm now Greenvisions

Greenvisions is the new corporate name for the company successor to the management contracts of John Jacobs' Golf Management, headquartered in

Northbrook, Ill.

Ram Thukkaram, an Illinois businessman who recently acquired the company, is chairman and chief executive officer.

## Oregon seed firms optimistic on burning

Oregon's seed industry was picking up more support in the legislative ranks as the controversial proposed ban on field-burning continued in debate at the end of June.

A spokesman for the Oregon Fine Fescue Commission said support had grown from 31 to 35 of the 60 House members. A simple majority is needed to kill a bill, and the seed industry which depends on burning fields to purge land of disease was optimistic.

Oregon's 70 seed companies provide all U.S.-produced

ryegrass, bentgrass, and Chewings and creeping red fescue; one-half the U.S.-produced tall fescue; and about one-fourth its bluegrass.

Producers say they would have to look abroad for grass seed if an extensive field-burning ban were passed.

Yet they say those foreign countries that grow seed — like Argentina, Australia and New Zealand — do not have the quality control that the United States has to keep bothersome and noxious weeds out of the seed.

## ASPA gives grant money

The American Sod Producers Association has awarded \$15,000 to five university research projects in an attempt to determine the environmental contributions of turfgrass.

ASPA awarded grants to:

- Dr. James B. Beard of Texas A&M for his project on "the benefits of turfgrass infavorably modifying the microclimate of urban areas."

- Dr. H.D. Nieuwicz of Ohio State for his study on "fate and vertical mobility of insecticides and herbicides applied to turfgrass."

- Dr. A. Martin Petrovic of Cornell University for his study to "model the leaching of pesticides applied to turfgrass as influenced by soil type and irrigation management."

- Dr. T.L. Watschke of Penn State for his study on "the effects of turf establishment on water control."

- Dr. H.T. Wilkinson of the University of Illinois for his work on "an integrated biological control program to reduce fungicides used for the control of lawn diseases."

ASPA hopes the projects will provide better directions to sod producers and turf managers.

## Von Hagge cited for excellence

Robert von Hagge of von Hagge Design Associates, which has offices in Houston, Paris and Tokyo, has been nominated by the Comite de L'Excellence Europeenne for its prestigious "Gold Medal of European Excellence."

He is the first in his field to be so selected and is one of five finalists.

In the letter informing von Hagge of the nomination, committee vice chairman Count Arnault de Poligny told him: "The prize would be bestowed upon you in homage to your creativity and ver-

satile talents, your achievements in the golf universe, your sense of aesthetics and the know-how you brought to Europe and France to develop new golf courses."

Each year for 16 years the committee has searched worldwide for individuals and companies who exemplify the ideals of excellence, "inventiveness, rigor and dynamism, advancing toward new techniques and markets, in subtle symbiosis with a respect for inherited traditions."



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## Architect Wencel a man with special 'finishing touches'

Golf course architect Grant Wencel has opened his own offices in the Atlanta, Ga., area.



Wencel, who has been designing and renovating courses around the country since 1981, has added an artistic touch to his work.

He paints water colors of scenic holes on courses with which he's been involved and pres-

ents them to club officials to display in the clubhouse.

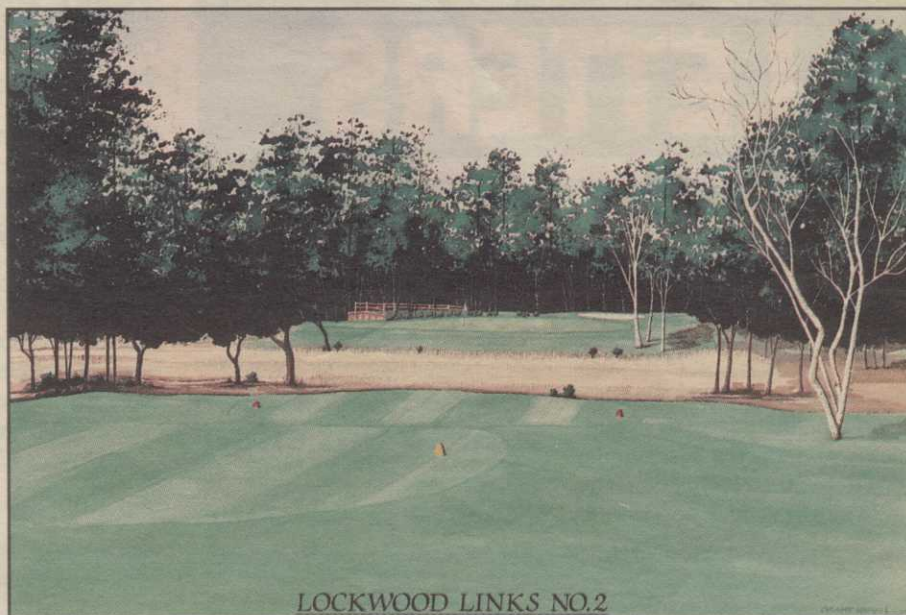
Wencel graduated in 1981 from Kansas State University as a landscape architecture major.

He has worked for golf course architects Richard Phelps of Evergreen, Colo.; Larry and Roger Packard of Chicago, Ill.; and Willard Byrd of Atlanta, Ga.

Wencel recently remodeled the Brown Acres and Creek's Bend courses in Chattanooga, Tenn.

He also has written articles for Golfing Week, a national publication.

His new offices are at 6263 Southland Forest Drive, Stone Mountain, Ga.



## International students see 'real world'

Theory and reality meshed at the recent 22nd annual Jacobsen College Student Seminar in Racine, Wis.

For the first time, British students of turf programs participated in the three days of intense, hands-on learning.

Christopher Harvey and David Williams were accompanied by British Institute of Groundsmanship representatives Eddie Seaward and Brian Robinson.

A similar program, sponsored by the Institute and Jacobsen, will be held near London Aug. 20-23.

Others in the class of 36 were from the United States and Canada.

"The idea behind the seminar is to pass along as much first-hand knowledge and experience to these young people as we can pack into three days," said Jacobsen President Robert Reid. "We want them to know what to expect when they step into the job market, and how they can make the most of their opportunities."

Preparation for the "real world" began with a presentation on how these future turf professionals might effectively select equipment. Students were given tips on picking the proper machinery to maintain a golf course, methods to compare product features, and ways to estimate equipment life expectancy.

John Piersol, an instructor at Lake City, Fla., Community College, covered topics ranging from preparing a resume and job interviewing to what to wear on the first day at a new job.

Golf course superintendents were prominent in the lecture series. Monroe Miller of Blackhawk Country Club in Madison, Wis., a seminar alumnus, spoke on planning and implementing golf course budgets.

David Steele of Eastover Country Club in New Orleans, La.; Danny Quast of Medinah (Ill.) Country Club; and Bill Roberts, Lockmoor Country Club in Gross Pointe Woods, Mich., outlined preparation for a major golf tournament, dealing with the daily stresses of a superintendent, and the benefits of membership in the Golf Course Superintendents Association of America.

For students such as John Gasper of Ohio State University, the sessions offered a broader view of industry developments.

"In school, you know what's going on in your program, but you don't necessarily see what's happening elsewhere," Gasper said. "This (seminar) has given me a chance to



Jacobsen President Robert Reid address students at the College Student Seminar.

find out what's being done in other areas." Said Gregory Todd of Michigan State, "The material, especially on budgeting, is something I'll be able to use."

Students were able to use a wide variety of machines during a field trip to the Racine Country Club. Although most had prior golf course work experience, few had the chance to examine and use the full range of equipment made available.

Students later questioned superintendent Mike Hendrich about his turf practices.

Students received a different view of the turf industry during a visit to Milwaukee County Stadium. Harry Gill, stadium

grounds manager, reviewed grounds preparation before major league baseball and football games, and the recent installation of a computer-controlled irrigation system.

Students were given a tour of the stadium and Jacobsen's Racine manufacturing facility to see technology involved in designing and building turf equipment.

Dr. Kent Kurtz of California State Polytechnic University in Pomona, Woody Voight of County Park System in Saukville, Wis., Quast, Steele, Roberts and Piersol participated in a panel discussion with superintendents and educators.

## Dunlop Japan buys into Dye Design

Dunlop Japan Ltd. has bought 7,500 shares of Dye Design, Inc. in order to become its exclusive agent in Japan. The \$3 million purchase will raise Dunlop Japan's share to 33 percent in the firm operated by Perry Dye and based in Denver, Colo.

Dye Design has designed around 170 golf courses in 10 countries.

Dunlop Japan officials said the firm is planning to expand its sporting goods business to include design and management of golf courses in Japan.

## Partnership formed

Four Seasons Hotel Inc. of Toronto, Ontario, Canada, has signed an agreement with Hillman Properties of Newport Beach, Calif., to operate and act as minority partner in a luxury resort in Carlsbad, Calif.

Four Seasons said it will own between 5 and 10 percent of the resort. Other partners in the project are Hillman and TSA International Ltd. of Honolulu, Hawaii.

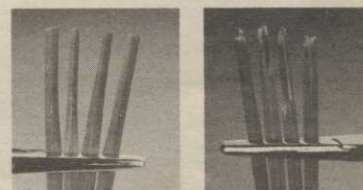
The resort, to open in 1992, will feature a 450-room luxury hotel, 18-hole golf course.



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# LETTERS

## Vermont story was the best

To the editor:

Your Vermont story (on the Sherman Hollow Golf Course development battle with the State Environmental Board) in the premiere issue was the best summation I've seen of this situation. This new newspaper may be worth its

weight in gold.

John LaPoint  
Golf Resource Associates  
Grafton, Mass.

## Add to pro shop

To the editor:

Like your newspaper format.

More appealing and more readable to the average golfer. Golf Course News should be in the pro shop.

Doug Veillette  
course superintendent  
Little Falls (Minn.) Golf Club

## Response timely

To the editor:

The articles are interesting and informative. The format is easy to read and concise. We receive notice of readers' response in a timely manner. You have produced.

Stephen J. Garske  
vice president  
Par Aide Products Co.

## Pennsylvania sells land to be turned into courses

Two 400-acre parcels of land sold by the state of Pennsylvania will be developed into facilities including golf courses.

Kilbuck Associates Inc. of Pittsburgh, which paid \$2.75 million for the 406-acre tract on which the former Dixmont State Hospital sat in Emsworth, will build corporate headquarters, a daycare facility, family housing, and a public golf course and recreation area.

Ricon Development of Pittsburgh plans to build a championship golf course and residential

development on the 470 acres it bought as part of the Woodville State Farm in Collier Township for \$2.3 million.

Ricon managing partner Richard Stambrosky said, "The development of a world class golf course and residential area will create jobs and other commercial development and substantially increase the area's tax base."

## Bradleys get family award

Pat Bradley, the first LPGA player to win more than \$2 million on the Tour, her mother and five brothers are the 1989 recipients of the Jack Nicklaus Family Golf Award.

The award has been presented since 1985 by the National Golf Foundation to focus attention on the importance of families in introducing players to the game.

Research shows that most golfers were introduced to the game by family and friends.

Previous recipients include the families of Jack and Barbara Nicklaus, Nancy Lopez and Ray Knight, and Jim and Lyda Cook.

Pat and brothers Richard Jr., Thomas, Mark, Christopher and John were introduced to golf by father Richard, who died last year. Mother Kathleen has been playing golf many years.

"Richard enjoyed golf as a youngster, when he learned to play by caddying with my brothers," Mrs. Bradley said. "He felt golf taught discipline and that it was a game of honor. He wanted his family to enjoy golf together. Had it not been for Richard, none of the children would have learned golf, and certainly Pat wouldn't be where she is today.

Joseph F. Beditz, NGF president and CEO, said, "The Bradley family epitomizes all that is good in golf — sportsmanship, fair play and enjoyment. Despite their busy schedule which included raising six children and owning a family business, the Bradleys encouraged their family to enjoy the lifetime sport of golf."

## Grand Slam raises \$100,000

More than \$100,000 was raised for the PGA Junior Golf Foundation during the recent annual Grand Slam of Golf at Kemper Lakes Golf Club in Northern Woods, Ill.

The event features four top professionals competing in the exhibition.

The foundation conducts several programs for youngsters such as Clubs for Kids, First Swing, School Golf Development and the National PGA Academy of Golf.

"The goal of the PGA Junior Golf Foundation is to provide the materials, organization, encouragement and manpower to develop programs for youngsters," said Patrick J. Rielly, PGA of America president.

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**GOLF COURSE NEWS**

# Product feature series opens

## Golf course mowers, tractors and related products showcased

The July issue marks the first in an ongoing series featuring various products and services that will be of interest to you. The plan is to provide you with a wealth of information from a product or service category in an easy-reading format that will help you in your purchasing decisions.

The first category we feature is Mowers, Tractors and Related Products. Admittedly, we may have selected a category that is so complex and varied that we will miss

several important products in our listing.

In the future, the plan is to break down this large category into more specific divisions that will serve you, our readers, and your suppliers in the most effective manner. Please take some time to evaluate this new format (which appears on pages 16-17) and the product showcase (pages 26-29).

The chart on pages 16-17 can be pulled out of the newspaper and tacked onto a wall.

If you're interested in a specific product, use the reader reply number and mail in the reader service card enclosed in the newspaper to receive more information from the manufacturer.

I would also like to hear your comments on this type of feature!

In the June issue I outlined the list of features we will be reporting through December, with the exception of November. The decision has been made for November to provide our readers an up-to-

date listing of all the architects and builders who are challenged with this exciting industry.

Golf Course News is proud to let you know that the July issue has grown to more than 20 paid advertising pages. This is a major goal in our publishing plan to be the newspaper for the golf course industry.

Continue to enjoy Golf Course News.

Sincerely,  
Charles E. von Brecht  
Publisher



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## Golf superintendents keeping 'Eden' green

BY MARK LESLIE

To John Ebel and a host of other golf course superintendents, they are in the world's oldest occupation.

"Adam was the first greenkeeper, if you read the scripture (Gen. 2:15); God put Adam in the garden to work it and take care of it," said Ebel, the superintendent at Barrington Hills (Ill.) Country Club who with several colleagues has organized annual Golf Course Superintendents Association of America Prayer Breakfasts since 1980.

"We hope that as we all meet in fellowship that the prayer breakfast will grow and increase fellowship among our members and that we may share God's love and support each other through the promises of God, and that His Kingdom may be increased," Ebel said.

Indeed, the breakfast has grown tremendously in just 10 years.

Rosey Grier gave a stirring talk before a fullhouse of 400 people at February's GCSAA International Golf Conference and Show in Anaheim, Calif.

NFL chaplain Doc Eshleman, air-crash survivor Norman Williams, and Mike Adkins are among the other past speakers at the



John Ebel

breakfasts.

"Our purpose is to glorify God in our lives," Ebel said, "and I think golf course superintendents have a unique position in recognizing God's handiwork and His omnipotence in what we do because we are at the mercy of conditions beyond our control.

"His glory is all around us. We see it every day and we just tend it."

The seed for the breakfast was planted in

1975 when "several people in our organization sensed the need and saw that the spiritual aspect of our profession was really missing," Ebel said. "We have much professional, educational and other things like that to offer but we didn't offer anything spiritually."

In 1980 the seed germinated when Ebel and his wife, Juanita, "stepped out in faith" to bring the first Prayer Breakfast to the St. Louis conference. John had secured a speaker he felt would communicate well with golf course people. The GCSAA assigned them a room at the conference hotel and scheduled the meeting as the first on the agenda.

The Ebels drove around in a taxi the night before, looking for a Dunkin' Donuts, and brought back 12 dozen doughnuts to serve with coffee.

One hundred and twelve people showed up. "That was very encouraging," Ebel says.

The encouragement has continued. A core group of GCSAA members from the Chicago area meets every month or two. Other people are getting involved, Ebel said, "and we feel there will be others coming along to keep it going."

## ASSOCIATION NEWS

### Group's directors

The GCSAA members involved in the Prayer Breakfasts have incorporated under the state of Illinois and have received charitable status.

Directors are:

- Len Berg of Village Greens of Woodridge in Woodridge, Ill.
- John Ebel of Barrington Hills (Ill.) Country Club.
- Tim Kelly of Village Links of Glen Ellyn in Glen Ellyn, Ill.
- Palmer Maples of Summit Chase Country Club in Lawrenceville, Ga.
- Jim Reed of Chicago Turf and Irrigation Co. in Itaska, Ill.
- Bruce Sering of Glenview (Ill.) Club.

Ebel said the GCSAA members have firm objectives in coordinating the breakfasts: "to seek God's blessing on the GCSAA conference, its affairs, our nation, our membership, our directors, our staff, and to share God's love."

### Hodnick replaces Kurtz for STMA

Mark Hodnick, Cal Poly at Pomona's superintendent of grounds, has been named to replace his former teacher, the retired Dr. Kent Kurtz, as executive director of the Sport Turf Managers Association.

Kurtz, who received a life membership in STMA in recognition of his work, will serve as the association's education coordinator for national and regional conferences, a newly created position. During his five-year tenure, the group grew from 60 members to nearly 900.

## PGA of America makes changes

O'Brien and Steranka earn promotions...

The Professional Golfers' Association of America has promoted two executives to the newly-created level of senior director.

Joe O'Brien, a member of the headquarters management staff for 16 years, has been named senior director of strategic planning.

Joe Steranka, director of communications and public relations the past year, will be senior director of marketing and promotion.

O'Brien will work directly with the international management and consulting firm of Booz, Allen and Hamilton, retained to

assist the PGA in development of a five-year strategic plan.

The comprehensive study will provide input in several key areas.

Steranka brings ten years of sports marketing experience to his new position. He will be responsible for all PGA marketing programs, including sales and licensing, and a new golf promotions department which will manage programs such as the Oldsmobile Scramble and National Golf Day.

Steranka also will oversee the PGA Merchandise Show and the PGA Junior golf program.

... while Still nabbed for new position



Bob Still

Taking hold of what he called "a terrific opportunity," former Golf Course Superintendents Association of America media relations director Bob Still has started a new job as one of three marketing managers in the PGA of America marketing department.

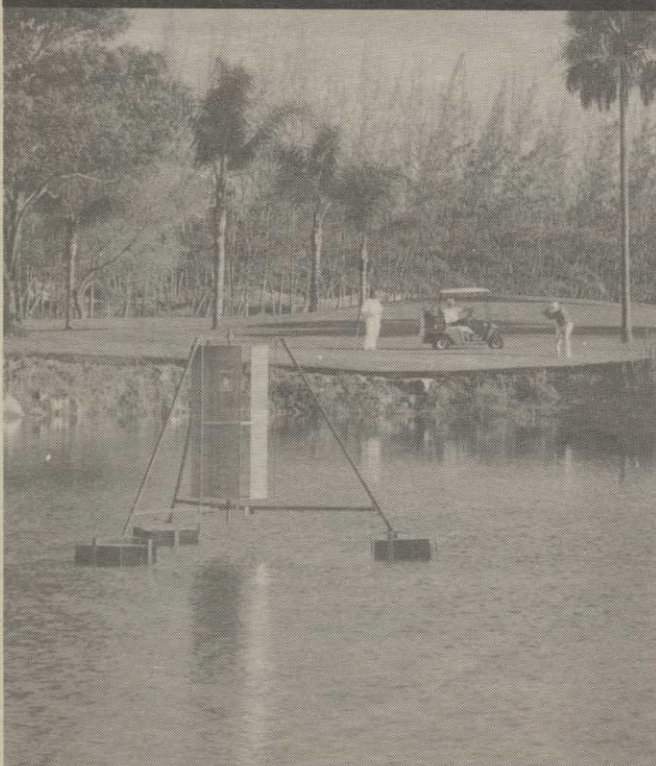
Working under Joe Steranka, senior director of marketing and promotions, Still will be involved in all aspects of licensing and tournament sponsors for PGA of America.

"I'm excited because it's a terrific opportunity, and a whole new area for me as well," Still said before starting the job on June 19. "It's a whole new challenge. I'll be dealing with tournament sponsors and that's where golf is going; it has become very sponsor-oriented."

Still has been involved for several years coordinating the Len Dawson golf tournament. At the GCSAA the former broadcaster developed commercials for national and regional golf telecasts, a poster campaign and the association's media guide.

PGA of America, he said, "has made assurances it's going to be a promising, rewarding career."

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# Jimmy Jones the main Maine man 60 years

BY VERN PUTNEY

Jimmy Jones isn't much bigger than a dozen hefty divots, but the Cape Elizabeth resident rates the heavyweight "Maine Greenkeepers' Greenkeeper" handle.

For 60 years, the golf professional-course superintendent has shaped stubborn earth in Maine's most mercurial weather.

His contributions to the golf game, which he discovered in 1917 as a caddie at Augusta Country Club, were recognized in 1986 by the Maine Golf Course Superintendents Association. Jones received that group's Distinguished Service Award.

Jones didn't rest on that coveted laurel. He continued his many years of mowing and maintenance duties at nearby Purpoodock Club as an aide to his course superintendent son Gary.

Jones tapered off a bit last summer. He oversaw operations at Salmon Falls Golf Course in Bar Mills, one of five Maine courses he's helped design and build, and he's active there again this year.

Austin Kelly, veteran pro-super at Bangor Municipal Course, says, "I learned more from Jones in one day than from anyone else in months. I have tremendous respect for his talents."

At 80, his back injured while wresting a timber from the old Purpoodock clubhouse is kicking up. The 110-pound frame lost that tug-of-war.

Jones was the Maine Golf Course Superintendents Association's first president, in 1940, and from the early 1930s to the mid-'50s was a tournament threat.

"About 225 yards was my longest tee shot," confesses Jones, "but I was accurate and had a sharp short game." Dr. Ray Lebel of Falmouth, several times Maine Amateur champion, termed Jones "the best putter I know."

Oddly, Jones remembers most a 4-iron shot on the 381-yard eighth hole at Portland Country Club. This dramatic eagle during the 1936 Maine Open propelled him into third pro place, behind host pro and playoff winner Ernest W. Newnham, and Eddie Bush of Norway Country Club.

Jones also was third in the Panama Open in 1938. He paired with Doug Doane of Cape Arundel Country Club in Kennebunkport, and Tony DeRocco, Oakdale Country Club in Mexico, for state pro-pro tourney titles, edged Norway pro Jim Browning in a Hi Ricker Memorial tourney playoff at Augusta Country Club, and set a course-record 66 at Wilson Lake Country Club in Wilton, to lead his pro-amateur team to a prize sweep.

However, minimizing divot damage, raking traps, grooming fairways and nursing greens were much more in vogue for pros in Jones' heyday. Especially if you presided over a nine-hole layout. You hung out the pro shingle, but were more easily found digging a ditch or watering a fairway.

Jones had no such headaches when, as a 9-year-old caddie, he struggled with his first golf bag at Augusta. His big worry was getting to the Manchester course from his Litchfield home, about 25 miles away.

The next family move, to Manchester, was convenient. By the time Jimmy was a junior at Augusta's Cony High, he was giving golf lessons afternoons. Augusta pro and three-time Maine Open champion Frank Gilman taught in the morning, then played.

Jones, a 1927 Cony High graduate, was Gilman's assistant for two years. His first

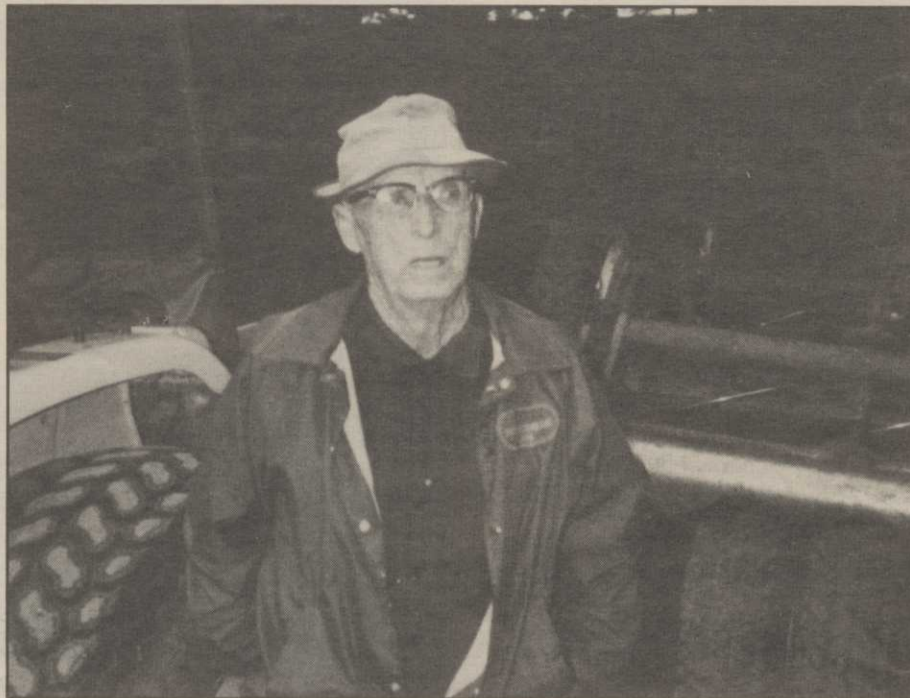


Photo by Dr. M. Carman Pettapiece  
Jimmy Jones in front of the heavy machinery he has mastered in shaping courses.

"pro" job came in 1929, at Piscataquis Valley in Guilford.

Starting in April 1 to ready for a May 15 opening, Jones dealt with frozen pipes, old machines ready to give out, no grinders and no mowers. Any swinging Jones did that spring was at the end of a scythe or sickle.

Next assignment was at Northport Country Club in Belfast. Again, much more time went into watering, hauling hoses, cutting brush and repairing maintenance equipment than in perfecting a putting stroke.

Jones was head pro at Bath Country Club for 16 years. He returned to Augusta in 1950 as course superintendent, switched to Purpoodock in 1954, and in 1971 became course super at Salmon Falls while retaining a Purpoodock work connection.

The 5-foot-5 Jones, now "inflated" to 125 pounds, still operates the efficient if monstrous mowing machine. "I can

command a good view of the course, see what's going on and frequently spot trouble areas," Jones explains.

Like most pros who reveled in Maine's ideal summer and fall, Jones preferred to spend winters in warmer climes. His first southward venture was in 1938, a five-month pro post in the Panama Canal Zone. After 45 discouraging days of rain, Jones gave 715 lessons to Army (14th Infantry), submarine and air base personnel. World War II ended Jones' pleasant refuge.

From 1974 to 1984, Jones worked winters at Mountain Lake Country Club in Lake Wales, Fla. Older brother George, who had been a pro at several Maine courses, fled the state for good after World War II. He made Mountain Lake his work headquarters until 1985, and now resides in Haines City, Fla.

Had anyone for 23 years inquired in the Mountain Lake dining room, "Where's George?" the answer would have been, "Not

here."

Jones eventually made it — through the front door. After playing an exhibition with Arnold Palmer and Gary Player, they ate. When Player learned that George was making his long-deferred dining room debut, Player cracked, "Do you suppose you can wangle me another steak?"

It was part of clubhouse folklore that the Prince of Wales (later King Edward VIII) also was denied entry. "Members Only" meant just that to the security chief.

Relaxing in Purpoodock's lounge two days after Thanksgiving, as lightly clad golfers delighted in no-breeze, 60-degree weather, Jones reflected on more Spartan times.

"Purpoodock frequently was playable after other area courses closed. Most players, though, carried whisk brooms to brush the snow from their line of putt."

It's a long way back to the days of horses equipped with leather shoes so as not to damage the fairways during mowing operations.

"Then," recalls Jones, "a course might have three or four horses. If a horse worked one day, two or three days of rest would follow. Rangeley Country Club had five horses, a pair for each unit."

Jones has seen it all, from horses to Fordson tractor to triplex units, the beginning of the time-saving hydraulics systems.

He might be a tad envious of modern tools at course superintendents' disposal, but admits they'll come in handy for his next course-building venture.

If you know of a standout golf course superintendent who is long overdue for peer recognition, please let us know. Golf Course News welcomes nominations for such accolade.

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## NEW COURSES

### Aesthetics, playability are Larry Nelson's aim for Nashville layout

With rock bluffs along the west side of the property, the Cumberland River along the east side, and farmland in between, a new course in Nashville, Tenn., will be enjoyable to play and see, architect-player Larry Nelson feels.

Springhouse Golf Club, Opryland Hotel's resort golf course, is being built and play is anticipated in the fall of 1990.

"Our goal was to create a golf course that would be enjoyable — in terms of aesthetics and playability — for the resort golfer who may play only occasionally and yet be challenging enough to host a major championship," said Nelson, a U.S. Open and two-time PGA champion.

Springhouse golf director Chuck Eade said 27 holes had been planned on the 220-acre site, but wetlands protection and the unusual shape of the property have reduced it to 18 holes. "However, that 18 is spectacu-

lar," he said.

Landscapes Unlimited of Lincoln, Neb., is general contractor for the course. Nashville-based Earl Swensson Associates will design the clubhouse.

The Atlanta and Dallas-based Nelson firm expects an October opening for the Centennial Golf Club course which it designed in just north of Atlanta. Centennial will be a daily fee facility.

### Walker designs and renovates

Robert C. Walker Inc. lists one course opened and two scheduled in October.

The county-owned public St. Johns County Golf Club in Elkton, Fla., built by W. R. Townsend, Par 72, Inc., and designed by the Walker golf course architectural firm based in Atlantic Beach, Fla., opened in January.

Play averaged more than 4,000 rounds the first three months. The 18-hole course measures 6,890 yards and embraces 100 acres of course-dividing native wetland and 44 acres of excavated lakes and lagoons.

San Jose Country Club in, Jacksonville, Fla., 6,700 yards, 18 holes and private, is of 65-year old Donald Ross design.

Work involves total redesign and reconstruction, including rerouting of 3 holes. San Jose CC is the owner.

River Run, Davidson, N. C., 18 holes and 6,875 yards, also will be private.

PGA touring professional Raymond Floyd is acting as design consultant.

"Rocky River" runs through the course, hilly with a heavy stand of pine and oak. Edgco is the owner.



Marsh Creek in St. Augustine, Fla., has officially opened its clubhouse and course. Mark McCumber and Associates designed the 18-hole layout.

### McCumber team busy on Florida courses

Mark McCumber and Associates, working with McCumber Construction, Inc., is busy on several courses in Florida, and has completed a couple of major projects.

The grand opening was held in May for the clubhouse at Marsh Creek in St. Augustine, where the course was woven in and out of sensitive wetlands. McCumber and the developer, Stokes O'Steen of Jacksonville, worked with environmental agencies for about two years to ensure protection of the marshes throughout much of the course.

Four holes are on tidal marsh and several others have interior marsh areas.

The private country club plays on four sets of tees ranging from 6,845 yards on the back tees to 5,300 on the forward tees. Construction costs ran \$1.7 million.

### New York State Kay's domain

Stephen Kay of Westchester, N.Y., is doing extensive work — from renovations to master plans — at golf courses around New York State.

The grand opening for Kay's Hiland Golf Club in Glens Falls, which opened for play last September, will be held in June. The 6,800-yard layout plays to a par 72.

Kay has also completed an extensive remodeling and renovation to The Seawane Club on Long Island.

### Lohman's Cedar Creek CC opening

Nine holes of the new Cedar Creek Country Club in Onalaska, Wis., will open in July.

Construction and seeding for the second nine is complete. The 18-hole layout will open in late spring of 1990.

Bob Lohmann, president of Lohmann Golf Designs, Inc., in Crystal Lake, Ill., was designer-architect, Lohmann subsidiary Midwest Golf Development is the course's

builder. Meanwhile, McCumber has taken a tract of land that was void of trees and has turned it into The Vineyards — North Course in Naples, Fla.

The private course, built on a site that was used to grow tomatoes, covers 6,900 yards over 18 holes.

Construction has started on the 18-hole championship Royal Golf Club course at Queen's Harbour Yacht and Country Club in Jacksonville Beach, designed by McCumber and developed by Fred B. Bullard Jr. of Clearwater, Fla.

Also, work should begin in July on an 18-hole course at Bretonne Park in Naples, being built as part of a retirement community developed by Leisure+ Technology, Inc. of Los Angeles.

Also on Long Island, Kay has completed the first phase of "a faithful restoration" of A.W. Tillinghast's Hempstead Golf Club course, and is developing a master plan for North Hills Country Club.

Meanwhile, he is in the third year of a seven-year remodeling project at Blue Hill Golf Course in Pearl River and is involved in the planning for a private 18-hole golf course near Cape Charles, Va., on which he will be the architect and Hale Irwin the designer.

### Hawaii getting PGA Tour course

The first PGA Tour Tournament Players Club golf course in Hawaii will be built as part of an 11,000-acre resort residential complex overlooking the North Kona-Kohala shore.

The course is designed by Jack Nicklaus, his first project on the Big Island.

A traditional Hawaiian ground-blessing ceremony in May heralded the Four Seasons Resort's \$160-million, 300-acre first phase, which is scheduled to be completed in the fall of 1991.

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## Paris site challenges von Hagge

Robert von Hagge of von Hagge Design Associates has been chosen as the architect for a 36-hole premier golf facility at Chateau Courson-Monteloup near Paris, France.

The Courson chateau southwest of Paris is known for its annual resplendent flower shows.

Stade Francais, a 13,000-member national sporting association now in its 105th year, obtained the rights to develop the four nine-hole courses radiating from the clubhouse.

This will add flexibility to the facility by allowing variation in the pairings of the nines, making six different 18-hole combinations possible.

The plan calls for the ability to host major tournaments as well as provide a fair challenge for the beginner.

Each nine-hole course is expected to be about the same length, to ensure that one 18-hole combination does not get an exaggerated reputation.

During the final design phase, the tournament course will be identified. By incorporating design subtleties, a championship challenge will be created.

Meanwhile, a little further north, Europe's first stadium-style golf course is under construction at St. Quentin en Yvelines.

Golf Club National was conceived and is being built as the permanent home of the French National Open. With only four holes rough-graded, the 18-hole layout promises to be a playing challenge and a delightful treat for the spectator, von Hagge feels.

Associate Rick Baril says that the final four holes represent the definitive finishing quartet for stadium golf.

Dubbed "The Gauntlet," three of the final four holes may be viewed from a single stadium area near the clubhouse.

Baril and associate Jim Shirley recently accompanied von Hagge to Seignosse to outline fairways and bunkers in preparation for the club's preview opening.

In the United States, construction is under way at Hardyston, N.J., where von Hagge has designed an 18-hole course for the Crystal Springs development.

The project, on a site of cliffs, streams, wooded hills, wetlands and rolling meadows is being overseen by the Swedeland Forge Associates, headed by Joe Riggs.

## Golf course development plans

Location	Course Name	Type	Holes	Address	Architect/Contact
<b>Arizona</b>					
Peoria	Westbrook Village	P	18	Westbrook Parkway	Ken Kavanaugh
<b>California</b>					
Davis	Dougherty Farms Golf Course	D	18	2525 Temple Drive	N/A
Lafayette	American Canyon CC	N/A	27	3476 Mt. Diablo Blvd. #200	N/A
Orange County	Rancho Margarita	P	18	N/A	Ted Robinson
Valencia	Valencia Oaks GC	D	18	23823 Valencia Blvd.	Ted Robinson
<b>Florida</b>					
Goldenrod	Monterey	P	18	P.O. Box 1357	Ward W. Northrup
Hawthorne	Oak Tree Sports Club	P	18	N/A	Ward W. Northrup
Jacksonville	Queens Harbour Yacht & CC	P	18	Atlantic Blvd. & Rainfield Crk.	McCumber & Assoc.
Jacksonville	TBD	N/A	18	Craid Municipal Airport	N/A
Jacksonville	Glen Kernan	P	18	Holdges & Butler Blvd.	Jack Nicklaus
Jacksonville	Silver Sands CC	D	18	429 E. Adams St.	N/A
Lakeland	Big Cypress Lakes	D	9	10000 N. US Hwy 98	Ron Garl
Lantana	Foxglove CC	D	18	N/A	John Thornton
Melbourne	Waterford GC	P	18	I95 & State Rd. 404	Ron Garl
Miami	Terreverde CC	P	18	10700 N. Kendall Drive #205	N/A
Naples	Shamrock G&CC	P	18	800 Laurel Oak Dr., Ste. 215	Ward W. Northrup
Sarasota	Oakford	N/A	18	Undec.	Ron Garl
Wellington	Birk Forest GC	P	18	N/A	Johnny Miller
<b>Georgia</b>					
Austell	Greystone GC	D	18	1915 Sherry Drive	N/A
<b>Idaho</b>					
Challis	N/A	D	18	N/A	N/A
<b>Indiana</b>					
Greenwood	The Hickory Club	P	18	N/A	Steve Smyers
Lafayette	Hickner GC	Undec.	18	715 N. Earl Ave.	N/A
Muncie	Deer Path GC	P	18	River Road	N/A
Newburgh	Creek, Inc.	D	18	622 E. Highway 662	J.D. Timmons
<b>Kansas</b>					
Lawrence	TBD	D	18	West 15th St.	Ken Kavanaugh
Topeka	Silver Lake CC	D	36	5120 NE Shaffer Rd.	N/A
<b>Kentucky</b>					
Lexington	Andover G&CC	D	18	Todds Road	Clyde B. Johnston
<b>Maryland</b>					
Cumberland	Rocky Gap State Park	Undec.	18	N/A	Jack Nicklaus
<b>Massachusetts</b>					
Wayland	Claussen GC	P	18	4 Lakeshore Drive	N/A
<b>Michigan</b>					
Garden	Tri-Valley Golf Development	Undec.	9	Route 1	N/A
New Baltimore	Sycamore GC	M	27	North Ave. & Card Rd.	N/A
Oakland Township	Beaver Creek	D	9	Stoney Creek Road	N/A
<b>Minnesota</b>					
Farmington	Ridgewood GC	D	18	19350 Chippendale Ave.	N/A
Roseville	Southern Lakes Golf	D	18	2233 Hamline Ave. H220	John Vogelbacher
<b>Missouri</b>					
Lake Ozark	Lodge of the Four Seasons	P	18	Lake Road HH	Ken Kavanaugh
St. Charles	Whitmoor CC	P	9	1120 Country Club Drive	Karl Litten
<b>Montana</b>					
Billings	Canyon Creek GC	D	9	2928 Upper Highwood	N/A
<b>New Hampshire</b>					
Boscawen	Lake Forest CC	P	18	Queens Street	Robert Trent Jones Jr.
Hudson	Naticook Landing	D	18	150 Lowell Rd.	Cornish & Silva
Newport	John J. Cain GC	P	9	P.O. Box 676	N/A
<b>New Jersey</b>					
Pompton Plains	Wantage CC	D	18	P.O. Box 108	N/A
Rothway	Stroudsmoore CC	P	18	N/A	N/A
<b>New York</b>					
Whitehall	Skeane Valley CC	D	9	Route 2 Norton Road	N/A
<b>North Carolina</b>					
Burgaw	Buccaneer CC	P	9	E. Wilmington St.	Michael Nadeau
Durham	Treyburn CC	P	18	P.O. Box 71049	Arnold Palmer/Ed Seay
Goldsboro	Lane Tree Golf	D	18	4565 Hwy. 70 West	John LaFoy
Ohio					
Canton	Glenmoor CC	P	18	Brunnerdale Road	Clyde B. Johnston
Columbus	Winding Hollow CC	P	18	290 Westerville Road	Arthur Hills
Cuhahoga Falls	Bushwood GC	D	9	P.O. Box 3153	Rob Roberson
<b>Oklahoma</b>					
Muskogee	Grandview GC	D	18	N/A Donald R. Sechrest	
<b>Oregon</b>					
Portland	Cook GC	Undec.	18	N/A	Robert Muir Graves
Portland	Crystal Spring CC	Undec.	18	5550 SW Macadam Ave.	N/A
<b>Pennsylvania</b>					
Carversville	Four Brooks GC	P	18	4230 Wismer Rd.	N/A
Hanover	Proline Golf Center	D	18	163 Green Spring Rd.	Samuel E. Loback
New Hope	Brown GC	D	18	1408 Pineville Rd.	James Brown
Oxford	Oxford Sport Center	D	18	3700 Pine Street Rd.	James Pepple
<b>South Carolina</b>					
Greenville	Thornblade	Undec.	N/A	N/A	Thomas Fazio
Summerville	Pine Forest CC	P	18	N/A	Killian & Nugent
<b>Tennessee</b>					
Fairfield Glade	Heatherhurst GC	P	9	P.O. Box 1500	Gary Roger Baird
Franklin	Greene Springs	P	18	Old Harding Road	Bob & Joe Greene
Shiloh Falls	Shiloh Falls CC	P	18	N/A	Gary McCrory
<b>Texas</b>					
Austin	Barton Creek #2	P	18	8212 Barton Club Dr.	Coore & Crenshaw
Liberty City	Shallow Creek CC	D	9	Wilkins Road	N/A
<b>Virginia</b>					
Arlington	TBD	D	18	N/A	Mark Heacock
Manassas	Westgate Shell GC	D	18	8195 Sudley Rd.	John Johnson

\* — Information from NGF reports, direct contact with developers and architects, and newspaper and magazine accounts.

## Please keep us informed

Each month, Golf Course News - in cooperation with the American Society of Golf Course Architects - will publish news stories on new golf courses being built in the United States.

We are asking people who are planning or have begun construction of new courses, or rebuilding or expansion of existing ones, to write to

Golf Course News, P.O. Box 997, Yarmouth, Maine 04096.

We are particularly interested in:

- The city and state of the course.
- The owner, builder and architect.
- The number of holes and total yards.
- Whether the course is private, daily fee or municipal.
- The target date for completion.
- The type of terrain or any outstanding features of the layout of the course.
- Color or black and white photos of unique holes.





Larry Kieffer

## Kieffer tabbed by FGCSA

The Florida Golf Course Superintendents Association has hired Janlark Communications, Inc., headed by veteran golf writer Larry Kieffer, to replace the retiring Dan Jones in publishing its quarterly magazine, *The Florida Green*, starting next year.

Jones, a golf course superintendent at Banyan Golf Course in Lake Worth, is retiring after 15 years in charge of the award-winning magazine.

The FGCSA board voted to hire Kieffer, a two-time winner in the GCSAA's writing contest while serving as executive editor of *Golfweek*.

Jones's final edition of *The Florida Green* will be the winter 1990 issue. In the interim, Kieffer will work with the Florida association as a consulting editor, handling most of the writing and production chores.

A native of New York City, Kieffer began his career as a public information officer in the U.S. Air Force. Before joining *Golfweek* in 1981, he was managing editor of *The News Chief*, a daily newspaper in Winter Haven, Fla.

Kieffer has been cited for editorials, investigative reporting and community service by the Golf Writers Association of America, the American Society of Newspaper Editors and the Florida Press Association.

Jones built the publication from a 12-page mimeographed newsletter to a full-color magazine averaging nearly 80 pages an issue. In 1978 he won the GCSAA's Leo Feser Award for the best article by a superintendent for his story on using the white amur fish to control aquatic weeds.

## Green signs with resort

Former U. S. Open and PGA champion Hubert Green will represent Reynolds Plantation of Greensboro, Ga., on the PGA Tour.

Working with fellow tour star Fuzzy Zoeller in collaboration with architect Bob Cupp, Green helped fashion the 6,610-yard, par 71 layout named by *Golfweek Magazine* among the 50 most distinctive development courses in the Southeast.

It is located between Atlanta and Augusta on Lake Oconee

## FAI, environment expert collaborate

Responding to concerns about golf courses' environmental liability, FAI Insurance Counseling, Inc. has joined with an expert in the field to develop an environmental risk management program.

FAI, which administers the National Golf Foundation-endorsed insurance programs, will work on the program with Versar, Inc., a nationally known environmental and engineering consulting firm.

"Environmental regulations at all levels of government are becoming more restrictive, and the

costs of non-compliance — like fines, potential liability and remedial actions — are increasing," said Tom Marks of FAI.

"If golf courses are to maintain their reputation as safe, scenic places for recreation, the potential for environmental liability must be reduced..."

"Environmental risk management is the name of the game."

The program begins with an interview with the course superintendent and others who handle toxic materials, and an on-

site environmental audit by Versar, which documents conditions and operations; identifies toxic materials and their associated hazards.

Also, assesses environmental management procedures; reviews regulatory compliance; provides a qualitative assessment of potential liabilities; and presents recommendations to reduce potential liability.

Once a potential problem is identified, Marks said, the golf course generally has four options:

- Act to reduce the risk.
- Conduct another study to

further define or characterize a potential liability.

- Transfer the risk through insurance or other mechanisms.

- Take no action.

Working with Versar's engineers and scientists and with FAI's insurance counselors, Marks said, a golf course can select actions that best fit its needs and circumstances.

Versar provides courses with environmental assessment services, multimedia sampling and analysis, remedial investigations and cleanups and management plans.

## Al Bryant hit over 4500 fairways with this iron last year

**Rain used to be the problem.** The reason Al Bryant, superintendent at Florida's Riviera Country Club, missed a lot of fairway mowing. No more.

"Since the John Deere 305 replaced our ground-driven mowers a year ago, I've been able to work on days and in areas I couldn't before," says Bryant. "I mow our fairways five times a week with the 305 — put over 1500 hours on it last year."

"Our fairways have also improved because of the 305. The quality of cut is so much better. Its constant reel speed and ability to better follow ground contours have made all our fairways more uniform."

Bryant also uses a John Deere 855 Tractor, 1650 Tractor, 151 Vacuum Sweeper and two 22-inch Walking Greens Mowers at his course.

"Parts back-up has been a big factor in our decision to continue buying John Deere equipment," says Bryant. "We get almost all our parts in one day — and that means a lot in this business."

**Talk to your John Deere distributor today** for more information on all we have to offer. Or write John Deere, Dept. 956, Moline, IL for free literature. We know, like Al Bryant, you're going to like what you see.



Other John Deere machines at work at Riviera CC include a 151 Vacuum Sweeper, 1650 Tractor, and two 22-inch Greens Mowers.



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# Turfgrass foundation presents scholarships

The Musser International Turfgrass Foundation in Sharon Center, Ohio, has awarded \$6,000 scholarship grants to Andrew Ralowicz of the University of Arizona's Department of Plant Sciences and to Gwen Stahnke of the University of Nebraska's Department of Horticulture and Forestry.

The grant is awarded in the final year of study to Ph.D. candidates who have displayed "high scholastic achievement and presented a well-conceived, relevant thesis problem with an element of 'pioneering' toward



Andrew Ralowicz

problem orientation."

"Our financial support of these two exceptional doctoral candidates is the best investment we can make for the future of all sports turfgrass," said Frank Dobie, president of the MITF and superintendent of The Sharon Club.

For his doctoral dissertation, Ralowicz, an agronomy/plant genetics major, is evaluating *Hilaria belangeri* as a minimum-input desert turfgrass. He has been a graduate research associate at Arizona since July 1986, working with Dr. Charles F. Mancino.



Gwen Stahnke

Stahnke, a turfgrass science major working with Dr. Bob Shearman, has been studying the effects of five pre-emergence herbicides on Kentucky bluegrass root growth and overall quality for her doctoral dissertation. She is also working to determine the dissipation and movement of pendimethalin in soil and Kentucky bluegrass thatch.

MITF is dedicated to the memory of H.B. Musser's "pioneering efforts in turfgrass research and education, and to the continuance of his dedication to the field."

Musser's research gave the industry new grasses like Penncross bent, Pennlawn red fescue and Merion Kentucky bluegrass. His support of education fostered the Penn State turfgrass management program, with 900 graduates to date.

Members of the scholarship selection committee were Dr. James Watson, vice president of The Toro Co., Dr. James Beard of Texas A&M and Dr. Joe Duich of Penn State.

## Valle Vista hires Fla. firm to run club

Club Operations & Property Management Co. of Tallahassee, Fla., has been hired to double membership and restore prestige at Valle Vista Country Club in Greenwood, Ind.

"The club needed a shot. It needed to progress," said Charles Kern, who owns the club along with his father and two brothers.

COPM replaces Charles and Joseph Kern in running the 110-acre golf and social club which includes the 18-hole course, three-story clubhouse, indoor-outdoor swimming pool, four racquetball courts and complete fitness facility.

COPM operates 44 clubs along the East Coast but Valle Vista is its first club in the Midwest.

The Kernses have pledged to use the money raised by increased membership and dues to make capital improvements to the facility.

## Indiana course to benefit area

An Indiana businessman plans to develop a 27-hole world class golf course in Greenwood outside Indianapolis.

Joseph Matis, assistant vice president at Merrill Lynch Pierce Fenner & Smith Inc., and an unnamed partner have bought 525 acres east of Interstate 65 to build the course and residential housing development.

Matis, who has set up Hickory Club Inc. to own the golf course, said ground will be broken soon on it.

Since the development will bring sewer service to the area, government officials hope a development explosion will follow in the region now supporting only farmland and scattered housing.





# CALENDAR

## July

13-17 — 114th convention of the American Association of Nurserymen at the Sheraton and Parkview Hilton hotels in Hartford, Conn. More than 300 vendors will be present, and educational sessions, industry tours and social events are scheduled. For further information contact the American Association of Nurserymen, 1250 I St., N.W., Suite 500, Washington, D.C. 20005; 202-789-2900.

15-17 — The United States Golf

Clubmaker Association, which addresses the varied needs of clubmakers nationally, will meet in Louisville, Ky. More information and an entry form are available from Louisville Golf.

15-17 — Mid-Atlantic Equipment Dealers Association Summer Conference at the Carousel Hotel, on the beach at 118th St., Ocean City, Md. For more information call 1-800-641-0011.

27 — Golf Course Superintendents Association of

New Jersey July meeting at Colonia Country Club in Colonia. The host is Christopher Gaynor, 201-381-3311.

30-Aug. 2 — 44th annual meeting of the Soil and Water Conservation Society, Edmonton, Alberta, Canada. For information telephone 515-289-2331.

## August

9 — New England Nurserymen's Association summer meeting hosted by Golf Star Turf Farms in Canterbury, N.H., providing an in-depth look at turf production, a trade show and large equipment displays. For more information contact NENA, 24 West Road, Suite 53, Vernon, Vt. 06066.

2-16 — The annual meeting of the Association of American Seed Control Officials at Hotel Niagara in downtown Niagara Falls, N.Y. For more information contact Ronald Barrett of the New York Department of Agriculture, 1 Winner's Circle, Capitol Plaza, Albany, N.Y., 12235-0001; telephone 518-457-2087.

19 — Golf Course Superintendents Association of New Jersey boat trip, Manasquan and Barnegat Bay, Brielle. Contact Bruce Cadenelli at 201-531-3609.

30 — The annual University of Rhode Island turfgrass field day at

the Turfgrass Research Farm, Plains Road, Kingston, R.I. For more information contact Dr. C.R. Skogley, Plant Sciences Department, Woodward Hall, Kingston, R.I. 02881.

## September

19-21 — Royal Windsor '89 Institute of Groundsmanship Sports and Leisure World Trade Exhibition at the Royal Windsor Racecourse in England. Telephone 0908-311856 for information.

## October

4-5 — The annual Southern California Turfgrass Expo, devoted to the exhibition of equipment, materials and services for installing and maintaining turfgrass and landscape, at the Orange County Fairgrounds in Costa Mesa. More than 230 manufacturers and distributors will display and demonstrate their goods and services. Bluegrass music and a barbeque are included. For more information contact Chuck and Barbara Wilson at 714-951-8547.

4-6 — Golf Course Europe, an international exhibition and conference on the design, construction and maintenance of golf courses and on golf club management, at Rhein/Main Halls, Wiesbaden, West Germany. For more information contact

Allard J. Hoogland at Expoconsult, P.O. Box 200, 3600 AE Maarsse, Holland; telephone 03465-73777.

25-27 — 1989 Southwest Turfgrass Conference at the Albuquerque (N.M.) Convention Center will include the SWTG Conference, Turf and Ornamental Insect Management Workshop and a golf tournament. For more information contact the Southwest Turfgrass Association at New Mexico State University, P.O. Box 3AE, Las Cruces, N.M. 88003.

## November

4 — Lawn Seed Conference at Crown Center Hotel in Kansas City, Mo. For more information contact the American Seed Trade Association, 1030 15th St., N.W., Suite 964, Washington, D.C. 20005.

4-7 — Western Seedsmen's meeting in Kansas City, Kansas.

12-15 — International Irrigation Exposition and Technical Conference in Anaheim, Calif. For information contact Ann Sheridan, Irrigation Association, 1911 North Fort Myer Drive, Suite 1009, Arlington, Va. 22209; 703-524-1200.

Please let us know about events you or your organization are planning by writing: Golf Course News, P.O. Box 997, 38 Lafayette St., Yarmouth, Maine 04096.

## Lake Nona building villas

Lake Nona Estate, an exclusive golf club community southeast of Orlando (Fla.) International Airport, has introduced Golf Club Villas.

Construction has begun on six homes, and seven of 21 lots have been sold. These first units, starting at \$300,000, are expected to be completed in November.

The Villas, in keeping with Lake Nona's Neo-Georgian style architecture, are being designed by Designline, Inc., and constructed by Christopher Mason Company. Both firms are based in Orlando.

## Groups support conclave

Ten technical and educational organizations have endorsed the Irrigation Association's International Irrigation Exposition and Technical Conference Nov. 12-15 at the Anaheim (Calif.) Convention Center.

They are: California Polytechnical University; CLIC; Center for Irrigation Technology (California State University, Fresno); Southern California Turfgrass Council; California Landscape Contractors Association; University of California Cooperative Extension Service; Water Education

Foundation; American Society of Irrigation Consultants; Southern California Golf Course Superintendents; and the California Department of Water Resources.

The IA's Exposition is the world's largest show exclusively for irrigation products and services. More than 400 exhibits will display the latest innovations and technology.

For more information, contact the Irrigation Association at 1911 N. Ft. Myer Dr., Suite 1009, Arlington, Va., 22209; 703-524-1200.

## Mole crickets

Continued from page 1  
Rehberg said.

In the controlled IFAS study, the nematodes have remained in the soil four years after their release and their effect on mole cricket populations has been detected more than 10 miles from the original release point.

In that study on bahiagrass pastureland which, Rehberg pointed out, is "particularly susceptible" to the dreaded root-eating pest, "the mole cricket populations ... have decreased by about 95 percent and continue to decline as we continue to monitor.

"Grass and trees have recovered from mole cricket damage and mole crickets are no longer an economic problem in these pastures."

The nematode and its lethal bacterium are completely harmless to "all other biological systems," Rehberg said. "All tests

indicate so far that it is very specific."

So now the FTGA, which funded the IFAS research by Dr. Grover Smart with \$45,000 in grants, is going to let 20 members pay \$8,000 each to test the nematode on their golf courses.

"Undoubtedly we'll have more than 20 willing to participate," Rehberg said. "Compared to the alternatives, \$8,000 is practically free."

Mole crickets reportedly cause millions of dollars of damage each year to golf courses in Florida, Georgia, Alabama, Louisiana and South Carolina.

The problems in testing the nematode under field conditions has not been so much with the organism but with the "delivery system."

The laboratory technique for infecting the mole crickets is difficult, unpleasant and expensive.

Besides, Rehberg said, "the IFAS is not equipped, nor is it in business, to raise large amounts of any biological control agent."

The technique developed by the FTGA involves luring mole crickets to traps filled with nematode-infested sand and then dumping the infected mole crickets on the golf course "where they can go infect other mole crickets before they die," Rehberg said.

"It may take a couple years to get them out there in sufficient numbers to really show you a difference," he said, "but we think it will happen."

Participants in the test will be selected in late summer or early fall.

They will be chosen in such a way as to guarantee a variety of soil and climatic conditions. They will attend a seminar in Gainesville, Fla., before getting their nematodes.



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## Some grass seed cleaned

Olson Fennels Seed of Oregon has managed to have its tall fescue shipment from Argentina cleaned so well of the serrated tussock weed that the seed can be sold on the open market. But co-owner Greg Fennels said the company will not sell it in the United States.

"We don't want either the responsibility or the public knowledge that we would be shipping to other parts of the country," Fennels said. "Hopefully we'll be able to export the product."

Chuck Havens, chief operations officer of the USDA Plant Protection and

Quarantine Program, said Olson Fennels' seed was cleaned so thoroughly that inspectors could find no presence whatsoever of the outlawed noxious weed.

Havens said USDA inspectors allow "zero tolerance" in their testing. If any weed is found, the entire shipment of seed is banned from sale.

Olson Fennels had its seed cleaned at Smith's Seed Services in Hawley, Ore

Smith's is reportedly one of about 300 seed-cleaning facilities in the country.

## Seed suit possible

*Continued from page 1*

sizeable financial loss, explained the problem simply: "The United States government screwed up... The government is 100 percent involved, and the other parties involved are totally innocent and yet have all the burden of the negative publicity and financial burden and everything else. It's been a very ugly deal."

Other companies that imported the seed were Seaboard Seed Co. of Bristol, Ill., Normac, Inc. of Tangent, Ore., Allied Seed Co-operative of Nampa, Idaho, Gateway Seed Co. of St. Louis, Mo., and Hanceford Seed Co. of Sommerset, Ky.

### Snafu outlined

The "foul-up" stems from provisions, or absence of them, in the Federal Seed Act and the Federal Noxious Weed Act.

In the 1930s the government passed the Federal Seed Act that has regulated the seed industry for 50 years. In 1973 Dr. Joseph Spears of the Animal Plant Health Inspection Service (APHIS) and Dr. Warren Shaw of USDA-ARS wrote the Federal Noxious Weed Act to control importation of undesirable weeds into the country.

In a move supported by the American Seed Trade Association, APHIS decided to exempt imported seeds from the Noxious Weed Act and regulate seed weeds under the Federal Seed Act.

Section 12 of the Federal Noxious Weed Act of 1974 states: "The provisions of this act shall not apply to shipments of seed subject to the Federal Seed Act."

But while the Federal Noxious Weed Act had serrated tussock listed as prohibited in the United States, the weed was never listed under the Federal Seed Act.

"The analysis certificate that we received, and other people received, from Argentina said right on it: serrated tussock," Fennels said. "The quarantine officials in Oregon and in the people in D.C. and across the country let the stuff in, looked right at that weed and put their stamp of approval on it."

"What they did when they did that was OK legal distribution of the seed in the U.S. and absolve the Argentines of any responsibility."

The 26 lots of seed passed through the USDA inspectors and on to the American companies importing it, including Pennington Enterprises, which in turn distributed it to 1,100 K mart stores around the country.

After it passed inspection, some of the seed was found to contain serrated tussock, which is dangerous to sheep and cattle.

But when the USDA was informed of the weed, Richard Backus, assistant to the deputy administrator of PPQ, wrote a memorandum concerning Federal Seed Act/Federal Noxious Weed Act interactions to state and

territory agricultural regulatory officials:

"Because fescue is regulated by the Federal Seed Act, the Plant Protection and Quarantine USDA can take no action."

At that point, Sen. James McClure of Idaho requested USDA to place a stop-sell order and impound the seed. He got results from USDA Deputy Assistant General Counsel for the Regulatory Division Thomas Bundy.

Bundy, who says he was dealing with "a case of first impression," said, "This was the first time a weed that was not listed under the Federal Seed Act and was listed under the Noxious Weed Act was ever found in a shipment of seed."

"We are in agreement," Bundy said, "that in this case the tall fescue is subject to the Seed Act, but the Seed Act does not cover the serrated tussock. In our position the Noxious Weed Act would cover the serrated tussock since it is not subject to the Seed Act even if it is mixed in with seed that is subject to the Seed Act."

Backed by Bundy's position, Backus on Feb. 7 sent a memorandum stating: "This supersedes our previous communication: Any weed or imported seed listed in Federal Noxious Weed Act regulations is subject to the Federal Noxious Weed Act even if it occurs in a shipment of seed."

At that point they issued emergency action notices and stopped the sale of all the seed, some five months after Pennington's seed came into the country.

### Discouraging

"The most discouraging part of the whole thing," Pennington said, "is that they changed the regulations and the department's attitude is — and I quote a letter from Secretary of Agriculture Clayton Yeutter in April: 'I sincerely regret any inconvenience to Pennington Enterprises Inc.'"

"No compensation, restitution, nothing else, just that I regret any inconvenience."

Pennington, who employs 550 people, said his company "is not trying to introduce this weed seed into agriculture, or golf courses or any other place where it should not be. We relied on the government laws and regulations. It was imported in good faith, it was inspected by the U.S. Department of Agriculture Plant Protection and Quarantine. It was sold in three-pound bags for lawn seed and not for grazing. It was clearly labeled as Argentine tall fescue."

"We had it tested by two commercial seed labs and they didn't find the tussock seed weed in the tests. We did everything we could in good faith to give American consumers a reasonably priced grass seed. There was a severe shortage of tall fescue last year because of the drought; otherwise, this never would have been imported."

And now, after all of our good-faith efforts,

# GOVERNMENT UPDATE

## Irrigation systems face inspection

In order to conserve water, some communities in California are starting to require approval of sprinkler irrigation plans.

Dr. Kenneth H. Solomon of California State University Fresno's Center for Irrigation Technology told a group in Michigan, "Our drought conditions have made everyone very concerned about water. Most (California) cities have someone on staff responsible for water conservation and many cities sponsor educational programs

encouraging it.

"People are trying to check on the adequacy of the sprinkler system through the permit process. Before those plans are approved and you get your permits, someone wants to check the irrigation system and make sure it's going to do a good job."

Still other cities are considering listing plant materials they would require contractors to use to conserve water on new construction.

## Weed's been here

Owners of both Pennington Enterprises, Inc. and Olson Fennels Seed say the serrated tussock weed has been entering the United States for years in shipments of Argentine seed.

"Tall fescue has been imported from Argentina for 20 years," Greg Fennels said. "It's had tussock in it probably every year it's been imported; it's just that it got the public's attention this year and somebody noticed that it wasn't supposed to be here."

Sonny Pennington said, "This is the first time the USDA has acknowledged this weed has come into the country. Apparently they feel that if one pound of it is sold it will contaminate the entire country."

"In reality this weed has been coming into the country in shipments of love grass from Argentina for years."

The USDA's Chuck Havens, chief operating officer of the Plant Protection and Quarantine Program, said this is the first year his department has been aware that the weed had been in the country.

"We do an inspection, a standard, worldwide procedure," he said. "Anyone needs to know that with a sampling procedure and even with a zero tolerance (which we have), there's always a chance that X percent of the time you're going to miss a light infestation."

we have one gentleman in Washington, who as a salaried government employee decides he can change the law and cost the seed industry a million dollars... If one person can do that, what happened to 'a kind and gentle nation'?"

"After 14 years of the Federal Noxious Weed Act being enforced one way (one attorney) decided he would enforce it another way," Pennington said. "I always thought regulators couldn't legislate and, secondly, when they passed regulations they had to hold hearings. But all that was done by this one attorney (Bundy) up in Washington."

In Oregon, Fennels said, "The little tall fescue we bought, we bought it as Argentine, we sold it as Argentine, we had distributors set up to handle it as Argentine... We did not import it with any intent to deceive anyone. We did it very much above-board."

### Government stands pat

But Chuck Havens, chief operations officer for PPQ, said, "The official position is that the only authority that exists in the law to allow reimbursement of any party in a case like this is when they go to court and prove that any action we take was not authorized by the statutes. And our position is that it was and any such case could not prevail."

Asked if the Federal Seed Act would be rewritten to include seed weeds, Havens said he thought they would not "because the interpretation is that we can take action on the weeds..."

"They are saying that the intent of Congress was never to prohibit us from taking action on listed noxious weeds..."

"My personal opinion is that certainly some clarification is needed, but not necessarily" that the Federal Seed Act be rewritten.

For his part, Bundy said, "There is no one person that you can say is responsible... There is no one entity that is responsible for it. It is a series of things that happened."

"You cannot say that either side is completely responsible and doesn't bear some responsibility, including the seed companies."

However, he said, "You have to remember the U.S. government is immune from suits except for some very limited situations in which the Congress has seen fit to consent to being sued."

"Under Section 12 we are prohibited from compensating and a court is prohibited from awarding any damages unless they can show that there was no authority to take action."

Bundy said it "is up to Congress and their wisdom" as to whether or not they think the government should be sued.

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# GOLF COURSE NEWS

## Mowers made lighter, tougher,

One golf course superintendent may need a mower that performs well on hills and in a wet climate while another superintendent requires a unit that works best on flat terrain in an arid region. One superintendent may maintain short, narrow fairways while another has

wide, expansive ones.

This survey will not be all things to all greenkeepers. We have developed it — with advice from superintendents and industry experts — to provide some basic information about models of mowers the manufacturers have chosen to fea-

ture in the categories of green, fairway, rough and trim areas.

As superintendent Chuck Ravis of the exclusive Augusta (Maine) Country Club noted, "Very few people will buy equipment without first test-driving it. I first want to know it will do the job on my course."

Company	No. of models	Chosen model	Price	Date Introduced	No. of Service Ctrs.	No. of Parts Ctrs.	Frequency of cut	Width of reels	No. of reels	Acres cut per hour	Height of cut	Traction drive
<b>Brouwer/Roughs #210</b>	2	KTM-5S	\$21,322	1987	135	135	Variable	30	5	4.3-6.5	1/4-3 1/4	Hydrostatic
Fairway #211	2	KTM-5F	\$22,190	1987	135	135	Variable	30	5	4.3-6.5	3/8-3 1/8	Hydrostatic
Green #212	1	LM22 GE	\$3,242	1985	135	135	.253	22	1	N/A	1/8-13/16	Mechanical
Trim #213	1	376A	\$6,587	1985	135	135	Variable	30	3	3	1/2-3	Mechanical
<b>Bunton/Fairway #214</b>	1	MBMT-52 FD		1985	20	20	.35/5 mph	31.5	7	9.4	3/8-3 3/4	Mechanical
Green #215	3	BG61-18ON		1986	20	20	.23/3.5 mph	22	3	2.25	3/32-3/4	Hydrostatic
Roughs #216	1	MBMT-52FD		1985	20	20	.50/5 mph	31.5	7	9.4	1/2-3 3/4	Mechanical
Trim #217	1	MB MT-22KD		1985	20	20	.35/5 mph	31.5	3	4.2	1/2-3 3/4	Hydrostatic
<b>Cushman/Roughs #218</b>	2	807	\$10,400	1985	78	78+	N/A	60	2	4.0	1-4 1/2	Hydrostatic
Trim #219	1	804	\$8,054	1980	78	78+	N/A	60	2	3.3	1-4.5	Hydrostatic
<b>Deere/Fairway #220</b>	4	3325 Professional	\$36,144	1988	80	80	.38-1.02	30	5	8	3/9-3	Hydrostatic
Green #221	3	22 Walking	\$3,316	1987	80	80	.24	22	1	N/A	7/64-3/4	External drum
Roughs #222	8	E915 Front Mower	\$12,370	1986	800	800	N/A	Rotary	Rotary	4.8	1-6	Hydrostatic
Trim #223	8	856 Turf Mower	\$20,000	1987	80	80	.110-1.68	30	3	4.1	3/8-2 3/8	Hydrostatic
<b>Jacobsen/Fairway #224</b>	7	LF-100	\$21,195	1988	150	150	.087/mph	22-100	5	5.5	5/16-1 3/16	Hydrostatic
Green #225	4	GreensKing 4	\$13,866	1984	150	150	.069/mph	22-62	3	2.16	5/64-7/16	Hydraulic
Roughs #226	5	HR-15	\$38,297	1984	150	150	N/A	188	3 Rotary	9.7	2-6	4-spd manual
Trim #227	12	Tri King 1684	\$16,215	1989	150	150	.106/mph	30-84	3	4.0	3/8-2 3/4	Hydrostatic
<b>Kubota/Fairway #228</b>	2	VR5701 7-gang	\$29,000	1989	40	40	.2-2.5	30	7	N/A	3/8-3	Pull-behind
Rough #230	2	F2400 Rotary	\$16,000	1986	800+	800+	N/A	N/A	N/A	N/A	1 1/2-4	PTO
Trim #231	1	W5021-SCC	\$799	1988	800	800	N/A	N/A	N/A	N/A	1-3 1/2	Belt drive
<b>Lesco/Fairway #232</b>	2	500 D		1988	*	*	.34	22	5	N/A	1/4-1 3/8	Hydraulic
Green #233	1	300 Greenmower		1986	*	*	.25	22	3	N/A	1/8-1 1/8	Hydraulic
Trim #234	1	400 Trim		1988	*	*	.25	26	3	N/A	1/8-1 1/8	Hydraulic
<b>National/Fairway #235</b>	3	Power Quint		1985	40	40	N/A	11.5 ft.	5	6.0	3/4-2.5	Mechanical
Roughs #236	5	84 Triplex		1953	40	40	N/A	7 ft.	3	5.5	3/4-2.5	Mechanical
Trim #237	3	68 Triplex		1963	40	40	N/A	5'-8	3	2.0	3/4-2.5	Mechanical
<b>Ransomes/Fairway #238</b>	1	Fairway 5000		1989	35	35	73/yd @ 6 mph	22 3/4	5	N/A	5/16-1 3/16	Hydraulic
Green #239	3	Greens GT		1988	35	35	.18-.3	22 3/4	3	2.5	1/8-3/4	Hydraulic
Rough #240	4	5/7 Sportcutter		1975	35	35	33-78/yd	N/A	7	7	N/A	depends on tractor
Trim #241	2	Motor 180TR15B		1988	35	35	75/yd @ 4 mph	26	3	2	1/4-1 3/4	Belt drive
<b>Roseman/Fairway #242</b>	4	HGPF-7	\$24,000	1978	30	30	.2-2.50/mph	30	7	10	3/8-3	Manual
<b>Toro/Fairway #243</b>	8	Reelmaster 223-D	\$23,000	1989	50+	50+	.34-1.2	95	5	5	1/4-3/4	Hydrostatic transaxle
Green #244	5	Greensmaster 3000	\$12,500	1971	50+	50+	.17-.4	59	3	N/A	3/32-3/4	Hydraulic
Rough #245	12	Groundsmaster 580-D	\$50,000	1988	50+	50+	N/A	16'	N/A	14.5	1-5	Split hydrostatic
Trim #246	4	Reelmaster 216	\$13,000	1987	50+	50+	.45-1.64	72	3	3.5	1/4-2 5/8	Hydrostatic

\*— Lesco pays an hourly labor rate and guarantees overnight parts delivery.



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You have to try it on your course, under your conditions... and look it over, from your standpoint and your mechanic's standpoint.

"We want to look at traction — where the wheels are, where the weight is centered, the cost of maintenance and how durable it

is, the number of welds and thickness of steel. In different designs, the features are cluttered up with shields."

Ravis suggested that before buying any mower, a superintendent talk with other superintendents who have used that particu-

lar equipment.

Noting that the parts and service are different for different areas of the country, Ravis added, "The cost is important and the service — technical backup, parts service and proximity to your course — are critical."

Jim Byrnes, advertising manager for the Jacobsen Division of Textron Inc., said mower manufacturing is moving in "one clear direction."

"Manufacturers are intensifying turf management — lower heights, *Continued on page 30*

For further information on any of the mowers listed in this survey, circle the number on the enclosed reader service card that corresponds with the number next to the mower you are interested in.

Reel drive	Engine hp, type	2-, 3-, or 4-wheel drive	Green conditioner	Interchangeable implements	Grass catcher available	Ground pressure	Transport width	Transport speed	Mowing speed	Frontmower	Cab available	No. of attachments
PTO	19.5 diesel	4	N/A	Yes	No	14 psi	94	12 mph	0-11.3 mph	No	No	3
PTO	19.5 diesel	4	N/A	Yes	No	14 psi	94	12 mph	0-11.3 mph	No	No	3
Mechanical	3.5 hp gas	2	Yes	Yes	Yes	N/A	N/A	4.8 mph	N/A	Yes	No	5
Mechanical	9hp/4 cycle	2	N/A	No	No	N/A	69	5.8 mph	2-5.8 mph	No	No	None
Hydraulic	52 hp, diesel	2	N/A	Yes	No	10 psi	91	22 mph	6 mph	Yes	Yes	6
Hydraulic	18 hp, gas or diesel	2	Yes	No	Yes	8 psi	69.7	7.5 mph	3.5-4.0 mph	No	No	None
Hydraulic	52 hp diesel	2	None	Yes	No	10 psi	91	22 mph	6 mph	Yes	Yes	6
Hydraulic	22 hp Diesel	2	None	Yes	No	14.7 psi	53.5	13 mph	0-6 mph	Yes	Yes	5
Hydrau&Mech	Diesel 22	2	None	Yes	Yes	6.4 psi	84	8.5 mph	5.5 mph	Yes	Yes	10+
Hydrau&Mech	22 air-cooled	2	None	Yes	Yes	6 psi	62.5	8.5 mph	5.5 mph	Yes	Yes	10+
Hydraulic	38 hp diesel	2	None	Yes	Yes	9.7 psi	89	12 mph	0-7.2 mph	No	No	12
Belt tension	3.6 hp, gas	N/A	Yes	N/A	Yes	N/A	47.5	5.2 mph	3.1 mph	No	No	7
PTO	17 hp	2	None	Yes	Yes	N/A	72.5	9.5 mph	0-9.5 mph	Yes	Yes	16
Hydraulic	24 hp diesel	2 or 4	None	Yes	No	14 psi	52.3	11 mph	0-6 mph	No	No	47
Hydraulic	22/dsl/liq	4	Yes	Yes	Yes	8.0 psi	86	10 mph	0-6 mph	Yes	Yes	7
Hydraulic	16/gas/air	2	Yes	Yes	Yes	8.5 psi	68	6.6 mph	0-3.6 mph	Yes	No	15
Hydraulic	78/dsl/liq	2	Yes	Yes	No	N/A	96	20 mph	2.7-5.5 mph	Yes	Yes	5
Hydraulic	16.5/dsl/liq	3	Yes	Yes	Yes	11.0 psi	78	8.5 mph	0.5-0.8 mph	Yes	No	9
Hydraulic	42 hp diesel	2	None	Yes	No	N/A	93	18 mph	6.0+ mph	No	No	None
N/A	24 hp diesel	4	None	Yes	Yes	N/A	45	9.5 mph	Variable	Yes	Yes	7
N/A	5 hp gas	2	None	No	Yes	N/A	21.8	N/A	2.5-3.5 mph	No	No	7
Hydraulic	22 hp diesel	3	None	Yes	Yes	N/A	72	0-10 mph	0-4.5 mph	Yes	No	6
Hydraulic	18 hp gas	2	Yes	Yes	Yes	N/A	72	0-6.75 mph	0-3.75 mph	Yes	No	6
Hydraulic	18 hp gas	2	None	No	No	N/A	80	0-6.75 mph	0-3.75 mph	Yes	No	2
Belt	Gas	N/A	None	Yes	No	N/A	8 ft.	depends	5 mph	No	No	3
Belt	12 Kohler	2	None	None	No	N/A	50	depends	5 mph	No	No	2
Belt	7.5 Kawasaki	2	None	None	No	N/A	40	depends	4 mph	No	No	None
Hydraulic	23 hp diesel		None	Yes	Yes	N/A	71	0-9 mph	0-6 mph	Yes	No	3
Hydraulic	14 hp diesel	2	None	Yes	Yes	4 psi	70.5	0-7.5 mph	0-5 mph	Yes	No	3
Hydraulic	Depends	N/A	None	No	N/A	N/A	98.5	depends	3.1-7.5 mph	No	Yes	Verticut
Belt drive	15 hp gas	2&3	None	Yes	Yes	N/A	81	0-6.5 mph	0.4 mph	Yes	No	None
Hydraulic direct	40 hp	2	None	Yes	No	5.7 psi	96	18 mph	4-7 mph	No	No	Verticut
Hydraulic	23 hp diesel	2	N/A	Yes	Yes	9-10 psi	86	0-10 mph	0-6 mph	Yes	No	3
Hydraulic	16 hp Kohler	2	Yes	Yes	Yes	8-10 psi	68	6.7 mph	3.8 mph	Yes	No	20
Hydraulic	80 hp turbo	2	N/A	Yes	No	9 psi	83	20 mph	7.5 mph	Yes	Yes	2
Solid link V-belt	16 hp gas	2&3	N/A	Yes	Yes	9-10 psi	76	0-6.2 mph	0-5 mph	Yes	No	16



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## Amick suggests 18 ways to save on course

Golf course architect William Amick of Daytona Beach, Fla., lists 18 ways to save money building a course.

Amick, a member of the American Society of Golf Course Architects, suggests that a developer:

1) Lease land for a course on a long-term basis from a government agency, work out creative financing with a private land owner, or receive the land free from a developer who wants fairway frontage without operating a golf course. "Any of these methods will substantially reduce start-up costs," Amick says. "Developers should seriously consider giving enough land to an individual or group to build and operate a course. Government agencies should consider leasing enough land in the above situation."

2) Schedule construction to take the shortest possible time and meet the ideal planting season. Time is money, particularly when paying interest before the cash flow begins, he says.

3) Carefully pick the best site for the course, to save money on such major

phases as clearing, earth moving, and drainage. "A competent golf course architect should help with this selection," Amick says.

4) Have the course designed primarily for its future golfers, not for tournament professionals. He says, "This can mean a shorter, more fun course, with fewer expensive hazards."

5) Use the land most efficiently by having a trained golf course architect lay out the holes.

6) Consider building an executive or par 3 course to save land, reduce construction costs, and make maintenance dollars go further. "These types of courses can fit the playing abilities of a large portion of golfers," Amick says, "including middle- and high-handicap golfers, women, seniors, young people, beginners, occasional golfers, people with a limited amount of playing time, and those who want to sharpen their iron play or short game."

7) If housing will surround the course, have the golf course architect design it in

complete coordination with a site planner.

8) Building a moderate rather than over-plush clubhouse — one to fit the needs of the facility — and a few other recreational facilities will permit holding golf fees lower, Amick says.

9) Construct as many small tees, fairways and greens as possible, "which will be fair to golfers and handle traffic," he says."

10) Use low-profile tees, mounds and bunkers. "This will decrease costly earth moving and, if done properly, can be attractive," he says.

11) Make sure that the irrigation system — a big-dollar item — is planned and installed properly.

12) Don't clear, plant or maintain parts of the rough away from regular play. Leave these areas natural.

13) Add some of the less essential features later, after the course is open and revenue has started coming in. Such features might be car paths, tree planting, and some of the sand traps.

14) Keep the initial expenditure down by building only nine holes at first. A second nine and even other nines should be designed at the same time, but put in as play demands and funds permit.

15) Invite only qualified golf course contractors to submit bids, to increase the chances of a good job being done and to obtain realistic low bids.

16) If the work will not be contracted with an outside firm, hire someone with experience to supervise construction.

17) Construction methods are critical to how the course can be maintained and at what cost. "A knowledgeable golf course architect will study construction alternatives and their influence on annual maintenance budgets," Amick says.

18) In any important project, the talents of experts should be used, he says. "In this case start with an outstanding architect. This encourages the best use of construction funds to produce a golf course everyone will be proud of over the life of the facility."

## Builders' boom

Continued from page 1

Not long ago a man who has operated several public golf courses for decades said only a municipal course could be built today and make money because private individuals have to contend with high interest payments and land costs. And "if you charge a nickel more for a cup of coffee, the public crucifies you."

Behold! Courses are charging more and more, and the golfing public is indeed paying those higher fees.

There are still factors to beware of — from restrictive environmental laws to overloading an area with courses — but circumstances are indeed turning the way of the golf course builder.

"We're looking at several projects right now where a real-estate developer is donating land for a golf course to be built within their housing development," said Michael Beebe, vice president of McCumber Golf.

Rossi points out that around 90 percent of the courses being built today are tied to real estate. And he and others in the industry expect that trend to continue, yet they also see increases in numbers of privately owned and municipal public courses.

Perry Dye, president of the Golf Course Builders Association and of Dye Designs, Inc., said, "We have seen some things in the last four or five years that have changed a lot of minds about whether a golf course (not linked to real-estate development) will pay for itself. Our impression now — with some of these cities dealing with municipal bonds and selling them to build municipal golf courses — is that they have been able to retire the debt and operate at a profit."

"We've seen golf course daily greens fees go from \$8 to \$22 and the cost of building a golf course has not doubled, so definitely what's happened is that the golfer has decided to pay a price that has allowed us to build golf courses."

Dye added, "Yes, we have seen most of the upper-end, more expensive golf courses are attached to real estate, and that's been a very valuable way for us to be able to get the ground to build a golf course. But right now, golf courses will pay for themselves in a lot of populated areas."

Dye also said, "We have people who could never before be able to borrow the money, build a golf course and retire the debt. And that's something that's fairly brand-new to



Don Rossi

the market. There's no doubt there are a lot of people out there who are willing to finance golf courses who were not in the market before because the economics of a golf course purely were not there."

Even when a municipality is not the owner, the land is not donated, or a real-estate development is not involved, golf course developers can find financing.

Rossi of the Builders Association said, "Savings and loans went through a period of scrutinizing golf courses closely because some bad loans had been made. They're not hungry to make loans anymore but they will."

Indeed, based on average costs for new courses supplied by a number of builders to McGraw Hill Inc., the dollar value of golf construction last year totaled about \$400 million in the United States. And all that work was divided up among about 50 contractors.

Dye said that when greens fees at Pebble Beach broke the \$100 barrier "that was a really substantial momentum for the whole industry."

"We're talking now about the No. 1 course now at \$175-\$180 for greens fees," he said. "That's a big money-maker and the effect trickled all the way down to the \$8 greens fee and took it to \$12 and \$14. So when you look at the top of the market and where it's gone for one greens fee and now look at what they can charge in Hawaii and Southern California for one greens fee, it becomes economically feasible to build a course."

McCumber Golf's Beebe said, "The trend is toward upscale public golf courses, as opposed to private country clubs, at developments. They have a high standard of main-

**Would-be developers should be warned: Many variables decide whether a course will be a success.**

— Don Rossi

tenance, and a higher greens fee is paid. But if you can offer the public a quality country club-type course, in many places they will pay the \$30 greens fee and it can make operational success.

"We're seeing more and more clients interested in this type of facility... Jones Creek (Golf Course, designed by Rees Jones) in Augusta (Ga.) operates on an upscale public course basis and is a wonderful and successful course."

Still, Rossi warns would-be developers that many variables decide whether a course will be a success.

Location, he said, is the critical factor. "Are you going to have a 12-month season or a nine-month season?" he asked. "Obviously, in the South you have a better chance of making it... That is also why so many ski areas are adding golf courses, so they will have a source of income the year round."

"You must also consider the weather," Rossi said. "In Hawaii they can stay open every day of the year. But in some of the country how many months can people play?"

This is also a reason so many ski areas are building golf courses — to be able to make money 12 months a year to pay the bills.

Vital to the course is the water availability, if it is in an area people want to visit, and how many other courses and golfers are in the vicinity.

And, "the closer you get to a city, the more expensive the land is to buy," Rossi said, "unless you're buying a landfill or condemned land" — and that, too, is being done more often today. In fact, some municipalities are building courses on their old landfills.

Indeed, Joe Jemsek, the dean of golf in Chicago, operating eight courses including the famous Cog Hill and Pine Meadow, insists that unless a builder has the land and doesn't have to borrow millions, "municipalities is the only way you can build a golf course."

"The municipalities pay for it and they get it from the taxpayers; they've got the land and it's for the good of everybody. It's the wave of the future," he said.

Yet Rossi said, "A lot of paperwork is

being done but I don't see any deluge of munis — nor of daily-fee courses. Most are real-estate or resort courses.

"Look at the many courses being built in North Carolina, South Carolina and Florida, but we're not besieged with munis."

According to the National Golf Foundation reports, of the 241 courses being planned or under construction, 24 are municipal, 97 are daily fee, 106 are private and the other 14 are undecided.

Whatever the type course, that translates into hundreds of millions of dollars being spent on courses, a lot of work for builders, and thousands of new jobs for superintendents, club managers, pros and their staffs.

And when looking at NGF figures claiming the need for a new golf course a day for the next 20 years, Dye said, "I don't know of any industry that can double its volume overnight. We may never reach the point where we've saturated the market with overbuilding, and that's pretty unbelievable."

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# Northern New England: Surviving in shorter seasons

BY VERN PUTNEY

Northern New England is looked upon by much of the nation as a superb summer vacation spot, and the shoreline, forests and mountains aren't the only attractions. Golf course developers are thriving in Massachusetts, New Hampshire and Maine.

New Hampshire lists 20 courses under development or in the planning stage. Maine numbers 14, Massachusetts 13.

Developers' knowledge of area conditions and a not-too-restrictive hand by state agencies are keys to the expansion.

Developers know that courses in these states will be playable from eight months to year-round. They have found that gloves (not golf) may be necessary in late November, and an early snowstorm may sideline even the most hardy; but the season is surprisingly long.

This means steady club revenue in from green fees and car rentals.

Massachusetts (particularly Cape Cod) can have a near year-round season. Southern Maine can count on an April 15-Nov. 15 season, frequently with a week's bonus on either end. New Hampshire can squeeze in a bit more play.

It's no wonder, then, that New England's bedrock is ground for solid financial footing.

Yet, financial success does not hinge on

receipts from green fees and car rentals, but on business done before a shovelful of earth has been turned.

That business is coupling real estate with golf courses. It has been a rewarding marriage. Around 90 percent of golf course construction nationwide reportedly is linked to real-estate development.

J.J. Cohen, president of a Littleton, Mass., construction and development company, struck golf gold in New Hampshire. He estimates his Blueberry Hill project in New Ipswich, begun in October 1987 and earmarked for opening in the fall of 1990, will realize a profit of \$35 million to \$40 million over the next 15 years.

That figure won't be strictly golf proceeds, of course. In addition to a championship 18-hole layout, Blueberry Hill will encompass luxury condominiums and such plush recreational facilities as an equestrian center and state-of-the-art health club.

The enticing melding of tournament-type country club course and real estate that attracts well-to-do members is evident at Falmouth (Maine) Country Club, a creation of Massachusetts architects Geoffrey S. Cornish and Brian Silva, which opened last fall.

David Bateman, vice president of Dictar Associates which developed Falmouth CC, noted: "We broke even in the construction

of the golf course and the clubhouse. The big plus is the real estate around the course. We sold 122 single-family lots for an average of \$110,000—a total of about \$13.4 million."

Subtract \$6 million in land and construction costs and Dictar realized a gross profit of up to \$7.4 million.

Blueberry Hill and Falmouth figures must be considered fantastic in conservative country where green fees don't approach the \$100 charged at some courses.

Indeed, residential fairway frontage is second only to water frontage. Offices, other forms of recreation, industrial parks, etc., also are integrated into golf courses.

The British viewpoint was "Trade Follows The Flag." The golf industry says, "Industry Follows Recreation."

It is not uncommon for companies to choose a site because of fine golf courses in the area.

More private courses than ever have waiting lists. Some make applicants pay just to be on the list.

Strangely, outside the Sun Belt, the majority who buy fairway lots are non-golfers. Yet they still want a fine golf course.

Illustrative of that point was a golf course built adjoining a non-player's property. The homeowner promptly knocked down walls, replaced them with huge glass windows and enjoyed the view.

Dr. Joseph D. Beditz, executive vice president and chief operating officer of the National Golf Foundation, says a significant number of new facilities will be needed to accommodate increased demand from an aging population of golfers who play more frequently.

Golf course development and operations, he points out, have become sophisticated multimillion-dollar propositions. Investments of \$2 million to \$5 million for new course development, and annual operating revenues in excess of \$1 million are the rule, not the exception, in today's economy.

Golf courses make financial sense, adds Dr. Beditz.

"When designed and developed properly, golf courses make money. And if they do not, it is almost always faulty management that is to blame as opposed to faulty markets, and management problems are curable.

"Communities will be ever looking for new and better ways to serve older citizens who, coincidentally, tend to vote with much more frequency and regularity than their juniors. Golf courses will not only meet part of the social and recreational needs of the senior population, but will also potentially produce excess revenues for communities which can be used to fund other senior services."

## Financing

Continued from page 1  
successful.

"We don't like to mislead people," says Joe Walser Jr., senior vice president of Landmark Land Co., Inc. "People see our projects, like PGA West, for example, and numbers like land costs being \$40,000 an acre and that land is now selling for \$140,000 an acre or more and they think it sounds great. What they don't understand is that we have \$70 million in costs in land and golf course construction, the clubhouse, roads and other infrastructure. It's an expensive proposition."

So the bottom line for those wanting to take the golf course development plunge

**"It's important to stress that most companies that finance golf do it as a percentage of their overall portfolio. GATX is the only one we could find that has a golf capital division.**

— Richard Abel

comes again to financing. Money can come from private sources, individuals, a financial or lending institution or from government financing.

A recent seminar developed by the Crittenden News Service in the Palm Springs, Calif., area dealt with some of those issues for would-be developers.

Conference producer Richard Abel explained, "We had 28 speakers over two days, all from different companies and perspectives. Explained were market studies, what they mean, what size population supports what kind of course — and so forth."

In the process of putting together the conference, Abel discovered some names of companies that have golf in their portfolios. He said Wells Fargo Bank and credit companies such as Greyhound, Westinghouse and GATX Golf Capital are among names prominent today. Textron also has a division that lends some money for golf course development.

"It's important to stress," Abel adds, "that most companies that finance golf do it as a percentage of their overall portfolio. GATX is the only one we could find that has a golf capital division. Greyhound does — primarily — refinancing. Textron does what it calls miniperms financing — short-term permanent financing. Westinghouse has two divisions — commercial and residential. Its residential division does construction loans for housing and, if golf is a part, it likes that. It doesn't do golf alone."

"It seems the people attending (the seminar) were pretty well divided: one-third residential builders, one-third commercial developers and one-third golf course owners-operators," Abel noted.

Crittenden developed the conference because "it seemed to be a topic people

wanted to find out more about. A few years ago, it was syndication. Now it's golf course development.

"The National Golf Foundation, whose research has shown that we need to open a course a day from now to the year 2000 to meet demand, is beginning a project that it hopes will help people be successful in developing new courses."

Philip Arnold, vice president of golf course development for the NGF, explains, "By helping educate in the areas of finance and so forth, we are doing the most pertinent thing we can do to promote golf. The last thing we need are unsuccessful golf courses. We need golf courses that are constructed and underway and successful.

"I think lenders are starting to consider golf course financing more actively than they would have the past few years. We need successes to keep the ball rolling."

The NGF will review all courses opened in the 1980s. From that list it will conduct a survey to answer the crucial questions:

- How were courses financed?
- Have the courses been successful?
- If so, why? If not, why not?

The NGF will try to determine what kind of lending institutions might be more open to development than others.

"We get about 8,000 calls a year related to developing a golf course," Arnold says.

"A large number of the calls touch on financing.

Financing a golf course, it seems, has been perceived as different from other kinds of businesses because it has been viewed, historically, as riskier. Particularly the 1970s were not good. But we are hoping to demonstrate with our survey that the failure rate there is no higher than with other businesses."

## Why does it cost so much for a course?

Those who want to succeed in golf course development often must finance the costs of golf course development, construction and operation over a long period of time. Time is the killer.

Take, for example, Oak Valley, a 6,033-acre master-planned project being developed by Landmark Land Co., Inc., about 40 miles east of Los Angeles.

Acquisition of most of the land was done during 1986. Since that time, plans for creating the community were drawn to comply with local, regional, state and national development criteria. The land has been undergoing environmental and governmental reviews at all necessary levels. Oak Valley is just beginning construction for golf courses that will, barring delays, open in 1990.

During that time, the developer was paying for the land, paying for the planning process and now is in the beginning stages of paying for construction of golf courses and community infrastructure. Revenue has yet to be realized.

Those looking for the quick buck should re-think their plan.

Arnold attributes past failures to unrealistic ideas of operating costs and under-capitalization.

"Without proper capital, instead of gaining business, the course goes downhill," Arnold says. "To my knowledge, nobody has this information on how to do it successfully. I think we have to educate bankers and lending institutions on the viability of present-day golf course development. Once we do, it will be easier for golf courses to be financed."

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# A dream comes true — and on a budget, too

BY MARK LESLIE

Wes Bulen realized a dream in the spring of 1987, and he did it on what most developers would consider a shoestring.

The longtime Minnesota farmer, who had looked over his fields of corn and hay and envisioned a golf course, is already turning a profit on the 18-hole Rum River Hills course that has drawn raves from the golfing public despite being built for a mere \$450,000.

The cornerstones of success for Bulen and his partners are that they already owned the land, they received a low-interest \$450,000 loan from the Small Business Administration, and a small region had no local golf course.

In 1980 Bulen had surveyed the population north of Anoka, Minn., which sits 35 miles northwest of Minneapolis, and found that an area containing 75,000 residents contained not a single golf course.

When investors bought the farm next door for real-estate development and offered land for a golf course, Bulen's plan for a nine-hole layout on his 58-acre spread turned into the 18-hole course over 120 acres.

The six original partners (there are now seven) anted up a total of \$100,000, added a \$50,000 auxiliary loan to the SBA money, and with that \$600,000 built the course plus a clubhouse and restaurant.

A golf-hungry public did the rest.

### Right location

Bulen said, "Not many of our local people were golfing because they couldn't get on the courses in Anoka."

But the desire was there: Witness the course's current 140 male members, 100-plus female members, eight 20-student classes, Tuesday night men's tournaments in which more than 100 participate, Wednesday night women's tourneys which draw 80 to 90 golfers, plus tournaments every weekend this summer.

A public facility, Rum River Hills has 100 members paying \$350 apiece, and 200 who pay \$50 for tee-time privileges. The owners just raised the greens fee \$1 to \$13.

Other income is coming from golf car

rentals, the pro shop and lessons, and the lease on the restaurant which one recent Friday night served 256 meals after 5 p.m.

### Low-cost construction

The Rum River Hills partners hired pro-turned-architect Joel Goldstrand of St. Louis Park, Minn., to design the course.

The result, Bulen said, is "a beautiful course with water in play on 12 holes, making it very challenging but also very pretty."

"We did move some dirt," Bulen said, "but not like a lot of courses. We built up mounds for aesthetics and, on a couple of holes, to protect golfers. We had the 40-acre pond, so we didn't have to make one.

"And it's a nice topography, rolling but with no steep hills or slopes. There are also trees interspersed, and we planted a lot of shrubbery."

Goldstrand, who with Ron Bloom, his partner in Fairway Architects Inc., has designed courses in Minnesota, the Dakotas, Iowa and Wisconsin, said the crucial factor in keeping construction costs down is the routing.

"Routing can make a big difference," he said. "You try to route so that you use existing land. You can get the vision (of the fairway or green) you need by routing, and a lot of earth-moving is not necessary."

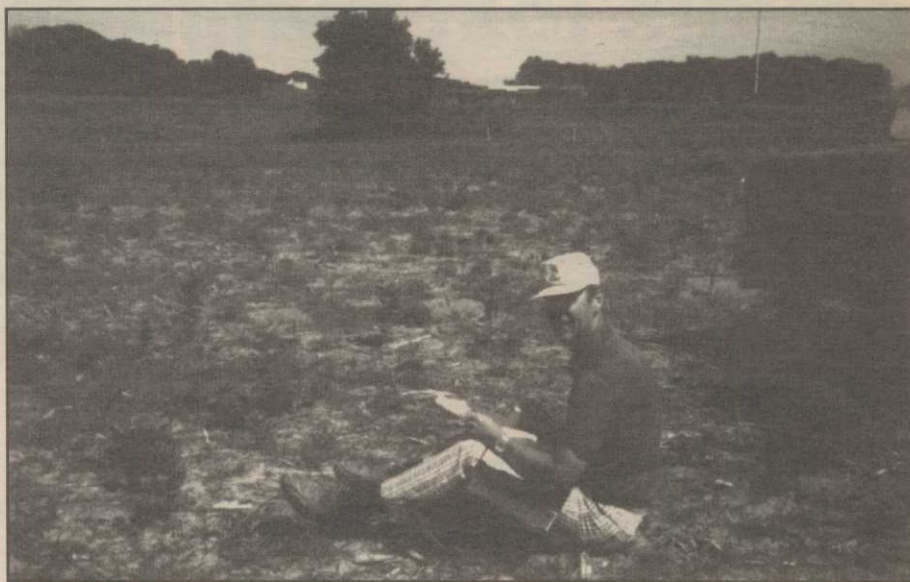
Goldstrand said the Rum River builders saved a lot of money by:

- buying the heads from an existing irrigation system;
- using peat and sand on the site for the green mix, something not always recommended or even possible;
- not needing to plant trees or building water hazards.

"You can build a golf course for less than \$1 million," Goldstrand said.

"You can build a good course for \$700,000 to \$800,000 — in the right situation and not including land costs. We're building a lot of low-cost courses because many people flat-out don't have the money (for a more expensive one)."

"We're not the only ones in the country who can do it," he said. "But we're also not making a lot of money."



Joel Goldstrand working on the routing at the site of Rum River Hills.

### Major savings

Dick Tollette, one of the Rum River Hills owners and director of golf at Bunker Hills, said there are three main areas in which money can be saved building a course:

- Perform a feasibility study or hire one done, he suggested. He said PGA of America members can get guidelines from the association which he wrote for his master's thesis that will help them do their own feasibility study.

"That's how we sold the Rum River Hills idea to the SBA," he said.

- Find an architect who you can depend on not going over budget. Investigate the architects' backgrounds and the projects they have done.

"Some of them are tremendously capable of using natural aesthetics without moving a lot of ground," Tollette said. "Going into the project, tell the architect where you want to be (financially) when the project is complete, and a good architect will design it that way."

Some architects charge a percentage, like 10 percent, of the total course cost while some quote a price for their services.

- Go out to bid at the right time; that is, during February or March when contrac-

tors are looking for work rather than during the summer when they have plenty.

### Shop around

Tollette said hidden savings can be found in shopping around, if you have the time, such as Rum River Hills' purchase of the irrigation equipment; or to buy used equipment and get a good mechanic.

The normal expenditure to outfit a golf course is \$100,000; Rum River Hills spent \$60,000 four years ago.

But Tolleite said it is important not to scrimp on the pumping station, which "is the key to the whole golf course," or on golf cars (members don't want to ride used cars), or key mowing equipment.

When you do it right, building a course is a fulfillment in itself for some.

"It was a big dream," Bulen said. "It's also a heck of an asset to the community, and to our family estate, I might add. It's going to go to our heirs."

Bulen said that had the course cost the investors \$1 million instead of \$600,000 he still feels they would be able to meet the loan payments this year.

"We estimate a \$1,300,000 appraisal on the property right now," he said.

# Captains: Making it with no housing

Is it necessary that golf course developers link up with real-estate forces to insure success of a project?

That trend of the past 30 years now is the standard in approximately 90 percent of new course ventures.

But one course in New England has substituted individualism and astute management. It is making money the old-fashioned way — the way golf courses long survived and prospered. Prudent supervision and fortuitous location in an area in need of a course are the keys.

In a setting increasingly pegged to real estate for financial security, the Captains Golf Course owned and operated by the town of Brewster, Mass., is unique.

There are no homes in sight around the 18-hole municipal layout. In a throwback to the past, the Captains stands on its own.

The \$2.2-million bond issue that propelled the course into operation in 1985 is being repaid on schedule.

Receipts exceed the most optimistic outlook and Jim Stewart, Golf Course Commission chairman, sees a bright future.

As evidence of the course's popularity and quality, Golf Digest cited the Captains, designed by Massachusetts architects Geoffrey S. Cornish and Brian Silva, as the

**One course has substituted individualism and astute management to make money the old-fashioned way — prudent supervision and fortuitous location.**

finest 18-hole municipal course built in the United States in 1985, and bestowed "most attractive" hole accolade to the par 3, 155-yard 11th.

After an open winter and temporary greens that satisfied the golfing diehards, the Captains course went back into full operation April 1.

Tee times are required. That means a phone call for playing reservations, two days in advance, by 5 p.m.

The first foursome is on the tee box at 7 a.m. The superintendent and his crew, on the job since 5 a.m., have readied the course for action.

The Captains lists a membership of 750. Six hundred of the town's 7,000 residents belong. The remaining members are juniors and those drawn from nearby towns

with no municipal course. There's no more room for non-residents. Guest play can climb to 128 persons a day.

Residents pay \$250 annually, non-residents \$500.

Club policy tee times is: members as the lead foursome, non-members or guests in the second group at 7:08 and staggered in that manner until 3 p.m., when play is on a first-come, first-off basis.

Donald Deay, pro/manager who also gives lessons and handles the driving range, tracks course play. Future traffic flow will be controlled by computer. Reservations will be stored in the computer system. Guests may make reservations up to 60 days in advance. If the \$100 foursome fee isn't in by reservation deadline, the computer wipes out the names.

Stewart said the town of Brewster had a stroke of fortune in landing the services of much-honored superintendent Sherwood A. Moore.

Moore was contemplating retirement after shepherding the 1984 U.S. Open at Winged Foot Golf Club in Mamaroneck, N.Y. He was lured to the Captains course in 1985 as "Clerk of the Works." Green supervision followed. He now serves on a consulting basis.

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# Lost tradition equals lost manners

In the scramble to squeeze in the maximum amount of play from dawn to darkness, and the Devil take the hindmost, some golf course operators may be forgetting what the game once stood for.

Worse, comparative newcomers, with less than a nodding acquaintance of golfing history, may be doing the sport a disservice.

At some courses courtesy, manners and respect for the individual are being swept



away by the player crush and the rush to the cash register. In many parts of the country, there simply aren't enough courses. The law of supply and demand takes over.

The prospective player is charged what the traffic will bear. Registration and tee-time assignment may be pleasant enough in the pro shop or control room but, once the first tee is reached, it's "Watch your step."

It can be a jungle out there. The first confrontation comes with the Starter. He's under considerable pressure to maintain an eight-minute tee-time pace more precise than approximate.

If an early group takes a few extra practice swings — or, the worst Starter scenario, three or four minutes of arranging games and bets follows chit-chat — real tee trouble

looms.

The most tactful and diplomatic Starter is put to the politeness test when the golf cars start backing up, and there is constant "When am I up?" inquiry.

Once off the tee, there lurks the Ranger. He's charged with keeping the play moving. Having an open hole — no players occupying that precious turf on an otherwise-crowded course — is a situation that must be remedied quickly.

The foursome causing the open area is therefore cajoled, urged or threatened to "get a move on, close the gap, or else."

The last admonition implies, "Shake a leg or drop back — or leave the course."

These warnings may be necessary in the modern scheme of golf, but they fail to address with some sympathy and understanding the avalanche of recent retirees who had looked longingly at golf "as their game of the future suddenly arrived."

Where do they fit into this frenetic picture? Unhappily, they don't.

Most aren't skilled enough to keep pace. They're surrounded and besieged by fellow humans with low levels of tolerance and impatience.

This quandary isn't confined to the senior golfer slowed by the years.

Equally enthusiastic younger persons frequently are rated a course hazard because of their "spray and stray" play and

## COMMENT

their lack of game knowledge.

Course superintendents and their staffs have been horrified by ebullient players whooping it up on the course, taking big divots and generally wandering about aimlessly.

A hurried call to the pro shop or a hasty summoning of the Ranger usually brings a stop to course abuse, but some damage can't be undone.

Perhaps it's too late for a solution, only lament for golf as it once was.

Gone forever may be the pleasurable afternoon of foursome comradeship and camaraderie, a 3-hour and 10-minute stroll made more comfortable with caddies.

Cars weren't part of the playing picture. They were strictly for transport to and from the course.

There was no elbowing for tee times, just a gentleman's understanding of the teeoff order. And it was no big deal at the Portland (Maine) Country Club 40-50 years ago if a fast foursome, descendants of the club's founding fathers, after church Sunday mornings found an open space, be it the third, 13th or 16th holes, teed up and took off. They held no one up.

When they finally ran into a logjam, they'd leave the course, content to have managed 12 or 13 holes as brisk pre-dinner exercise. No muss, no fuss, no unsettling comment directed at others sharing the same enjoyment.

When did we scrap such tradition, and can there be a return to courtesy and civility?

As the numbers increase, the odds lessen. Very few will have caddie background and they won't be aware of either the social niceties or game flavor, but rather the basic approach.

Some hope is offered in educational programs, but at best they are crash courses designed to take the rough edges off the novice. It takes a heap of exposure and experience to obtain a workable understanding of what's going on out there.

Still, as one exasperated Ranger observed,

"People who buy cars aren't automatically put out on the street on their own. They must pass a driving test and demonstrate responsibility. The same for a guy who buys a yacht. He can't put on a gold-trimmed cap and call himself a commodore. The Coast Guard would sink him quickly."

It should be the same for the golf beginner. Just buying clubs and finding a place to play aren't enough. The hopeful should be acquainted with the basics before venturing onto the course.

The next question is, "Who is going to provide such information and instruction?"

If in the North or Midwest, a professional idled by winter might be available. In the South, where the action is year-round, there's no time for such time out. Everyone's on their own.

Whatever the attempts to cope with crowds and the less-experienced players, there is no room on the course for rudeness. Harassment has no place in what should be the most pleasant of atmospheres.

In what other business is the customer treated, not just cavalierly, but too often crudely? How humiliating it must be to be approached (make that accosted), offered a fee refund and a free ride to the range for complimentary lessons.

Oh, there's the added sop of a later starting time couched in such polite wording as "more conducive to everyone's enjoyment of the facility." What is meant is, "Play when you are not in the way."

At times, intolerance spills over into other areas. Boards of directors insist on periodic crackdowns for violations of club course rules. Again the unaware, less-seasoned player is hit hardest.

Let me cite a personal experience as a Ranger in Florida. A gracious woman golfer was in trouble over the green. Far away from the cart path, she returned her car near the back of the green, not in any damaging situation but definitely violating the rules.

She was issued (most sheepishly) a citation which led to harsh warning against repetition. At our next meeting, I explained my predicament in somewhat embarrassed, apologetic manner.

She replied softly, "I think a warning would have been more appropriate." I agreed — silently.

Soon, she and her husband were no more to be seen. Presumably, they had not taken kindly to such treatment and went elsewhere.

When one pays up to \$3,000 a year to play golf, and the experience isn't totally enjoyable as it almost always could be, it's time to either give up the game or seek new fields.

There is license for firmness in Scotland. Most have learned the game from the ground up, at an early age. Those who dally are dealt with severely.

It's a different story in America. A more charitable outlook isn't out of line.

The last thing the now-nervous golfer needs is a Ranger repeatedly riding his right shoulder, "monitoring" time taken and in general contributing to playing woes.

It's too bad the golf shoe isn't on the other foot. It would be nice to see the customer given the same courteous attention he'd receive in the business world.

If enough golfers switch sports in the twilight of their lives, there might be a return to etiquette. Unfortunately, tennis and other athletic pursuits just don't lend themselves to the delightful and wholesome environment that encompasses golf.

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## Laurel Oak names Baugh supervisor

Mack Baugh, golf maintenance supervisor at Longboat Key (Fla.) Club for 14 years, has been named golf course superintendent for Laurel Oak Country Club, a private golf and country club community being built in Sarasota, Fla.

Laurel Oak, on Bee Ridge Road east of Interstate 75, will feature two 18-hole Gary Player signature golf courses. The first is expected to be completed by early 1990.

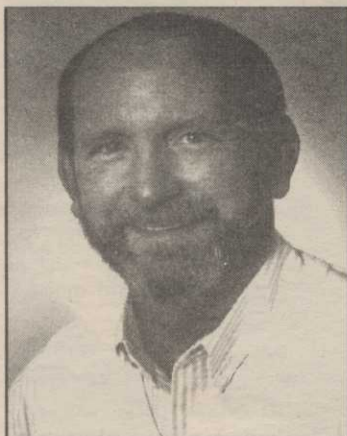
Baugh will be responsible for supervising construction activities on both courses along with representatives of Gary Player Design Co., as well as all course maintenance

once construction is complete.

He will supervise installation and maintenance of all landscaping throughout the country club.

While at Longboat Key Club, Baugh oversaw construction of its 27-hole Harbourside course and was responsible for supervising the maintenance of the entire club grounds.

The 813-acre Laurel Oak Estates residential community is expected to be complete within six years. The \$165-million community is being developed by Radnor/Sarasota, Inc.



Mack Baugh

## Regan takes supers job at Karsten

Grounds maintenance at the new Karsten Golf Course at Arizona State University in Phoenix will be supervised by Thomas F. Regan, who has been superintendent at Bethesda (Md.) Country Club since 1981.

Henry DeLozier, president of Resort Management of America, the course's operational management company, said, "We were looking for a superintendent who possessed a specific set of skills to meet the high expectations we have placed on the position. Tom

is one of only a handful of superintendents in the United States who met our requirements.

"We particularly wanted a proven expert in the area of bentgrass greens; and we wanted a superintendent with a successful track record in hosting major golf championships. Tom is the right person for the job."

Regan, 38, has hosted the Greater Washington Open for the LPGA Tour, the U.S. Open and the U.S. Amateur championships for the United States Golf Association.

He is a graduate of Penn State University with a degree in turfgrass management and is certified by the Golf Course Superintendents Association of America.

"The Southwest United States is extremely golf- and growth-oriented," Regan said. "I found this position attractive due to the tremendous growth potential and challenge. The main goal of the management group is parallel to mine: to make the Karsten Golf Course at ASU the best golf course that is humanly possible."

## Foundation hires fund-raiser

Wendy W. Hoffman has been named vice president of special events for the Chi Chi Rodriguez Youth Foundation in Clearwater, Fla.

The foundation teaches disadvantaged youth academic and life skills, while the youngsters learn discipline through golf.

Hoffman will assist Cary Stiff, vice president of project development, in fund-raising and coordinating special events.

The foundation's grand open-

ing of the Chi Chi Rodriguez Golf Club is due in November, and its full-time middle school before 1991.

Hoffman was previously employed by Western Hemisphere Sales as vice president for Home Shopping Network's liquidation division. She has been involved in fund-raising for organizations such as the American Cancer Society and All Children's Hospital.

She is a Palm Beach Junior College graduate.



Wendy W. Hoffman



E. Ronald Lindemann

## Lindemann moves to club in Bahamas

E. Ronald Lindemann has been named general manager of the Cotton Bay Club, Rock Sound, Eleuthera, Bahamas.

He will coordinate and supervise all operational and marketing activities of the full service beach and golf course resort, including the par 72 Robert Trent Jones golf course.

Lindemann is a 24-year veteran of the hospitality industry.

Cotton Bay Club is a 450-acre beach and golf resort, owned by Eleuthera Properties, Ltd., and operated by Dallas, Texas-based Club Resorts Inc.

# ON THE MOVE

## Sally Lee returns to writing

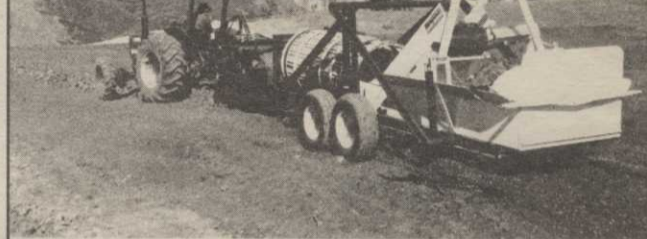
Sally M. Lee, widely known in the green industry and Lesco advertising manager since 1983, resigned that position June 15.

The Ohio State University journalism graduate previously had been advertising manager for more than seven years at O. M. Scott, and editor of its ProTurf and Lawn Care Management magazines.

Lee plans to remain in close touch with the green industry, where she has a wide circle of friends and acquaintances, and hopes added flexibility will permit more time with her son and perhaps more feature article writing and photography within the trade.

She also hopes to make use of copywriting expertise.

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## EQUIPMENT NEWS

### Melex expands network of distributors nationwide

Melex USA has extended its distributor network to reach throughout the continental United States and Hawaii.

The company has increased the scope of its distributor network 25 percent in the past year.

Melex officials feel this growth is due in part to the new Model 412 being in full production.

"I expect the 412 will be the Cadillac of the electric golf cart market," said one of the new distributors, Jim McMurtrey, vice president and general manager of B. Hayman Co. Hawaii Ltd.

Melex says it has the widest range of electric models of any manufacturer, including models 152 and 252.

### Ex-super Coffin tabbed as regional manager



Daniel Coffin

Daniel Coffin, who has more than 20 years of golf-related experience, has been appointed regional sales manager for turf products in Jacobsen Division of Tex-

tron's middle Western sales territory.

Based in Longmont, Colo., Coffin is responsible for working with Jacobsen distributors from Colorado to Canada's western provinces.

Coffin was a golf course superintendent and manager of country club facilities for 15 years. He holds an associate degree in turfgrass management from Hawkeye Institute of Technology in Waterloo, Iowa.

He is a member of the Club Managers Association of America and is a member and past president of the Colorado chapter of the Golf Course Superintendents Association of America.

### Jacobsen, union ink pact

Jacobsen Division of Textron announced it has reached a labor agreement with unionized workers at its Racine, Wis.,

manufacturing plant.

The three-year contract covers 408 employees, members of Local 556 of the United Auto Workers Union.

### Morgan, Meadows join Hunter

John W. Morgan has joined Hunter Industries as market research manager, Brandon Meadows as new export sales manager.

Hunter is a sprinkler manufacturer based in San Marcos, Calif.

Morgan, a Poway, Calif., resident and irrigation industry veteran, has more than 20 years of experience in sales and marketing.

He will direct Hunter research activities in new product development, irrigation market surveys, trade show participation and coordination of a new college and university program.

A member of the Irrigation Association board of directors and IA planning council chairman, Morgan also is an associate member of the American Society of Irrigation



John W. Morgan

Consultants and the California Landscape Irrigation Council.

Meadows will represent the professional and institutional series products in overseas markets. Professional sprinklers are designed for residential turf and land-



Brandon Meadows

scape applications, the institutional series for golf courses, sports fields and large public areas.

Meadows has worked in the irrigation and landscape contract business since 1981 in Texas and California.



Bill Perz



Tim Martin



Maria Large

### Ransomes appoints Perz, Martin, Large Perz in charge of national technical assistance program

Ransomes Inc of Johnson Creek, Wis., has announced three appointments.

Bill Perz will be responsible for Ransomes' technical assistance program nationally and product training for distributors and dealers.

He also will provide general as-

sistance in the field. He is a past president of Turf Equipment Service Technician's Association in Florida.

In a newly created position, Tim Martin will coordinate and supervise Ransomes' service parts orders.

Martin has been with Ransomes'

technical service department five years.

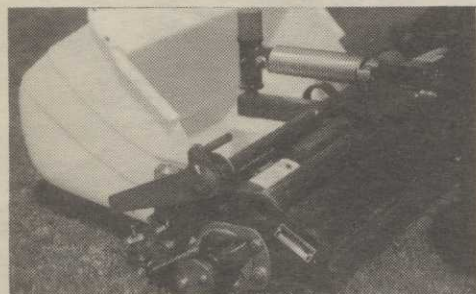
Maria Large has been appointed communications coordinator for the marketing/communications department at Ransomes Inc.

She will be responsible for the development of market research programs, and will assist in related sales, advertising and public relations programs.

She is a graduate of Alverno College in Milwaukee, Wis.

Ransomes manufactures commercial mowing equipment.

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### FuTech signs to distribute Data-Lynx

FuTech, Inc. of Vero Beach, Fla., and West Wareham, Mass., and Automata, Inc. of Grass Valley, Calif., have reached agreement for FuTech to distribute and service Automata's Data-Lynx in-field remote monitoring and remote control systems.

This computerized telemetry system is a remote weather station, irrigation controller, frost prediction, warning and control system, and pest-monitoring and warning system.

Lenny Feuer is handling the job for Automata.



## Lasco Fittings wall chart details joints

Swing joints offering "everything you need for your major turf irrigation projects" are detailed in a new brochure from Lasco Fittings.

The brochure opens to a 24- by 11-inch wall chart for easy reference.

Called Full-Circle Swing Joints, they are offered in three models, each with three individual 360-degree adjustments to place sprin-

## Abanaki catalog tells of Grabber line

A new catalog covering all six models of their new "Grabber" oil skimmer and decanter line is ready for distribution, reports Abanaki Corp.

Included are instructions for a simple test to determine if specific waste problems can be handled effectively with Abanaki equipment.

Grabbers will conserve wash water for re-use by removing waste oils; remove tramp oils from costly lubricants; prevent plugging of pipes, sprays, filters or sewers by removing waste oil, and permit discharge of oil-free water into lakes and streams.

They are particularly suited for coolant tanks, parts washers and filter systems; truck, rail and large equipment washing facilities; machine beds, sumps, draining and settling tanks; pools, basins - or any collector of oily liquids.

Main Abanaki offices are at 15 North Franklin Avenue, P. O. Box 149, Chagrin Falls, Ohio 44022. Circle No 292

kler heads exactly where desired. Each model—ready-made to eliminate field assembly, custom-made and assemble-it-yourself — is featured on its own page in the brochure.

Specification data and examples are provided to insure that contractors get the precise lay length, inlets and outlets required for a particular project.

The brochure is available at irrigation supply houses nationally or from Lasco Fittings, Philips Industries Inc., 3255 East Miraloma Ave., Anaheim, Calif. 92806; 714-993-1220. Circle No 291



## NEW LITERATURE

### Landscaping with Wildflowers

Environmental Seed Producers Inc.'s new publication, "Landscaping with Wildflowers," carries many suggestions on how to use wildflowers to beautify areas while cutting maintenance costs.

The four-page brochure provides detailed site-selection, soil-preparation and planting instructions that will ensure maximum success.

A price list with the brochure covers the 25 wildflower mixtures Environmental Seed Producers offers, including one formulated for every region of the United States.

The booklet is available by contacting Environmental Seed Producers, Inc., P.O. Box 5904, El Monte, Calif. 91734; 818-442-3330. Circle No 297

# THIS MOWER CHANGED WALKING GREENSMOWER TECHNOLOGY FOREVER.

If you think advances in greensmower technology have leveled off, prepare to take off. The Bunton triplex is not only *new*, it's *better*. We started with fresh ideas and state-of-the-art technology and developed a truly well-engineered machine where every feature produces performance.



### STARTING WITH FRESH IDEAS MEANT THE END TO COMPROMISES.

The Bunton triplex is light on its feet, yet heavy-duty in construction. Until now every greensmower ever built was a compromise designed to keep total machine weight down, to reduce turf compaction, at the expense of heavy-duty construction. Rather than striving to reduce total machine weight, our engineers concerned themselves with the pressure actually transferred to the surface. The result is more durable components that improve cutting performance. That means better greens surfaces... and for a longer time.

### THE SOLUTION TO TRADITIONAL GREENSMOWER PROBLEMS.

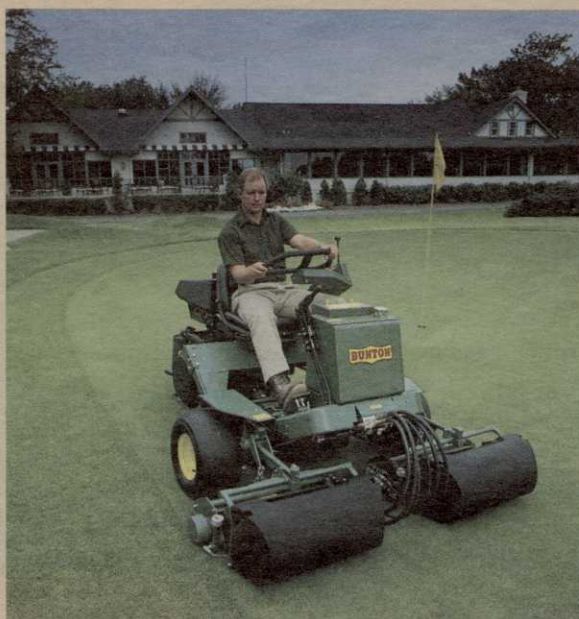
We started by putting weight where it does some good. Our larger reel motors and counterweights sit solidly on the playing surface to eliminate bounce and produce a truer, more consistent cut. The unique traction wheel design allows more tire surface area to meet the green, to keep ground surface pressure low. Interchangeable parts keep inventories low and maintenance simple. Better performance results from a true hydrostatic transmission and dynamic braking, welded steel frame construction, extra oil filters, independent reel operation, standard backlapping, and a powerful 18 hp Onan engine or optional 16.5 hp Kubota diesel.

And if that isn't enough, Bunton offers standard what others have as add-ons. With Bunton, what you demo, is what you get. And at a competitive price.

Call or write today for more information and a demonstration.

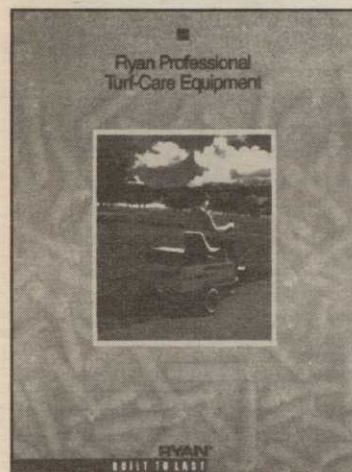
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P.O. Box 33247  
Louisville, KY 40232  
Phone: 502-966-0550  
Fax: 502-966-0564 • Telex: 204-340



# NOW TRIPLEX GREENSMOWERS WILL NEVER BE THE SAME.

For free information circle # 124



## Ryan turf-care and equipment catalog is out

The newest catalog of Ryan turf maintenance and lawn care equipment is available from Cushman.

The full-color catalog shows the full line of Ryan aerators, from the riding "adjust-on-the-go" GA30 aerator to the larger, tractor-mounted and towed aerators for covering large turf areas quickly.

Also included are the current models of Ren-O-Thin power rakes/dethatchers, the Mataway overseeder, the new Ryan Spot-seeder, sod cutters and the Ryan Rollaire.

For a complimentary copy, write: Sales Department, Cushman, P. O. Box 82409, Lincoln, Neb. 68501. Circle No 293



# Golf Course News' showcase of tractors,

## Atomizer nozzles an Air Cone trademark

UST Corp. is offering the Air Cone Turf Master self-contained sprayer which features six patented Air Cone Atomizer nozzles that eliminate drift.

UST says safety is improved for the operator as well as those on golf courses in the perimeter of the spray area.

Low-volume application rates enhance spray material efficiency and allow longer spraying ranges, increasing productivity.

Electronically controlled

application gives the operator more flexibility to change rates and vary ground speed to match conditions.

The Turf Master eliminates boom gouging through a 20-foot flexing frame design to follow undulating terrain which helps to ensure proper height of spray nozzle.

The full-floating boom has spring-loaded break-aways, allowing the sprayer to be maneuvered easily around trees or signs.



UST Air Cone Turf Master

It can be pulled by any utility vehicle.

Contact UST Corp., Monticello, Ind.; 219-583-6100. Circle No 248

## Windfoil stops drift cloud

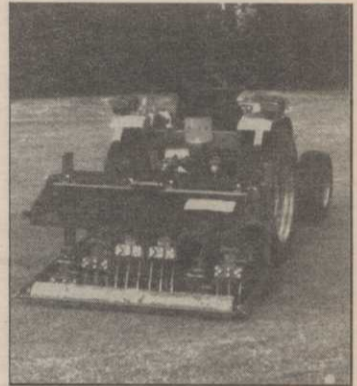
Windfoil, a spray system said to virtually eliminate drift, has been introduced by Innovative Equipment Inc.

Studying the aerodynamics of simple shrouds in a wind tunnel, Innovative discovered it possible to avoid formation of the low-pressure turbulent zone by adding an airfoil over the sprayer shroud.

No updrafts are created, so the drift cloud won't be pulled up into the air.

A drift-stop skirt seals the spray under the shroud for maximum drift control.

Contact Innovative Equipment Inc., 240-103rd Street Saskatoon, Saskatchewan, Canada S7N 1X7; (306) 477-2000. Circle No 267



## Verti-Drain adds 10-incher

A new model of Verti-Drain, one that reaches 10 inches deep with its patented soil-shattering feature, is on the market.

The new 005.120 is similar to the original 16- and 12-inch deep versions, but costs about 20-percent less. It also offers the added benefit that it attaches to smaller tractors requiring only 17 horsepower at the PTO.

Charles Otto, head of North American sales for Verti-Drain, said demand for deep-tine aeration is growing by superintendents using it to alleviate severely compacted soils.

The model 005.120 offers both solid tines to a maximum depth of 10 inches and hollow coring tines that can be used to a depth of 7 inches. Tine diameters are 1/2 inch and 3/4 inch.

The new model has a working width of 48 inches.

Contact Charles Otto, 415 North Washington Ave., Scranton, Pa. 18503; 717-961-6120. Circle No 247

## Martin Wheel making sealant

Martin Wheel is adding tire sealant to its product line to repair punctures up to 3/16 inch in diameter. It is recommended for use in pneumatic wheels on riding mowers, golf cars, industrial equipment, wheel barrows, hand trucks and other equipment.

It is available in 8-ounce tubes and in 5-gallon pails with an optional hand pump.

Contact Martin Wheel, 342 West Ave., Tallmadge, Ohio 44278; 216-633-3303. Circle No 257

Is your community up to par?

Or is it short on public golf?

Our research shows the demand for golf in the U.S. is such that some 4,500 new courses will be needed by the Year 2000.

This averages out to 375 per year. . . one new golf course each and every day for the next 12 years! Unfortunately, the current rate is closer to 125 per year.



NATIONAL GOLF FOUNDATION

Clearly, golf course construction is not keeping pace with demand . . . especially in the public/municipal sector where the bulk of the demand is occurring.

Recognizing the impact this imbalance could have on the future growth and enjoyment of the game, the National Golf Foundation has developed programs to help communities realize the many benefits of golf course development.

Please contact us to learn how the NGF can help your community assess and meet its public golf course needs.

BUILDING FOR GOLF'S FUTURE

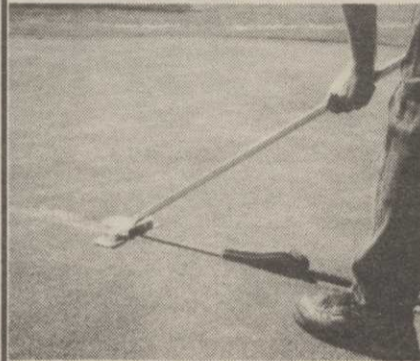
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For free information circle #125

## Get a firm grip on key buying influences.

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Call Charlie von Brecht, publisher, today for more information and we'll help you come to grips with your sales projections.

August Feature: Seed and Sod

August Deadline: July 14

**GOLF COURSE NEWS**

7901 Fourth Street, Suite 311  
St. Petersburg, FL 33702  
(813) 576-7077



# accessories and related products

## Kohler expands Command engine line

Kohler Co. has added two models to its innovative Command line of vertical shaft engines.

Rated at 12.5 and 11 horsepower, the new engines are suited to a variety of applications, including lawn tractors, wide-area walk-behind mowers and commercial maintenance equipment.

Both engines offer overhead valve design, inductive electronic ignition, high torque at low rpm, optional Oil Sentry low oil warning system and the optional Quiet Plus package.

The 12.5-, 11-horsepower vertical shaft engines include hydraulic valve lifters, laminated sheet metal blower housing, helical gears and a silencing muffler.

These Command engines have computer-designed, balanced shafts which reduce noise by canceling first-order forces while inhibiting engine vibration.

Contact Kohler Co., Kohler, Wis. 53044; 414-457-1271. Circle No 238



John Deere 1200 Bunker and Field Rake

## Deere adds bunker, field rake

The three-wheel self-propelled John Deere model 1200 Bunker and Field Rake provides traction and power for a variety of work on the golf course.

The traction and power come from a variable-speed drive system that is new to golf and turf equipment, Deere says.

"Nobody has put together this combination of a wet clutch, torque converter and transaxle," said marketing representative Bill Chestnut. "It delivers a 164-to-1

gear ratio for enormous pulling and pushing power."

The 1200 is powered by a 10-horsepower Kawasaki engine and can travel up to 11 mph.

High-flotation tires and a low operating weight of 450ch inside-diameter turning radius, and a 78-inch-wide prong rake is standard equipment.

Contact Bob Tracinski, Deere & Co., John Deere Road, Moline, Ill. 61265; 309-765-4459. Circle No 252



## Charles Machine trencher unique in hydraulics

Charles Machine Works, Inc. has introduced the Model 3500 Ditch Witch, an all-hydraulic 35-horsepower trencher that the firm said is the only one in its class featuring advanced-design hydraulics.

The four-wheel-drive, rigid-frame machine "incorporates the latest improvements in hydraulic drive technology," said Scott Pollman, product manager for the 3500. "An efficient hydraulic drive radial piston motor is the heart of the 3500's digging attachment. Its low speed and high torque allow plenty of power for the roughest digging conditions."

The 3500 also has a large-capacity hydraulic oil cooler, supplemented by a shuttle valve to provide cooler oil in a broad range of ambient temperatures as well as peak power to the digging chain.

A new Deutz F3L1011, three-cylinder, air-cooled diesel engine is also featured, and the Model 3500 can be equipped with a new, optional Ditch Witch A222 front-mounted 5-foot utility backhoe.

Contact The Charles Machine Works, Inc., P.O. Box 66, Perry, Okla. 73077-0066; 1-800-654-6481. Circle No 251

AIRE-O<sub>2</sub>

Golfwater

SOLVES

*Algae and Odor*

PROBLEMS

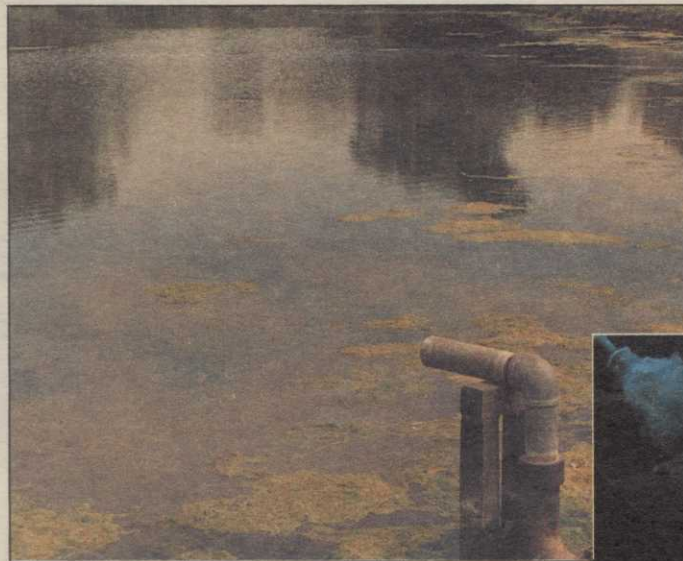
AIRE-O<sub>2</sub> Golfwater aeration solves algae and odor problems in irrigation ponds. Even effluent fed ponds are free of algae and odor after Golfwater aerator installation and operation.

An effluent water irrigation pond at a California golf course was both algae ridden and odorous before Golfwater aerator installation.

Within thirty days, odor problems were reduced significantly, and 95 percent of the algae had disappeared.

If your golf course has these problems:

- algae & odor
- hazardous chemical buildup
- organic matter accumulation
- clogged irrigation systems
- plugged pump stations



Effluent irrigation pond before Golfwater aeration installed.

Golfwater AIRE-O<sub>2</sub> aerators promote the breakdown of odor causing organic materials in pond water, and inhibit algae growth.

- quiet
- economical
- easy maintenance
- aesthetically compatible covers available
- all weather operation



Golfwater aeration and circulation remove odors, algae.



Clean ponds enhance golf course appeal.



Same pond 30 days after Golfwater units installed.

... the AIRE-O<sub>2</sub> Golfwater aeration system can help. Clean golfcourse ponds mean satisfied club members—and happy superintendents.

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At last, algae and odor control that works from coast to coast.

Your next step in solving your course's algae and odor problems is to call Golfwater at Aeration Industries. Use our toll free number: 1-800-543-4475.



Aeration Industries International, Inc.

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Minneapolis, MN 55459 USA  
Toll Free: 1-800-543-4475

Golfwater™ Division  
"We take the hazard out of water."

For free information circle #126



# Golf Course News' showcase of tractors,



Kubota B5520 Trencher

## Kubota's new trencher fits five tractors

Kubota Tractor Corp.'s new trencher, the B5520, offers both ease of operation and a powerful performance, fitting the B9200, B8200, B2150, B1750 and B1550 hydrostatic-drive tractors which range from 17 to 24 horsepower.

The trencher's quick attach/detach system is easy to handle, while its torque-limiting clutch protects the tractor and trencher drive train from severe overload and is easily re-set in seconds.

Kubota also says the quick couple hydraulic fittings are simple and easy to use and equipped with a "dry" connect/disconnect system. The hydraulic integral valve provides two safety features: The boom will not lower when in a transport position with engine shut off and no boom up-drift will be experienced when in operation.

The B5520 trencher digs to depths from 2 to 4 feet and in widths from 3 to 12 inches, with an optional crumber adjustable from 6 inches.

A front loader or front blade is required as a counter weight.

Contact Kubota Tractor Corp., 550 West Artesia Blvd., Compton, Calif. 90220. Circle No 255

## Fel-Pro offers reel-sharpening compound

Fel-Pro Clover is producing an aerosol reel sharpening compound especially formulated for sharpening reels on frequently used greens and tee mowers.

It's also convenient for honing fairway and hydraulically powered mowers. There is no brush to come in contact with the blades.

The stream reaches into awkward locations with point-and-shoot convenience. The compound clings and won't sling off the faster-moving hydraulic mowers.

Garden hose knocks it off. There's no need for a pressure washer. Its foaming action puts more of the abrasive at the cutting edge.

Contact Fel-Pro Inc., Chemical Products Division, 7450 North McCormick Blvd., P.O. Box 1205, Skokie, Ill., 60076-8205; (312) 761-4500. Circle No 243

## Lesco opens line of sprayers

Lesco Inc. has introduced a new line of fiberglass turf and tree sprayers.

Available in 100-, 200-, 300- and 500-gallon sizes, the sprayers feature leakproof, seamless, five-layer construction for strength and durability.

They use either 5-horsepower Briggs & Stratton engines teamed with 10.5 GPM at 425 PSI, three-piston diaphragm pumps, or 8-

horsepower Kohler engines teamed with 15 GPM at 550 PSI three-piston diaphragm pumps.

The 500-gallon strayer features an 8-horsepower engine.

Turf can be sprayed with a gun or boom, and trees can be sprayed to a height of 50 feet.

Contact Lesco at 20005 Lake Road, P.O. Box 16915, Rocky River, Ohio 44116; 216-333-9250. Circle No 245



## Introducing the fine art of broadleaf weed control. New Gallery.™

Look closely. This may be the last time you'll see these broadleaves on display.

Elanco introduces the unique preemergence broadleaf weed control for golf courses. New Gallery 75DF. An original work of art. And science. With a new chemistry so advanced, it outdates postemergents, saving you time and labor costs.

The Gallery collection includes 44 of your toughest broadleaves such



# accessories and related products

## Kromer sprayer self-propelled

Kromer Co. has developed a self-propelled sprayer.

Lightweight to minimize compaction, the sprayer has an 8-horsepower Kohler engine and hydrostatic transmission, giving forward and reverse with a single foot-pedal control.

The sprayer has a standard 30-gallon poly tank, and an optional 50-gallon tank.

Its 15-foot spray boom also has an optional 15-foot hose and gun, so it can be used for greens, tees and fairway spraying.

It can be used to pull a small trailer, three-gang reel mower, spiker, aerifer or verti-cut mower.

Contact Kromer Co., 3455 Co. Road 44, Mound, Minn. 55364-9566; 612-472-4167.

Circle No 253



Kromer sprayer

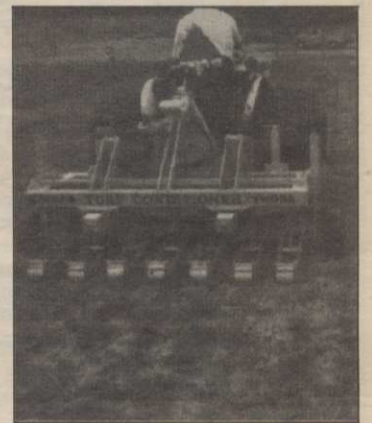
## Super Steiner tractor tough and versatile

The new Super Steiner Model 425's steady hydrostatic four-wheel-drive tractor with articulated frame surmounts the toughest going, say operators.

Power steering combined with a low center of gravity and high flotation tires provide exceptional maneuverability.

Front-mounted attachments offer a wide range of working tools. All attach to the exclusive "Quick Hitch." Attachments may be changed in less than two minutes.

Contact Steiner Turf Equipment, Inc., 930 Penn Ave., P.O. Box 85, Orrville, Ohio 44667; (216) 683-0055. Circle No 260



Yeager-Twose Turf Conditioner

## Conditioner's blades special

Yeager-Twose has developed a Turf Conditioner that uses high-frequency hydraulic vibrating blades with "bullets" that shatter from the bottom upwards.

The unit contains colter discs that prevent turf surface tearing. It has adjustable press wheel rollers that firm the edges of the slit so the turf is ready for play immediately.

The Turf Conditioner now has longer blades available in addition to the standard 1- to 8-inch blades.

Contact F.W. Yeager, Yeager-Twose Equipment Division, 601 Baseline, Cornelius, Ore. 97123; 503-357-1003. Circle No 249

## Basket-release kit quick, easy

B.H. Sales has introduced a product for superintendents who own Jacobsen Triplex Greensmowers. Using the Jacobsen Basket Quick-Release Kit, the mower operator can remove the baskets with a flick of a lever, without shutting off and lowering all the cutting units.

The kit is guaranteed for the life of the mower. B.H. Sales said it will prolong the durability of the grass catchers, stop the spillage of grass when removing the basket, help prevent the possibility of back injury, and save on labor costs with the quickness of removing the baskets.

Contact B.H. Sales P.O. Box 3457, Santa Rosa, Calif. 95402. Circle No 256



as spurge, chickweed and white clover. With no reproductions allowed.

All you'll see is masterpiece turf. Free from broadleaves. And free from injury. New Gallery is actually more tolerant to all major species of cool and warm season turf, including bentgrass, than other herbicides. And there's no risk of off-site damage to nearby ornamentals.

Discover the fine art of broadleaf weed control with new Gallery. See your Elanco distributor. Or for a free brochure, call toll-free: 1-800-352-6776.

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A Division of Eli Lilly and Company  
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Dept. EM-455, Indianapolis, IN 46285, U.S.A.  
Gallery™—(isoxaben, Elanco)



For free information circle #127



# Golf Course Marketplace

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For free information circle #192

## Mowers

Continued from page 17  
 getting more specialized equipment, dealing with the trend of smaller fairways.

"Superintendents are maintaining fairways almost to the level of the greens," he said.

The greens conditioner has been the major innovation of the late 1980s and, since Jacobsen introduced the first model two years ago, others in the industry have followed suit with their own versions.

Byrnes added that crucial factors today are quality of cut and a machine's weight and durability.

But he pointed out that "what's exciting one place is not another. In the South you have sandy soil, Bermuda grass, and they're not concerned about weight. But high-rainfall areas would be concerned about weight.

"Also, the public course as opposed to the private might call for different equipment, such as a private using a three- or five-gang to cut one-half inch or less and for striping."

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# XL™ EXCELS

For longer-lasting, broad-spectrum weed control, excel with XL™



To apply granular XL is to excel in your weed control.

With just one application, you can keep your ornamental and landscaped areas free from many grass and broadleaf weeds for six to eight months.

And because XL contains Surflan®, your control's also stronger than Ronstar® against crabgrass. And just as strong or stronger against many other weeds. At less cost, too. For details, call toll-free: **1-800-352-6776**.

Circle No 145

# Sonar® weed control...

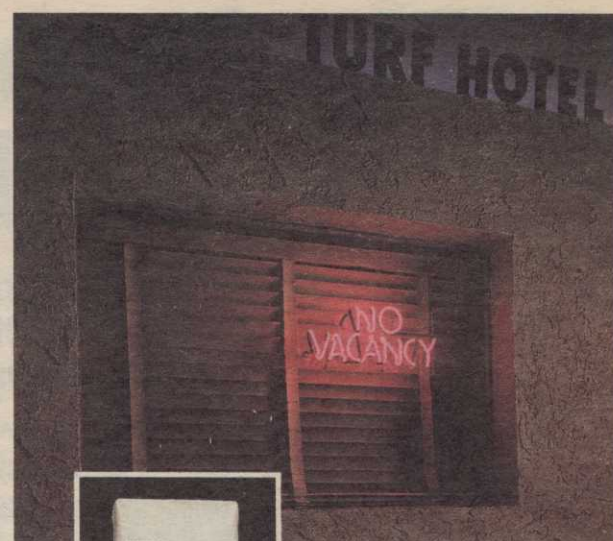


Sonar clearly tells its own story. With season-long aquatic weed control that other aquatic herbicides cannot deliver. Sonar targets specific plants like water lily, hydrilla, duckweed and many other weed problems. And controls them all season long whether you apply before they come up or after.

Unlike other aquatic herbicides, the Sonar label doesn't restrict swimming, fishing or drinking. So restrict your aquatic weeds, not your aquatic use. Try Sonar. And weed out your water without the worry. For details, call toll-free: **1-800-352-6776**.

Circle No 146

# With Team™ on your turf, weeds won't check in for 20 weeks.



Sorry, crabgrass. Sorry, goosegrass. You won't be checking in here this season. Not on turf areas treated with Team™ preemergence herbicide.

Only one group has reservations. Your turfgrass. Even bent-

grass can relax, Team is that gentle.

That means you can take a 20-week vacation from weeds. From disgruntled golfers. From callbacks. And costly reapplications.

Team is widely available on dry fertilizer from leading formulators, and in granular form from your distributor.

So if weeds are planning to visit your turf this season, tell them sorry. You've booked Team for the season. See your Elanco distributor. Or call toll-free: **1-800-352-6776**.

Circle No 147

Spray herbicide directly over the top of your established shrubs and ornamentals? Go ahead. Surflan® lets you spray with complete confidence.

All you'll see are the bright colors of your landscape or lawn. No crabgrass. No oxalis. No chickweed. And no prostrate knotweed and 50 other grasses and weeds, either. You won't see them for six to eight months, in fact, when you spray Surflan preemergence herbicide.

You'll also see Surflan is more stable on soil surfaces. It'll wait three weeks for water. Then it stays put,

even in heavy rainfall, to provide outstanding weed control. Yet it's gentle enough to spray over the top of 175 different ornamentals.

So go ahead. Fill up with Surflan and take your weed control where you never thought possible. Over the top of your ornamentals without injury. See your Elanco distributor. Or call toll-free: **1-800-352-6776**.

Elanco Products Company  
A Division of Eli Lilly and Company  
Lilly Corporate Center  
Dept. E-455, Indianapolis, IN 46285, U.S.A.  
Surflan®—(oryzalin, Elanco)



Circle No 148



Take your weed control where you never thought possible.

"I can control weeds three times longer just by adding Surflan® to my Roundup®."



Surflan. Roundup. Mix them together, and you've got control that knocks weeds down and keeps them down. Three times longer, in fact, than Roundup alone.

That's what landscapers all across the country are now finding. They're getting better weed control and more satisfied customers. And they're saving time and labor costs because they're applying just once.

With a Surflan/Roundup tank-mix, you get complete control of over 50 different weeds—including such tough species as crabgrass, barnyardgrass, chickweed, spurge, johnsongrass and foxtail. And Surflan won't harm your nearby landscaped areas, either. It works with little or no lateral movement.

For details, see your Elanco distributor. Or call toll-free: **1-800-352-6776**.

Circle No 149

Surflan®—(oryzalin, Elanco)  
XL™—(benefin + oryzalin, Elanco)  
Team™—(benefin + trifluralin, Elanco)  
(Refer to the XL and Team labels for complete use directions.)  
Sonar®—(fluridone, Elanco)  
Ronstar® is a registered trademark of Rhone-Poulenc.  
Roundup®—(glyphosate, Monsanto)



# Up front and pulling away with 4-WD power.

**New on-demand 4-WD model makes the extraordinary 5-gang LF-100 an even more productive lightweight fairway mower.**

Shift from 2-wheel drive to 4-wheel drive "on-the-go." The added traction helps deliver a flawless cut on those hillsides that other units can't reach.

**Up-front wing mowers give superior visibility and productivity.**

The operator holds a closer line to take full advantage of the 100" cutting width. This unique, up-front configuration also gives better access to all mowing units.

**Heavy-duty reels deliver a greens-like cut.**

The fully floating, 22-inch steerable 7-blade reels are heavier, to follow ground contours closely, for that smooth, consistent Jacobsen

cut that's the envy of the industry.

**True lightweight mowing.**

Extra-wide low-profile turf tires produce the lightest ground pressure, and the rear wheels roll on a different track than the front, so your turf thrives with less compaction.

**Built to last.**

A proven, rugged chassis, durable and simple hydraulic system and liquid-cooled diesel engine provide longer, trouble-free life on your fairways.

And the LF-100 is backed by your Jacobsen distributor for dependable parts and service support.

Ask your Jacobsen distributor for a free demonstration.

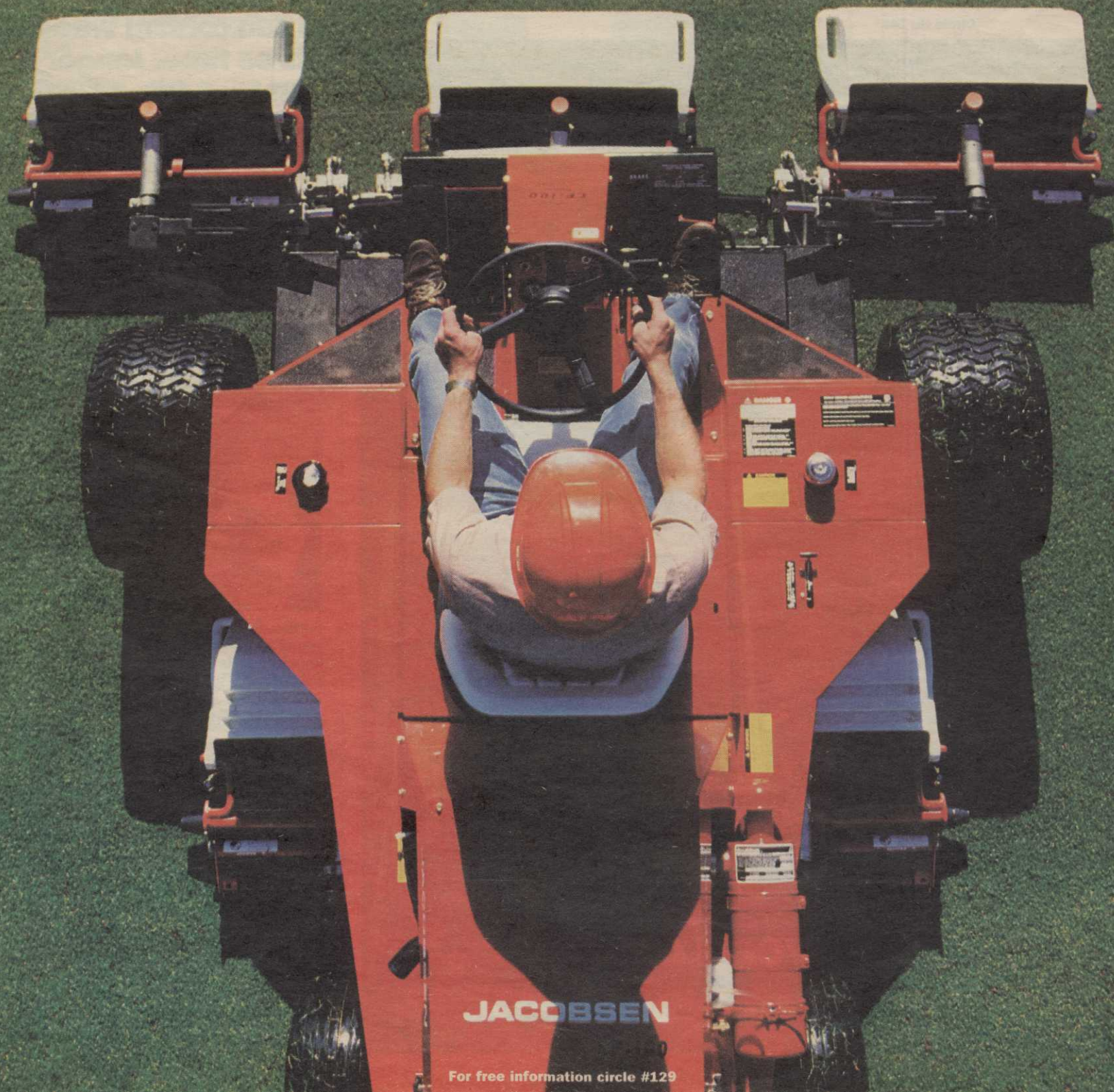
Attractive lease and finance plans available. Or contact: Jacobsen, 1721 Packard Ave., Racine, WI 53403.

**JACOBSEN**  
**TEXTRON**

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For free information circle #129