

Stalled Va. course by Jones to spur major development

D.C. Land Group, a partnership including Robert Trent Jones Sr. and other investors, says the public won't have to wait much longer for the long-awaited golf and business complex that Virginia's Prince William County has been counting on for a financial injection.

D.C. Land Group's Robert T. Cadwallader Jr. said grass could be planted in early fall on the Jones-designed course that will be the heart of a three-course "corporate community" where companies will buy recreational houses to entertain top clients and executives.

County officials have expressed disappointment that the project, located along the remote shores of Lake Manassas, has languished for three years without completion. They say they desperately need the hotel, conference center and retail stores to improve the tax base.

But the developers say the project is moving along smoothly and will indeed become a recreational jewel that could be one of the country's top courses and draw the elite from Washington to Gainesville.

Cadwallader said once the Jones **NGF, magazine plan seminar on management**

The National Golf Foundation and Golf Shop Operations magazine are co-sponsoring a golf management seminar Nov. 5-7 "to help golf facilities increase their level of service and profitability."

The NGF said about 300 golf course owners, managers and professionals are expected to attend the seminar at The Breakers in Palm Beach, Fla. It will focus on topics ranging from successful management strategies to cost-cutting techniques.

"This seminar is designed to present current information to those involved in the management, merchandising and operation of golf courses in the country," said Angelo Palermo, NGF's vice president of golf course development. "Our goal is to help the participants improve the profit levels and the service at their facilities, thus making the golfing experience more enjoyable for their customers."

Robert Carney, publisher of Golf Shop Operations, said the seminar "will provide dynamic new ideas."

More information is available from Palermo at NGF, 1150 U.S. Highway One, Jupiter, Fla 33477; 407-744-6006.

Poellot in California

J. Michael Poellot Golf Course Design Group's headquarters in the United States is located at 14651 Big Basin Way, Saratoga, Calif. 95070 and the telephone is 408-867-5600. A press announcement, which *Golf Course News* ran, said the office was located in Florida.

course is complete, the other parts of the project will likely be developed by others.

In June, D.C. Land sold 323 acres to Sequoia Building Corp., which plans to build the Country Club of Prince William and more than 300 houses.

"We think it's the prettiest piece of land in northern Virginia," Sequoia President Ray Smith told the Washington Post. "Most of the top golf courses around Washington are in Maryland. There is a need for a first-class

country club in northern Virginia."

Developers have also shown interest in buying all or parts of the remaining 803 acres of the 1,100-acre site.

Cadwallader dismissed talk that Gainesville isn't ready for corporate development, saying the area is changing.

"They're still viewing Prince William County as what it's been — the blue-collar area of Washington," he said. "But things are happening, and the market is definitely here."

Ransomes buys Cushman

Ransomes PLC of the United Kingdom has bought Cushman for \$150 million in a deal the two companies say will create a partnership offering the most complete product line in the turf-care equipment and industrial and commercial vehicle industry.

Cushman President Stuart Rafos, who will continue to run Cushman along with his existing leadership, said substantially increased plant capacity is already being planned.

He said the news partnership means Cushman, which has been a division of Outboard Marine Corp of Lincoln, Neb., is now

aligned with a partner that is close to its core business and has the international marketing expertise and organization to greatly extend Cushman's growing international business as well as enhance its domestic market position.

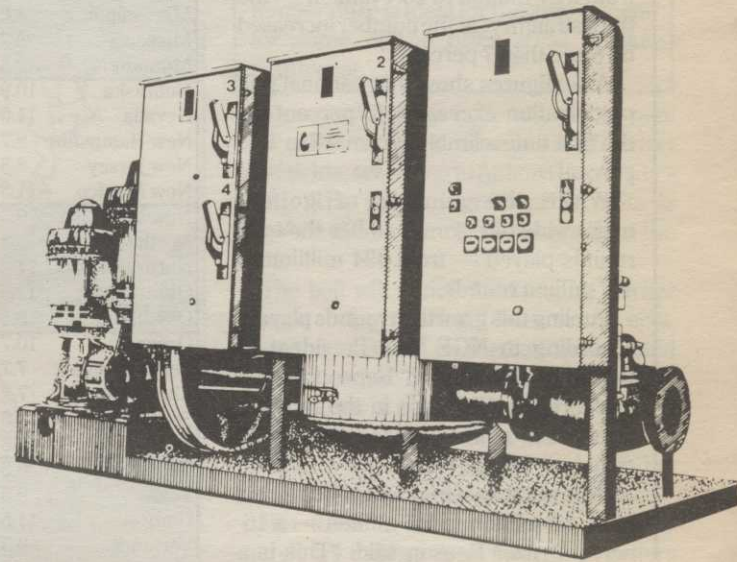
Officials in the partnership project that both international and domestic sales will double Cushman's current \$100-million annual sales in the near future.

Rafos said Cushman will continue to operate as an independent company, with its management team and dealer network in the United States and Canada unchanged.

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