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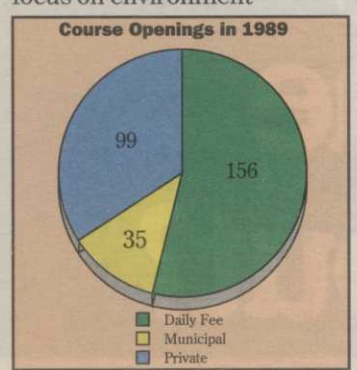
GOLF COURSE NEWS

THE NEWSPAPER OF THE GOLF COURSE INDUSTRY

VOLUME 2 NUMBER 3
MARCH 1990
A United publication

INSIDE

- 8** 'MUNIS' target of new company
- 21** UTILITY vehicle options are abundant
- 25** ARCHITECTS to focus on environment



Departments

Comment
Handicapped-accessible courses thing of future.. 10

Super Focus
Paul Latshaw conquers tourney travails 13

New Courses
Nelson & Wright busy in Pacific Basin 14-15

Government Update
Supreme Court to hear crucial tax case 16-17

Association News
Excitement reigns in new USGA leadership 20-25

On the Move
Hueber named president at Ben Hogan Co. 28-29

Equipment News
Warren's Turf Nursery honors its best 32

New Products
New equipment hits the golf course market 34-35

On the Green
Scott Parker puts an end to encroachment 38

Ariz. law threatens growth

BY PETER BLAIS
Arizona is moving ahead with water conservation plans that include limiting the size of most new, 18-hole golf courses to 90 acres within the water management districts. The Phoenix area, because of its higher temperatures and lower rainfall, is restricted to 120 acres.

Opponents argue that the new laws will hurt tourism, the state's second-largest industry, since smaller courses are generally more difficult to play. That will discourage high handicappers, who make up the bulk

of tourist golfers, from visiting the state.

"Normally as a rule of thumb they figure on 130 acres for an 18-hole course. . . I'm sure that 90 acres is going to be very tight," said Donald Rossi, executive director of the Golf Course Builders of America, who believes that environmental concerns could do more to slow the current nationwide golf boom than any other issue.

"They (state of Arizona) have a water problem and they're trying to do something about it. Water is going to be a big problem, not only in Arizona, but all over the country

in another year or two," Rossi said.

Arizona Department of Water Resources Director Bill Plummer signed orders Dec. 5 that provide specific management plans for the Tucson, Phoenix, Prescott and Pinal County active management areas. The department followed that in late December with 10,000 letters to water rights holders informing them of the new requirements.

The law, which was originally adopted in 1986, affects any course where construction started that year. Its aim is to reduce water

Continued on page 16

1st course planned for handicapped

BY MARK LESLIE
An Ohio rehabilitation hospital plans to build the first golf facility for the handicapped in a project that could have far-reaching effects on golf courses nationwide.

Lessons learned from the technologies and designs used at the course at Edwin Shaw Hospital in Akron may usher in a new era, especially for municipal courses that must abide by laws making public facilities accessible to the handicapped.

The project of the hospital's Development Foundation has drawn support and it promises to provide challenges for all involved, from the design work (donated by Hurdzan Design Group of Columbus, Ohio) to the construction (some part of which is a gift of Wadsworth Construction Co. of Plainfield, Ill.) and finances (which include donations from the World Series of Golf, Wilson Sporting Goods and MacGregor Golf).

The hospital's vice president for development, Linda Cinson, said officials will soon decide exactly what type of facility to add to its current small driving range and two practice greens. They are leaning toward initially building a large driving range and three holes. Another six holes could follow later.

They hope to get construction started by this fall, probably building the driving range first so that it can be used even before year's end.

Continued on page 29



Photo courtesy of Nelson & Wright
Officials hope West Loch Golf Course has sextupled in value before evening opening.

Lease one, build two

BY MARK LESLIE
Honolulu could earn a quick \$100 million if investors bid on a proposed lease for the just-completed municipal West Loch Golf Course in Ewa.

Mayor Frank Fasi, for years Hawaii's leading critic of foreign investment, has proposed what may be an unprecedented build-lease arrangement. He hopes to lease or sell the course and clubhouse, which cost the city \$20 million to build, for \$100 million or more and use the profits to build two golf courses plus af-

fordable housing.

The West Loch project sailed through the permit process while private ventures in Honolulu remain mired in the bureaucratic red tape. Officials feel potential developers may be willing to pay the large lease fee rather than tie up funds in the lengthy permit process.

The surprise is that "no one has said that's (amount of money) out of line. Everybody I hear is saying, 'That's reasonable,'" said Dave Mills, administrator for

Continued on page 18

Environment the major concern of architects

BY MARK LESLIE
Environmental issues running the gamut from wetlands to pesticide use are the most important problems facing golf course architects, according to a Golf Course News survey of the nation's leading architects.

Of the 55 architects who responded to the question of what is the most important issue

they face, 37 listed a topic concerning the environment.

Several other issues received from one to seven mentions from architects, including the cost of construction and maintenance; water usage; keeping design natural; financing; obtaining permits; finding qualified help; the speed of play; the distance golfers are

hitting the ball; the speed of the greens; and the influence of the professional tour on standards of maintenance.

The overwhelming response that environment was the major concern came from every region of the United States.

Denis Griffiths of Braselton, Ga., decried

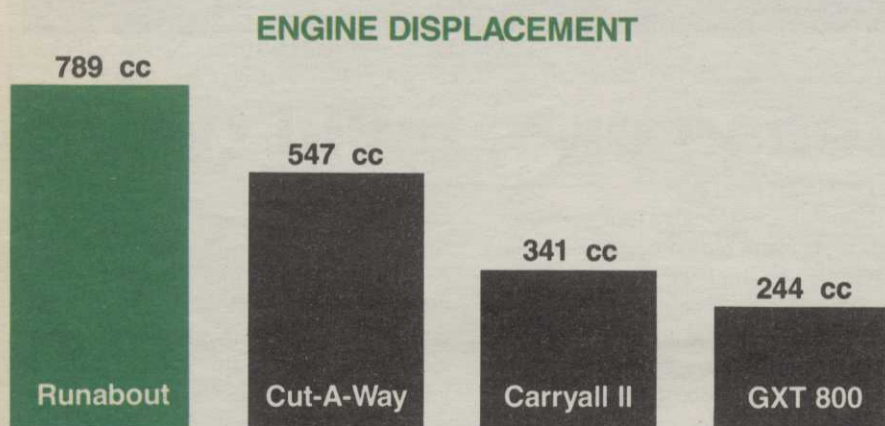
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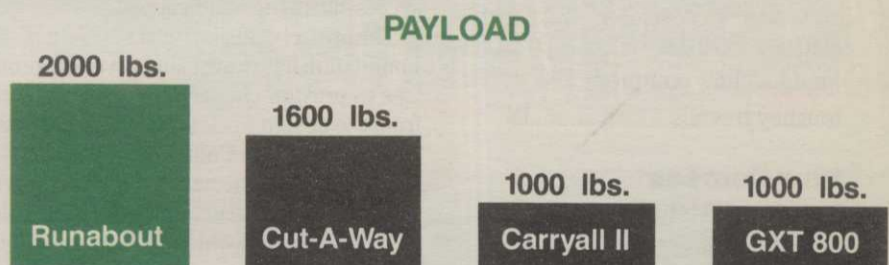
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Minnesotans must find alternatives

Soldiers Field down for 2 years

BY PETER BLAIS

Rochester is gearing up for a shortage of municipal golf holes with the scheduled closing of the southeastern Minnesota city's most popular course for the 1992-93 seasons.

The two-year closing of Soldiers Field Golf Course, while flood-control work is done along four holes that cross the Cumbro River, will remove 50,000 rounds a year from the city's golfing capacity.

That will put an additional burden on Rochester's other two

municipal courses — Eastwood and Northern Hills — and other facilities in surrounding townships.

In the short run, golf-rabid Rochesterites — 15.3 percent of the city's population, almost 50 percent above the national average, play the game — will have to look for alternatives. And they are relatively plentiful since the metropolitan area's 99 public golf holes rank it 58th out of the 350 cities the National Golf Foundation surveys.

"With the growing popularity of golf, it's going to create some difficulties," said city golf director Bumper Westrum. "People are going to have to drive farther or

play at different times. We find that 80 percent of the play is done during 20 percent of our open time."

To alleviate the shortage over the long run, the city plans to build a new 18-hole facility, partly financed by this year's 28-percent increase (from \$220 to \$285 for a single membership) in season passes. Westrum said he expected more flak than he's received ("Just one phone call so far") over the hike.

"It's the biggest increase in my 24 years. We've been talking about it for so long, I guess people just knew it was coming," said the city golf director.

Four possible sites for the new course are under consideration. The front-runner is located northeast of the city along Route 63, according to Westrum.

But the new facility isn't expected to be ready for play until the late 1990s. The current priority is completing work on Soldiers Field to protect it from a flood similar to the one in 1978 that killed four people and left 30 percent of the city underwater.

"We're planning to do some other renovations and build a new clubhouse (the existing one was built in 1936) while the course is closed," said Westrum.



American Golf buys Riverside

American Golf Corp. has bought Riverside Golf Club outside Dallas Texas.

The par 72, 18-hole course, designed by Roger B. Packard, will be open to the public.

Its facilities include a clubhouse, golf shop, food and beverage facilities and driving range.

Aaron joins Davis firm

Golfer Tommy Aaron's "experience and knowledge of the game" is a valuable asset to offer clients, said Arthur L. Davis in announcing that the longtime professional has joined Davis' golf course design firm as a PGA tour consultant.

"Tommy will be an active participant in sales and promotion of our golf course projects and co-designer of all Arthur Davis/Tommy Aaron Signature Courses," said Davis from his Gainesville, Ga., headquarters.

Aaron played the PGA Tour from 1961 through 1978, finishing in the top 60 money winners from 1963 to 1973.

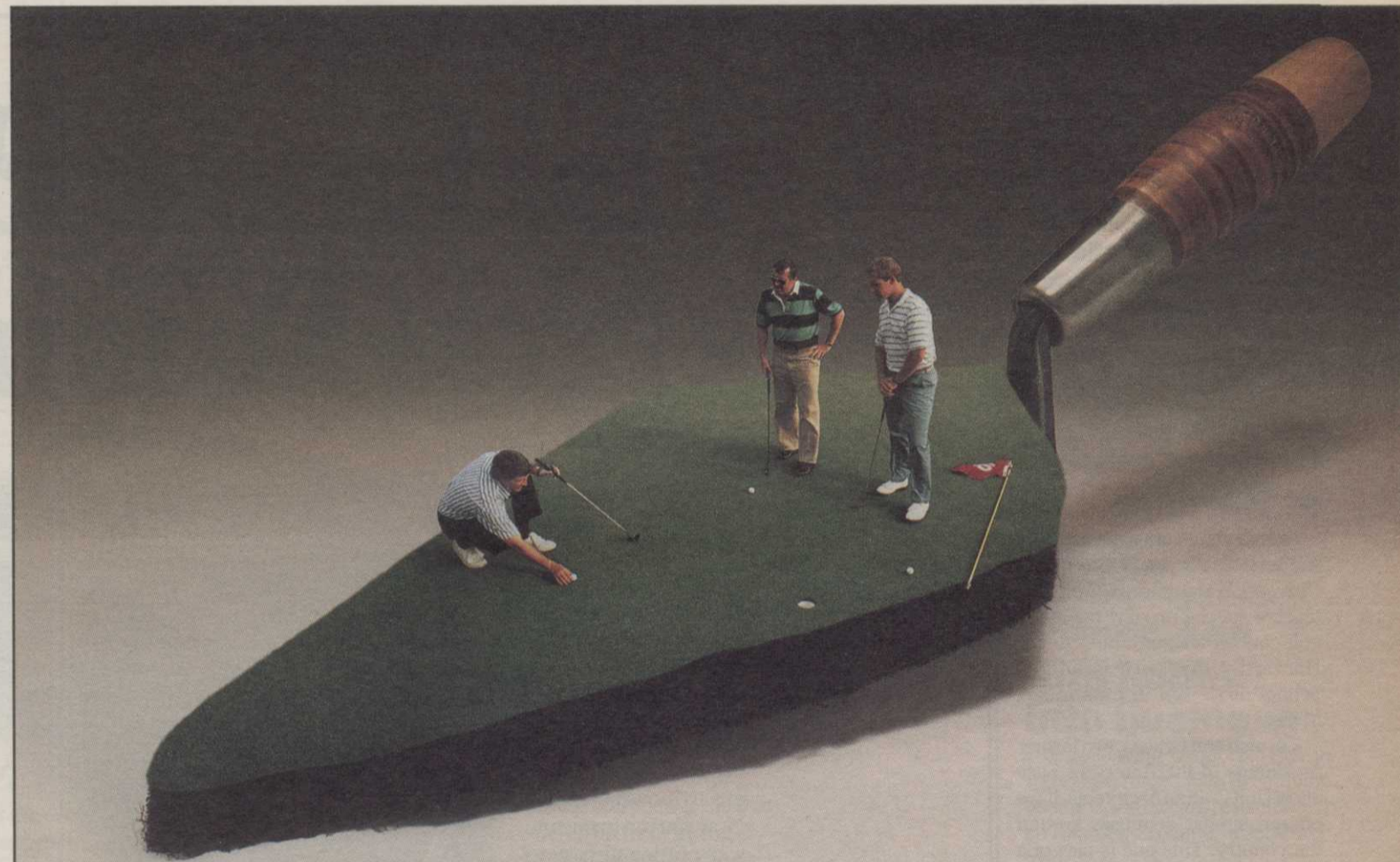
Selected to the Georgia Golf Hall of Fame last year, he won the 1973 Masters tournament and played on Walker Cup and Ryder Cup teams.

Bond approved to finance city course

The Carbondale (Ill.) Park District has approved floating a general obligation bond to finance a proposed golf course, in a move it feels will save as much as \$300,000 in interest.

District officials said the bond could take half a percentage point off the rate from the original financing, which was to be an installment purchase contract.

The district was trying to narrow the \$329,000 gap between anticipated costs and the bids from contractors. The course is expected to cost \$2.5 million.



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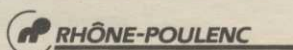
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NEWS

Dye Club Management buys course

Dye Club Management of Denver, Colo., has bought its first golf course — the Golf Club of Illinois in Algonquin, Ill.

The facility was bought from financially troubled Skokie Federal Savings for an undisclosed amount, ending a years-long search for a suitable course to purchase, according to Winston Howe, president of Dye Club Management.

Dye Club Management, owned by Perry Dye, plans to turn the "modestly" profitable facility into a better money-maker by increasing its playability for women and junior golfers, Howe said.

That will be accomplished by adding a forward tee system and grooming the course for women's play, two changes that Dye's mother, Alice, has been championing in the industry.

Cornish, Graves teach at Harvard

Architects Geoffrey Cornish of Amherst, Mass., and Robert Muir Graves of Walnut Creek, Calif., will teach a special two-day course in golf course design, June 18-19, at Harvard University Graduate School of Design in Cambridge, Mass.

Cornish and Graves, two former presidents of the American Society of Golf Course Architects, have offered similar seminars around the country. This one is part of a series of courses and workshops in architecture, landscape architecture, computers and real-estate development the university is offering from mid-June through mid-August.

Interested people should contact the Office of Special Programs, 48 Quincy St., Cambridge, Mass., 02138; 617-495-9340.

Pa. planners OK project

A 1,030-acre development built around a 6,900-yard golf course has won approval from the Lackawanna County Regional Planning Commission in Pennsylvania.

Hemingway Development Inc., planners of the Gilchrist Development, plan to construct 1,500 residential units and several office complexes, including some "upscale" office space adjacent to the golf course.

The course, designed by Michael Hurdzan of Columbus, Ohio, will include many water hazards, some of which will work as the development's storm water runoff control ponds.

Commissioners supported the project as a positive step for the community.

Florida on top of 1989's course boom

Florida continued to lead the way in new golf course construction in 1989, opening 50 of the 290 that began operation across the United States, according to a National Golf Foundation report.

Florida's total was more than the next three states combined, as the industry saw a 37-percent increase over the 211 that opened in 1988. The NGF reported 463 courses were under construction and 603 were being planned last year, two records for the decade of the 1980s.

"These figures are a very positive sign that the golf industry is well on the way to its goal of at least

400 new courses per year," said NGF President Joseph F. Beditz.

NGF statistics show that of the 290 courses, 66 percent were public facilities. Since 61 percent of the country's courses are now public and 80 percent of all golfers play primarily on public courses, the NGF sees that figure as encouraging.

In the race of states Florida led for the fifth straight year. Michigan nearly quadrupled its construction, with 19 courses, and jumped from 10th place to second.

Texas and California were the two big disappointments. Texas, which ranked second with 20

courses in 1988, fell to sixth place with 12 courses last year. California dropped from fifth to ninth, slipping from 12 courses to 10.

Those slowdowns were countered, however, by increased construction in several northern and Sunbelt states. North and South Carolina had 14 courses open in each, followed by Illinois with 13, Indiana and Georgia with 11 each, and Arizona, Ohio and Virginia each matching California's 10.

The top ten states in course openings during 1989 were:

- 1) Florida, 50.
- 2) Michigan, 19.
- 3) Tie, South Carolina, 14.

- North Carolina, 14.
- 5) Illinois, 13.
- 6) Texas, 12.
- 7) Tie, Indiana, 11.
- Georgia, 11.
- 9) Tie, Arizona, 10.
- Virginia, 10.
- Ohio, 10.
- California, 10.

The top ten states in courses under construction are:

- 1) Florida, 46.
- 2) California, 31.
- 3) South Carolina, 25.
- 4) Michigan, 23.
- 5) Illinois, 21.
- 6) North Carolina, 20.
- 7) Georgia, 18.
- 8) Ohio, 17.
- 9) Texas, 16.
- 10) Pennsylvania, 15.

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International Golf names directors

International Golf Management, Inc. founder William S. Deakne has announced the appointment of Tom Watson, William S. Anderson and Frank "Sandy" Tatum Jr. as directors for the firm.

Watson, voted by the PGA as the top golfer of the 1980s, has been involved in several golf course design projects in the United States and Japan. He co-designed The Links at Spanish Bay, voted America's top new resort course in 1988, and Shadow Glen, voted the country's best new private course in 1989.

A graduate of Stanford University, he is involved with fund-raising

events in his hometown area of Kansas City.

Anderson, of Dayton, Ohio, and Pebble Beach, Calif., has extensive experience in the Far East. He served as chairman of NCR-Japan from 1959-72, was named president of NCR Corp. of Dayton in 1972 and was the firm's chief executive officer from 1973-83.

A member of the board of a number of organizations, Anderson is a trustee of the University of Dayton and an honorary member of the Business Council.

Tatum, president of the United States Golf Association from 1978-80, has been associated with the

San Francisco law firm of Cooley, Godward, Huddleson, Castro and Tatum since 1950.

A former NCAA individual golf champion and a graduate of Stanford and Oxford universities, he is a board member of Stanford and many San Francisco area organizations.

International Golf Management, headquartered on Monterey Peninsula in California, plans to build 12 golf courses in the United States in the first stage of its Partners Clubs development project.

It expects to invite 4,800 people to buy transferable memberships

allowing them access to all clubs in the group, which will include courses in other parts of the world, Deakne said.

Lofts awards scholarships

Lofts Seed Inc. of Bound Brook, N.J., has awarded seven graduate students with \$1,000 scholarships.

The scholarships, given for the last seven years in memory of Peter S. Loft, were presented to Rutgers University's Jane Breen, Leslie Rickert Campbell, Melodee Kemp, Kathi Hoffman Knight, Karen Plumley, Suichang Sun and Margaret Waters.



The grants are given to further turf education, and Lofts said all the recipients have fulfilled rigorous academic achievements in turfgrass science.

Lofts Seed Chairman Jon Loft presented the awards at the 1989 New Jersey Turfgrass Expo.

The scholarship program is endowed by royalties from sales of Tribute, a propriety tall fescue variety. The fund is supplemented by contributions from Lofts and other corporate and private sources in the turf industry.

Strand Golf Academy moves to River Oaks

Strand Golf Academy, an instructional school headed by Mike Schroder, has moved from the private Willbrook Plantation in Litchfield, S.C., to River Oaks Golf Plantation in Myrtle Beach, S.C.

"River Oaks is an ideal location for the academy because of its convenient location and because of its accessibility to resort golfers," said Schroder, a former PGA Tour player.

Operated by American Golf Corp., it is a daily-fee facility.

Father, son turn hobby into business

A golf-loving father and son in Uxbridge, Mass., plan to combine business with pleasure in building an 18-hole golf course on land they own.

Gordon Bliss and his son, Kevin, have hired the architectural firm of Cornish and Silva, Inc., of Amherst, Mass., and expect the first nine holes of the \$2-million semi-private Blissful Meadows Golf Club to open in the late summer or early fall of 1991.

The second nine holes are expected to be built shortly thereafter.

Since the land is zoned agricultural, it needs no zoning permit. But because some work will be done on wetlands, the local Conservation Commission and state environmental officials must approve permits.

Company names misspelled

The names of several companies were misspelled in February's listing of exhibitors at the GCSAA's 61st International Golf Course Conference and Show.

They are Bios Technology, Coursigns, C.H. Love & Co., Daihatsu America, Hoechst-Roussel Agri-Vet, MELEX and Spears Manufacturing.

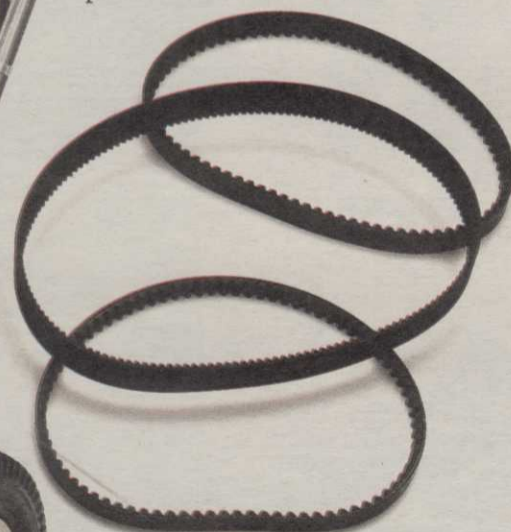
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NEWS

CMAA's Schuping resigns

James A. Schuping recently announced his resignation as executive vice president of the Club Managers Association of America. He also served as the association's chief operating officer since 1986.

During his tenure with the CMAA, Schuping was instrumental in achieving many of the association's goals including the development of a monthly magazine; creation of an educational foundation; and relocation of the CMAA's national headquarters.

A search committee has been appointed to find a successor. A replacement should be named by early May.

Utah county plans third golf course

Davis County, Utah, officials hope to build a third county-owned course.

The county already operates Valley View in Layton and Davis Park in Kaysville, which together generate \$500,000 in revenue annually.

A search committee, comprised of the golf pros at the two facilities and Bountiful Hills, is reviewing possible sites for the third course.

The county is seeking donated land with adequate irrigation water and has earmarked \$10,000 for consulting fees for golf course architects to review potential sites.

A parcel in Kaysville and another along Farmington Creek have already been eliminated because they could not accommodate 18 holes. Sites in Syracuse and Farmington are still being considered. Landowners have offered to give land while reserving neighboring land for development.

Developers closer to 'go'

I-80 World developers have attained town board and planning commission approval to build an exclusive subdivision featuring a public golf course in Park Forest, Ill.

"This will be a public golf course, not a private facility, and it will be a first-class facility," said Ed Gregory of I-80.

Two-time U.S. Open champion Curtis Strange will design the 18-hole course at Odyssey Golf Club-Residential Development.

Homes at the development will sell for as much as \$1 million.

The Tinley Park Village Board and Long Range Planning Commission gave the project their blessings despite traffic concerns.

Just how cold was it? I'll tell you ...

As those of you in the Northeast begin venturing outside with the promise of warmer and longer days ahead, here's a brief reminder of just how cold this winter, especially in its earliest days, really was.

Among the happiest people in the land with January's return to seasonal temperatures after one of the coldest Decembers in history were the research and development team at Barebo, Inc., the Emmaus, Pa.-based vertical aerator manufacturer.

For the past 10 years,

Barebo researchers have tested their equipment on a pond at the nearby farm of company president Chuck Barebo.

But December's cold wave iced over the half-acre pond despite the 55-degree water that feeds it from an underground spring. It remained ice-bound from Dec. 2 through Jan. 5.

"The temperature dropped so quickly, we couldn't react," said Barebo. "We went so far as to make arrangements to use the YMCA pool after

hours. They said we could have it from midnight to 3 a.m. Our R & D people weren't too crazy about that idea."

Fortunately, with the start of the new year came a change in the upper air patterns that had been bringing frigid air into the Northeast. Temperatures rose and so did the spirits in the Barebo research department.

"The pond is open again," Barebo said in early January. "We really got caught by surprise. It was the coldest month of December in history here."

Site changed for Kauai course

Hemmeter Corp. has withdrawn a request to build the 18-hole Jack Nicklaus Academy on conservation land on Kauai and will instead locate the course adjacent to its Kauai Lagoons project in Lihue, Hawaii.

Because the new parcel is zoned urban, Hemmeter no longer needs approval from the Land Board of the state Department of Land and Natural Resources.

Hemmeter is working with the state and Federal Aviation Administration to find if unused airport lands adjacent to the project could be leased for the course.



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Toro buys rights to Aeration's system

The Toro Company has acquired exclusive marketing and distribution rights to Aeration Industries International's horizontal aeration system that controls water quality problems in lakes and ponds.

Under a tentative agreement with Chaska, Minn.-based Aeration Industries, Toro will become the worldwide distributor of its aeration products for the golf and commercial landscape markets.

The aerators, using Aeration Industries Aire-O2™ technology, are designed specifically for golf courses, ponds and landscaped water areas. The system controls algae, scum, stagnation and their

accompanying odors, thoroughly aerating and circulating pond water.

It eliminates the need to use chemicals, keeps irrigation systems operating at peak performance and reduces maintenance costs.

"Toro is a leader in golf course mowing, turf aeration and cultivation equipment and automatic underground irrigation systems featuring water management processes," said Toro chairman and chief executive officer Kendrick B. Melrose, adding, "and this partnership with proven experts in clean water technology broadens

our marketing and distribution opportunities to the professional markets."

"Moreover, it clearly meets our strategies for growth which emphasize developing environmental businesses with synergies from our higher margin commercial and irrigation product groups," Melrose said.

The aeration system, which will carry the Toro brand name, will be marketed by Toro's Irrigation Products group in Riverside, Calif. through its worldwide distribution network, Melrose said.

"This broadening of our irrigation product line is the first result

from our recently-formed Toro Ventures," Melrose said.

"Toro Ventures was created to develop business opportunities that strengthen Toro's economic balance and market leadership with initial focus on environmental concerns such as water quality and lawn and turf refuse handling."

Aeration Industries, the largest manufacturer of aspirator aeration equipment in the world, was formed in 1974 by present chairman Joseph Durda and president Daniel J. Durda.

The company will continue to market and distribute aeration products to the non-golf market.

NEWS

Editors seminar speaker set

University of Missouri journalism professor Don Ranly will present the Golf Course Superintendents Association of America affiliated Chapter Editors Seminar March 29-30 in Lawrence, Kan.

Ranly conducted a half-day seminar at the 1988 GCSAA Conference and Show in Houston.

Briefings on GCSAA association programs and services, a tour of the headquarters building and a look at the site of the new headquarters are also on the agenda.

Registration is limited to 30 and the fee is \$75. Lodging, meals and refreshments will be provided. For more information call 800-472-7878.

Israel's second course planned by city mayor

The mayor of the Southern Israel port city of Eliat announced his city will be the site of Israel's second golf course.

Mayor Rafi Hoffman said the new course and polo grounds will be located next to Kibbutz Elot.

Green Care high on Coremaster

Green Care International, which was omitted from the greens aerator chart in the February issue, in fact has an aerator it believes is the best in the field for simplicity and versatility.

Bob Lindahl of the California company said Coremaster 12 is "equally at home on greens, tee areas, fairways and roughs, and it has far fewer moveable parts than other piston-type aerators."

Coremaster 12 is tractor-mounted and has both regular and quadratines.

The regular tines are two inches apart side-to-side, while the quadratines are one inch apart, and the machine can vary the forward spacing from one to six inches.

Lindahl said the 800-pound Coremaster 12 is 48 inches wide and can aerate as much as 30,000 square feet per hour.

Depth of the tines can be changed up to a maximum of 3-3/4 inches.

Diameters of the interchangeable tines are 1/4, 1/2, 5/8 and 3/4 inches.

The aerator comes with both open and solid tines, and its attachments are a windrow and a core collector assembly.

Manufacturer's listed price is \$8,495 FOB Huntington Beach.

Green Care has more than 50 parts and service centers around the country.

More information is available from Lindahl at Green Care International, 17851 Georgetown Lane, Huntington Beach, Calif. 92647; 714-842-6003.



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NEWS

Company is formed to build

BY PETER BLAIS

Golf course architect P.B. Dye and two Toronto businessmen have formed a new company that plans to build low-cost, municipal courses in an era of spiraling construction costs.

"The idea is to build a course, including land cost and clubhouse, for under \$5 million to \$6 million," said Dye of the firm Brassie Golf. "We just finished a course for the city of Lexington (Ky.), where the golf course and clubhouse were just under \$3 million. We're trying to go for that \$25 greens fee which gives you more than enough cash

flow if your course doesn't cost 12 or 15 million bucks.

"We're going to try to build 80 golf courses over the next 15 to 20 years. We're figuring on six to eight courses a year, maybe finding some older courses, revamping them, getting a good management team in there and setting them up."

The low-cost, municipal course is a niche the West Palm Beach, Fla.-based architect feels is being overlooked. National Golf Foundation figures would seem to back him up.

Seventy percent of the golf played in the United States takes place on

the country's 7,796 (1989 figures) public facilities. Only one-fourth (1,113) of those are municipal. The remaining three-fourths (5,833) are private, daily fee.

Since 1970, 642 new municipal facilities have been built, compared to 1,585 private, daily-fee ones.

"Everybody wants to go for the up-scale, the high-dollar ticket," said Dye. "But a lot of people can't afford \$125 to play a round of golf or a \$50,000 initiation fee. That's more than most people make."

The key to building an affordable, municipal course is finding land that can be donated or pur-

chased very cheaply. In the case of Lexington's Kearney Hills GC, the city donated the land for its eighth municipal course. At Columbia, S.C.'s Northwoods GC, 120 of the 170 acres were purchased for \$100,000, with the remaining 50 given by the state in return for an easement guaranteeing the course will be open to the public at least one day a year.

"The one in Lexington showed that it could be done. The one in Columbia shows we can do it without the city donating the land. There have got to be a lot of possible deals like that," said the son

Horse farm: From trotters to fairways

Facing prospects of losing money on her long-time horse farm because of tax changes, a Maryland woman has won approval to convert her land in Olney into a golf course.

The county Zoning Board of Appeals gave Helen Polinger approval to turn her 175-acre Polinger Horse Farm into an 18-hole Trotters Glen Golf Course.

Two barns will be converted — one as a clubhouse and the other as a machine shop, Polinger said.

The board ruled the course is allowed under existing zoning and will maintain the open character of the area.

Palmetto Golf buys Pleasant Pt. Plantation

Palmetto Golf Inc. has bought Pleasant Point Plantation on Ladies Island, S.C., according to Palmetto general partner Will Mann.

The Spartanburg, S.C.-based company plans to build single- and multi-family housing units and golf and tennis villas on the 680-acre plot.

The development features a Russell Breeden-designed golf course. Construction plans call for a new clubhouse, pool and tennis facilities.

Golf selling condos in NYC

Real estate agent Martin Raynes is using golf to help sell condominiums in the glutted New York City market.

Sales agents for 60-story Three Lincoln Center, where prices range from \$310,000 to more than \$3 million, are offering the services of a golf pro and a computer that simulates famous courses and analyzes a golfer's swing.

The condominium complex will open this fall.

Del. commission OKs sewage use

The Delaware River Basin Commission recently approved the use of treated sewage water to irrigate Five Ponds Golf Club in Warminster, Pa.

The interstate agency, which regulates the use of the river and its tributaries, approved the Warminster Township Municipal Authority's request to allow 300,000 gallons of treated effluent to be diverted into a stream that runs through the course.

Under the agreement, the 133-acre course can withdraw up to 150,000 gallons a day from the tributary.

Photo taken on hole #5 at Muirfield Village Golf Club



'low-cost muni' courses

of legendary architect Pete Dye.

"The cost of the land is the biggie. You can control the construction costs. Sure you can't build a \$3 million course on a swamp two feet below sea level in Jacksonville (Fla.), or on a rock pile for that amount. But given a fair piece of land, and by trying to keep your earth moving to a minimum, you can easily build a golf course for \$2-1/2 million. And you can build a good, functional clubhouse for \$500,000.

"Then, at \$25 a clip, if you play 40,000 rounds a year, that's \$1 million. You spend \$400,000 or

\$500,000 on maintenance and the thing makes a half-million per year. And you haven't sold your first sandwiches or Budweiser, yet."

Dye's \$250,000 fee is modest compared to many architects (Jack Nicklaus charges \$1 million for instance) and considering the family name.

"I think I can build a golf course cheaper than most people. And I can do it because I don't have plans. I don't do drawings. I'll use conceptual routing plans. And I'll do whatever needs to be done for the county and local agencies. After that, the people I work with are all

golfers. They all have degrees in agronomy. And we go out there and build a course that's easy to maintain. We're not trying to build a PGA West. But we're not out there building 18 bowling alleys either. We're out there to build 18 good golf holes."

With computers, high-tech equipment, specialized golf construction companies and a staff of various experts becoming the norm at many architectural firms, Dye is a throwback to another era.

"Nobody enjoys building a course more than I do. Working with the bulldozer operators, it's

just great. The engineers and land planners are a pain-in-the-butt. But the people actually on site building them, we have fun. I'm taking 20 people over to Scotland this year, all bulldozer operators, or golfers who happen to run bulldozers I should say. All they'll do is come back with more ideas. It will benefit me," he said.

"My talent lies with a bulldozer. I was raised on a bulldozer. I started on a bulldozer when I was 8 and now I'm 34. And I really know how to work with the people running the heavy equipment.

"Those are the people that get

NEWS

the work done. All the pencil pushers in the world, and engineers and all that stuff, aren't worth two beans unless you have the cooperation of that guy with the diesel all over his shirt. That computer doesn't build that golf course. When the bulldozer guy out there in the woods comes up on a magnificent 150-year-old oak, he (hopefully) says 'Maybe I should go around this thing and ask somebody.' Well if it's on a computer readout, that tree is gone. The human element is what makes the Dye difference."

Dye also keeps his costs low by maintaining a small staff and using mostly local rather than imported labor.

"I don't have any payroll," said Dye, who shares an office with a part-time secretary. "I built eight courses last year at an average of \$4 million each. That's \$32 million and I didn't have any payroll.

"Whenever I go some place, whoever is building the course pays for everything. I charge a flat fee and the work just gets done. The main reason is we use local help. I don't have a construction company I take from Florida to North Carolina to Chicago. I just go out there, put one person on the job and hire local people.

"The first thing I do is find a farmer who moves dirt and talk to him. I'm not going to bring up a person from Florida because he's going to have to sit there and learn something that someone who's been working up there 20 years already knows," Dye said.

"And you always end up somehow getting some great talent. The on-site supervisor is the whole key. Those are the people I haul over to Scotland. Those are the people I send to the job site. When you just bring in one or two guys to do the shaping and hire the rest local, it just works out better.

"But a lot of guys will sub the job to established golf course builders. Those guys will bring in 60 percent of the crew and hire just 40 percent, where I'll do 98 percent local and just two percent foreigners. It's kept me out of hock."

Land change OK'd for course

The Harmony Township, Pa., Planning Board has approved an ordinance allowing land used for a public golf course to fulfill open-space requirements in a proposed 434-acre development.

Buttonwood Country Club Inc. of Harmony sought the ordinance. The board told Buttonwood it must build the development on a minimum of 250 acres, with a minimum of 110 acres for the 18-hole golf course.

The town's planner, John Madden, told officials the course would be an ideal way to preserve open space.

Columbus made another big discovery in the 1500s

It's been the same story for centuries—big discoveries generate a lot of excitement.

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"The stability of the 1500 makes it perfect for our hills," says Mike McBride of Muirfield Village. "We started with one 1500 for top-dressing and were so impressed with it, we purchased another for spraying our fairways."

"The maneuverability is a big benefit for us," says Gary Razor of The Ohio State University. "It allows us to spray in places where we couldn't get to otherwise."

"Versatility is the big plus for me," says David Hull of Columbus Country Club. "We use one 1500 for both spraying and top dressing. Having one traction unit to do both jobs saves us money."

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*September 1989 *Golf Magazine* rated the three best conditioned courses in the world as Augusta National, Muirfield Village and Scioto.



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GCSAA show bigger and better

The Golf Course Superintendents Association of America show was bigger and better than ever! The Orlando Convention Center has to be one of the best in this country, if not the world.

I can understand the GCSAA's reasoning in moving from east to west and around the country every year, but wouldn't it be nice to come back to Orlando every other year?

One of the advantages of my job is being able to engage in some business meetings and conferences that include golf as part of the program. I have been invited to two such outings during March.

As the representative for the JC Penney Classic, I will be playing in the Commissioner's Cup Tournament just prior to the TPC Cham-



pionship at Sawgrass, March 16-19. The two-day event is played on the Valley Course and March Landing Country Club. It is sponsored by the PGA Tour and Commissioner Dean Beman for the American Golf Sponsors.

This group of ladies and gentlemen consists of tournament directors and corporate sponsors who underwrite a large portion of the Tour tournaments. With approximately 40 PGA Tour-sponsored events, this group works in all phases of tournament management with one goal — to raise money for charity. The AGS and the PGA Tour have raised more funds for charities than all the other sports organizations combined!

Later in March the American Society of Golf Course Architects will open its meetings to more press coverage. I look forward to meeting with this elite group who have designed and continue to design the great golf courses around the world.

This association, with approxi-

mately 100 members, has been most supportive of *Golf Course News* from the very first day, and I want to thank Executive Secretary Paul Fullmer and his staff for including *Golf Course News* in the spring meeting. Managing Editor Mark Leslie plans a report of this meeting to our readers in the May issue.

Soon the green will be overtaking the brown on the northern courses and the heat will slowly kill the rye in the South.

Another season is upon us. I sincerely hope that you continue to enjoy *Golf Course News*, and that we help you to keep informed of industry news.

Sincerely,
Charles E. von Brecht
Publisher

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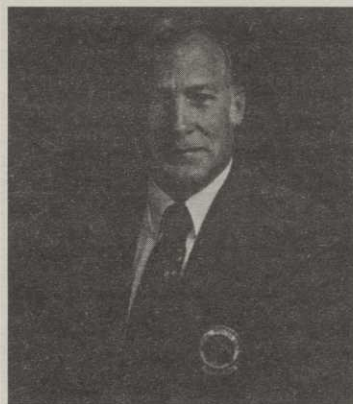
BY BOB WILSON

An observation for the 1990s:

As designers and builders struggle to keep pace with the demand for new facilities — environmental impact, costs, new grasses, materials, etc. — let us pause for a moment to consider the ever-growing need for golf courses to be accessible to the physically challenged player.

Who are the physically challenged? Are they the new wave of human beings who are joining the thousands already waiting in line to tee it up?

Well, yes and no. The physically challenged community is made up of those individuals with a physical handicap or disability — amputees, blind, people suffering from polio residuals, plegia, a stroke, or birth defects to mention a few.



Bob Wilson

Although there are a great number of folks within this special community already enjoying the game, golf's popularity as a recreational activity is now being bolstered by the fact that it can be rehabilitative both physically and mentally.

'... there will be increasing demands on facilities, particularly those municipally owned, to be accessible.'

What is accessibility? In many cases, it might just be providing special parking areas adjacent to the clubhouse or pro shop. For those who need a golf car, a pennant or flag to denote authority to leave cart paths may suffice.

It should be kept in mind that accessibility is usually the small things rather than purported monumental obstacles. A good many physically challenged individuals need no special considerations in order to enjoy the game.

One of the hardest questions related to accessibility is accommodating individuals in wheelchairs. One would assume that where a golf car can go so can a chair — with one major exception, the putting green. In order to include this facet of the game, many innovative ideas are coming to the fore and are being tested as to their playability.

Instruction for the 1990s

The National Amputee Golf Association was incorporated in 1955 and has been conducting tournaments annually since 1949. In 1986, with the support of the PGA, NAGA began conducting Learn To Golf Clinics. These clinics are not limited to amputees.

Also in 1986, two instructional videos were produced — "Challenge Golf" with Peter Longo and "Never Say Never" with Kathy Corbin — as well as the "First Swing Program" by the PGA's Junior Golf Foundation.

The First Swing Program was designed to introduce and prepare teachers to conduct basic instruc-

tion in golf. The curriculum, backed up by the two videos, forms the basis for NAGA's seminar and clinic program at hospitals and rehabilitation centers throughout the United States. Aided by a grant from the Disabled American Veterans Charitable Service Trust, NAGA held eight seminars in 1989 and will conduct 16 this year.

"The training sessions provide the rehabilitation professionals an excellent background for golf instruction to patients," said Laird MacCubbin, CTRS, of Good Shepherd Rehabilitation Hospital.

"The fact that clinics can easily be implemented at any accessible community driving range or golf course also gives the program an added plus," said Leslie Hoffman, CTRS, of Moss Rehabilitation Hospital.

It is interesting to note, however, that as these individuals progress from hitting whiffle balls from mats in a gym to the driving range, the lure of the "course" becomes the challenge.

At one hospital with extensive grounds a "course" was suggested using vast areas of "lawn." In order to accommodate the large physically challenged population (many in wheelchairs), the "lawn" was mowed closer in areas representing tees and greens. The "lawn," it is assumed, would be no worse for wear from wheelchair traffic.

Also on this "course" the Cayman (Modified Distance) Ball was exclusively used, permitting a regular course feel in a much smaller area.

As the physically challenged population becomes ever more aware that they can play this greatest of games, there will be increasing demands on facilities, particularly those municipally owned, to be accessible.

Bob Wilson is executive director of the National Amputee Golf Association. People may contact him at NAGA, P.O. Box 1228, Amherst, N.H. 03031; 800-633-6242.

COMMENT

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LETTERS

'The Best' sends his best

To the Editor:

Thank you for extending to our firm the Builder of the Year Award relative to your survey. We were unaware of your effort until (Associate Editor) Peter Blais called about doing the story.

It was a well-presented article, and we want to thank Peter for doing an outstanding job of putting the article together.

We hope the story provided interesting reading to the golf course industry.

We have received many nice compliments over the award, and it is something we are quite proud of. Thanks to you and your publication for making it happen.

We look forward to meeting you and want to wish you continued success with *Golf Course News*.

Its general subject matter meets a definite need and has become, in a relatively short period of time, the bible of the golf facility industry.

You are to be congratulated for taking such a risk and making it work.

Sincerely,
Brent Wadsworth, president
Wadsworth Golf Construction
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Write to us

Golf Course News welcomes letters to the editor. Just write to: Letters, *Golf Course News*, P.O. Box 997, Yarmouth, ME 04096

Quote of month

'True success for a golf course designer is reached when someone plays a course, goes to the golf shop immediately following his round and asks the pro, "Can I play tomorrow?" Then we've done our job.'

— Rees Jones, architect quoted in "Golf Traveler"

Former ASTA president Huey, 80, dies

John Robert Huey, Sr., 80, president of the American Seed Trade Association from 1955-56, died Dec. 24 in Harlingen, Texas.

Named an Honorary Life Member of the ASTA in 1962, Huey was also one of the founders of the American Seed Research Foundation and president of Moews Seed Co. of Granville, Ill. for 25 years.

Following his retirement from Moews in 1976, Huey undertook consulting projects for the Rockefeller Foundation, World Bank, and the Food and Agricultural Organization of the United Nations. He was a member of the Presbyterian Church.

Survivors include his wife, Geraldine Huey of Harlingen; two sons, John Robert Huey, Jr. of Butte Falls, Ore. and Lee Edward Huey of Ames, Iowa; one daughter, Mary C. Huey of Charlottesville, Va.; and five grandchildren.

The family suggests that memorial donations in remembrance of Robert Huey be made to American Seed Research Foundation, Inc., 1030 15th St., N.W. Ste 964, Washington, D.C. 20005.



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Dakota Dunes CC contracts with TSP for clubhouse

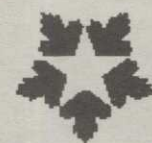
TSP Group of Sioux Falls, Iowa will do the construction drawings for the new clubhouse at Dakota Dunes Country Club near North Sioux City.

The clubhouse will have a Prairie design utilizing native and natural-colored materials.

The two-story, 14,000-square-foot building will house administrative offices, pro shop, bar and lounge, dining room, card room, fitness area and spa.

Construction plans for the Dakota Dunes Development Company project should be ready for bidding by April.

The Arnold Palmer-designed course is scheduled to open in early summer 1991.



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Latshaw conquers tourney travails

BY PETER BLAIS

It's 1978, the PGA Championship at Oakmont Country Club.

"It was very dry before the tournament. Here it was my first major and I kept thinking it was never going to rain," remembered Paul Latshaw, the only superintendent to host three of golf's major championships.

"At that time we were trying to convert the fairways from annual bluegrass to bent and we were about a 50-50 count at that time. I kept thinking 'God, how are we going to get through each day without syringing the fairways during the tournament,' which was an absolute no-no at that time.

"Didn't have to, though. We finally had a massive rainstorm. On Thursday it was bone dry and we had those greens so hard and fast they couldn't putt on them. There wasn't a red score on the board. It started to rain Friday afternoon and that's when you finally started seeing some birdies."

Now flash ahead to the 1983 U.S. Open, also at Oakmont.

"It rained on Sunday, it rained on Saturday. It seems to me it rained on Thursday... The Open went an extra day."

Finally, hop forward to the 1987-89 Masters at Augusta National GC.

"The Masters is a very, very organized event, not to say that the PGA and Open aren't. But the fact that they have it at the same course every year, they take great pride in striving for perfection. It's almost like clockwork. At a PGA or Open event they have to worry about where the towers, camera and bleachers are all going. While at Augusta everything is pretty much in place. It gets down to almost where you have the same pin positions.

"But you still have to have perfect turf conditions. When you deal with nature, I don't care how organized you are. We used to worry about getting rained out. You can have the place looking perfect one day and it can look pretty bad the next. Rain is the biggest, biggest, biggest hardship of tournaments. Fortunately, I don't think it ever



Paul Latshaw

happened (at Augusta), but it was always a concern."

Rain and how to deal with it. It's a headache, definitely. But it's also a challenge, even for a superintendent considered among the elite in his field. And it's the challenges that have kept Paul Latshaw in the golf business for the past 27 years.

"I ask myself that a lot," replied Latshaw, who is currently the superintendent at Wilmington Country Club, when asked what keeps him showing up at the course at dawn each morning.

"I love my work, I really do. It's a great challenge," he said. "I love working with nature. And I've never let myself get trapped into being an office superintendent. I like to get out on the course where I see everything going on."

He also likes to see what is going on in his profession, traveling around the country and constantly trying to discover what's changed in his chosen occupation over the past quarter-century.

"There's been a tremendous difference in greens during that time," said Latshaw. "They are cut closer and provide better putting. Every playing surface has improved dramatically. In fact, I just wonder where the next step is going to be.

"There's always room for improvement. But our greens are being as close-cut as I can

imagine, unless we come up with some new kinds of mowing. Guys are cutting fairways right down to the nitty-gritty now. And people are really striving to get the roughs better.

"Those three — greens, tees and fairways — there's just no comparison. I get a kick when people say how fast greens used to be back when. Well, I don't buy that. They weren't that fast."

As for the future, Latshaw sees superintendents becoming increasingly involved with environmental issues as the 1990s unfold.

"We need to get lobbyists or someone to tell our side of the story. Pesticide issues are making us look like a bunch of bad guys, when really we're not. Different research has shown that golf course turf is very beneficial for the things environmentalists are concerned about.

"The regulation of water will be a big issue. And simple things like clippings removal. Everyone is going toward removing clippings from fairways. Getting rid of some of these things will be a real problem. We've just been burying them up until now. But I think I'm going to pursue a composting program."

The opportunity to work outside first attracted Latshaw to Pennsylvania State University's two-year turfgrass management program. After graduating in 1963, he accepted the assistant superintendent's post at Sewickley Heights Country Club in Pennsylvania.

His first head superintendent job was at the Country Club of Jackson in Michigan. After a five-year stint there, he moved on to Shaker Heights Country Club in Ohio for another seven.

Oakmont welcomed him in 1975. He stayed at the Pittsburgh course for a dozen years before relocating to Augusta in 1987.

"Augusta was a good job. But I just sort of like the Northern climate," explained the Pennsylvania native of his decision to move to Wilmington. "This is two hours from my home. So I guess it was the longing to return back to my breeding grounds, kind of like a

fish back to where it spawned."

Wilmington is a 36-hole complex, consisting of two Robert Trent Jones Sr. courses. The South course is rated in the Golf Digest Top 100.

"It has tremendous potential. We're getting an architect to draw up a master plan. They don't build them this way anymore. We have a beautiful piece of land here. It has a nice topography, ideal for golf. It has a good climate, good trees that just need a little work to get them looking right. I think we can have a real masterpiece here," he said.

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NEW COURSES

Nelson & Wright busy in Pacific Basin region

Working out of Hawaii headquarters, Nelson & Wright is busy in eight countries designing golf courses, including West Loch Golf Course (see page 1) in Honolulu which opens in March.

In Hawaii alone, Robin Nelson and Rodney Wright will soon have 11 courses under their banner, and their work in Europe continues with five courses under construction in France and negotiations in progress in Belgium and Portugal.

West Loch is a municipal course designed to withstand the flooding in central Oahu, and has already received an award for excellence in planning from the Hawaii Chapter of the American Institute of Architects.

Nelson & Wright also plan to open a **Robinson course done**

Hall & Lindsay Development, Ltd. has completed the 18-hole Olympic View Golf Club on Vancouver Island, British Columbia.

The course was designed by William G. Robinson.

Hall & Lindsay also has nine holes under construction at Arbutus Ridge in Mill Bay, B.C.

second 18 holes at Mauna Lani Bay Resort this year.

Their European work is centered out of Paris, where a collaboration with the French landscape architectural firm Interscene International has produced many new projects, most notably the Champs de Bataille Golf Course.

The N&W team has courses under construction in Bali, Indonesia; Newcastle, Australia; Maui; Paris; and Guam. It is designing courses in Taiwan, Thailand, Japan, Okinawa, Sardinia and the Hawaiian islands.



The 18th hole at Hope Plantation Golf & Country Club on John's Island in South Carolina — a creation of architect Clyde Johnston. The marshfront green is beside Haulover Creek.

Crenshaw, Coore add 2nd 18 at Barton Creek

Touring pro Ben Crenshaw and Bill Coore are combining talents to design a second 18 holes at Barton Creek Conference Resort and Country Club in Austin, Texas.

The course will "blend the natural beauty of the Texas hill country with sophisticated golf course design," Crenshaw said.

He and Coore plan to introduce native grasses and foliage to enhance

the course's visual appeal. Bermuda 419 fairways and E-Dwarf Tiff Bermuda greens will provide durable grass.

The layout will offer golfers a wider playing variety, being more traditional than the existing Tom Fazio-designed course that has been named site of this year's Liberty Mutual Legends of Golf tournament.

The new course will play to par 71

over 6,900 yards.

Crenshaw predicts a memorable finish over par 5 15th and 16th holes, followed by a short but difficult par 3 on the 17th and an 18th green that sits on the plateau of a hill.

"It was becoming increasingly difficult to accommodate everyone who wanted to play golf on our existing course," said Barton Creek general manager Gregg Pate.

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Courses newly planned in U.S.

Location	Course Name	Type	Holes	Address	Architect/Contact
Colorado					
Vail	N/A	N/A	36	Cordillera	Richard Phelps
Illinois					
Bristol	Blackberry Oaks GC	N/A	18	Bristol Ridge and Kennedy Rds.	David Gill & Assoc.
Homewood	Odyssey GC	N/A	18	Vollmer Rd. and Ridgeland Ave.	Curtis Strange
Iowa					
Grimes	Beaver Run GC	D	18	N/A	Jerry Raible
Webster City	Briggs Woods GC	D	9	N/A	Jerry Raible
Kansas					
Topeka	Colly Creek GC	P	9	3720 SW 45th St.	Larry W. Flatt
Ulysses	Bentwood GC	M	9	P.O. Box 1064	Larry W. Flatt
Massachusetts					
Dighton	Wellington CC	D	18	Old Wellington St.	Phillip Wogan
New York					
Berkshire	Grandview Farms GC	D	9	Rt. 1, Box 303	Howard Coon
Ohio					
Hilliard	Darby Lakes GC	D	18	Plain City-Georgesville Rd.	Michael Hurdzan
Union	N/A	N/A	18	U.S. Rt. 42	Andy Burns
Pennsylvania					
Donegal	Donegal Highlands GC	D	18	Exit 9, Pa. Tpk.	Ronald Forse
South Carolina					
Pine Ridge Tnshp	Charwood CC	P	9	4082 Bachman Rd.	David Lucas
Texas					
El Paso	El Paso North GC	M	18	2 Civic Center Plaza	Finger Dye Spann
Virginia					
Lake Manasas	The CC of No. Virg.	N/A	18	N/A	Graham-Panks Int'l
Wisconsin					
Winneconne	Lake Breeze GC	D	18	6497 Paulson Rd.	LaVerne Olson

Hassenplug designing four layouts

The Pittsburgh, Pa.-based architectural firm of Hassenplug Associates, Inc. is currently involved with four new planning-stage projects.

Erie Island Resort & Marina is an 18-hole private club located in Port Clinton, Ohio.

Another private facility, 18-hole layout is being designed for Groff's Farm Restaurant & Golf Club in Mount Joy, Pa.

A third private club, Seven Oaks Country Club in Beaver, Pa., is adding an additional nine holes.

Waltz Farms, Inc. in Limerick, Pa. is a daily fee, 18-hole course.

Golfplan working on overseas plans

The Golfplan-Ronald Fream Design Group is involved with several overseas courses.

Near Bangkok, Thailand, the Santa Rosa, Calif.-based firm is designing 45 holes for the owners of the Panya Resort Development. The first course is a 27-hole championship layout being built over a rice paddy near Bangkok International Airport. The second, located 50 miles south of Bangkok,

Richard retained for Mass. course

Richard and Associates of Sagamore Beach, Mass., will design and construct a championship, 18-hole course in Hanson, Mass.

The private, par 72 course will weave through working cranberry bogs for 6,800 yards. It will resemble the inland, parkland courses of Great Britain that feature natural mounding and fairways framed by large-scale trees.

Richard and Associates principal Ray Richard said of the new project: "In view of the native vegetation, soil, type and proximity to the working cranberry bogs, we can construct a fine golf course on this location.

"In addition, the existing grades shall provide a pleasing amount of character and shotmaking value, without a large amount of earthmoving. A golf course in New England must not look contrived."

Schmidt focusing on shot value

Landmark Club Management has signed an agreement with Davidson Communities of San Diego, Calif., to design and build an 18-hole public golf facility in Ramona, Calif.

Vice President of Landmark Golf Course Design Lee Schmidt, who worked for Pete Dye before joining Landmark in 1979, will oversee the project

"There will be an emphasis on shot values and strategy for all levels of play," said Schmidt of the new facility. "We stress mental play in designing golf holes — that is, we make distinctive holes that golfers will enjoy and remember."

This is the third Landmark Signature Course.

is an 18-hole championship facility over rolling hillsides with mountain and sea vistas. Both projects will open for play in mid-1991.

Design studies for an 18-hole, exclusive country club along the lush green Cote Basque near the resort city of Biarritz in southwestern France are nearing completion. Golf d'Arcangues is situated on the estate of the Marquis d'Arcangues, whose family title to the property dates back to 1151. The course will be playable the middle of next year.

Construction site clearing gets underway this spring at the Pirita Golf project in Tallinn, the capital of the Baltic republic of Estonia, U.S.S.R. The future site of the Soviet National Golf Teaching Center, the facility includes an 18-hole championship course, a

nine-hole teaching course and a huge practice range along the Pirita River.

Golfplan is also busy along the North African coast where it is designing the 27-hole Dunes de Morjane at Tabarka, Tunisia. The seaside site resembles Pebble Beach and Cypress Point in California with its sand dunes, seaside cliffs, pine and oak trees and moderate to cool temperatures. It will be playable in the spring of 1991.

Finally there is the Tullybannocher Golf Course at Comrie in the Highlands of Scotland, just a few miles from the world famous Gleneagles Resort. The 18-hole, daily fee course is being designed as a true Scottish Highland course set in a mountainous glen with vistas of rock cliffs, lakes and ancient stone farm houses.

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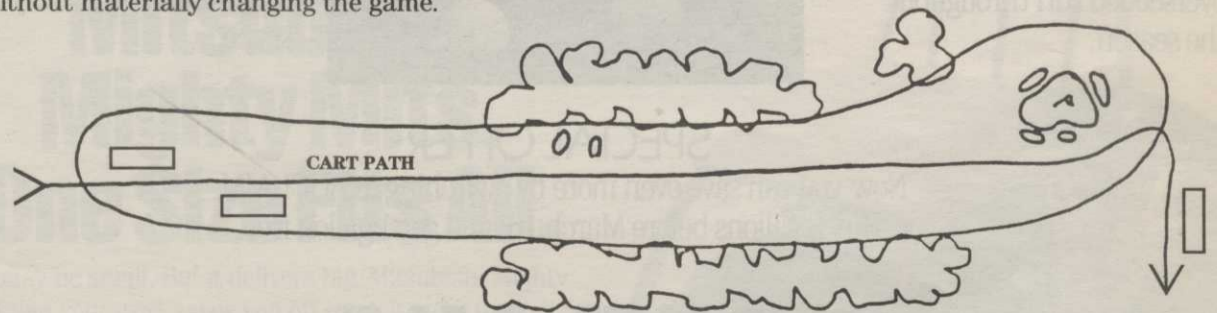
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High Court to hear tax case

Decision critical to golf industry

A 10-year court battle that clubs nationwide have waged over a tax ruling may soon be resolved.

The U.S. Supreme Court has agreed to hear the case of Portland Golf Club v. Commissioner of Internal Revenue, in which the club is challenging the Internal Revenue Service's interpretation of the law governing the deductibility of losses generated by non-member activities.

The IRS has argued, since issuing its Revenue Ruling 81-69, that

clubs' losses generated by non-member activities can not be deducted against profits from other non-member activities unless there was a profit motive for the activity that produced the loss.

Clubs and the National Club Association, which has been working for nearly a decade to reverse the IRS position, contend that it is enough that the activity be undertaken for economic gain.

The distinction between economic gain and profit motive arises from the fact that financial accounting rules sometimes differ from tax accounting rules.

The U.S. Courts of Appeals have

differed as to which is the correct interpretation.

NCA legal counsel Tom Walsh said: "Above all, the court needs to settle this long dispute so clubs can plan appropriately. With the lower courts splitting on this issue, we really do not know the state of the law. It needs to be decided. We will be working closely with the Portland Golf Club to make the strongest case possible."

The court may order oral arguments to be held as early as April, which would allow for a decision before it adjourns in the summer.

The appeal is being made possible by a NCA fund-raising drive.

GOVERNMENT UPDATE

Arizona

Continued from page 1

consumption by 10 percent in the Southwestern state.

While applauding the legislation's intent, groups like the Arizona Golf Association say there is not enough flexibility in the new law.

While five acres per hole may be excessive for an executive course (less than 5,000 yards), it can create problems for a championship

length (over 6,200 yards) facility. Championship courses have been built on 90 acres. But such "target" courses cater to the better player and prove difficult to the average (particularly older) one, according to a letter from AGA's Public Awareness & Research Committee to the D.W.R.

"Ninety acres is more than sufficient to build a golf course," said AGA Executive Director Ed Gowan. "The problem is that people with handicaps above 12 or 14 have a hard time playing a course like that in less than six hours. It's not conducive to the resort golfer. A private club can exist with it. But to ask a resort to do so is kind of unfair."

"... The resort player who comes here is not the regular player. For the occasional or resort player, 90 acres doesn't work. Let's say there is a resort here built primarily for visitors, like Japanese executives who have little time to play, where the level of expertise is somewhat less than you might expect from local players. You're looking at very long rounds and (the resort) not being financially viable."

The most recent attempt to build a public course within the 90-acre limit was architects Pete and P.B. Dye's joint effort on the Karsten course at Arizona State University, said Gowan. Twelve acres still need to be eliminated from the facility which already includes 50- and 70-yard carries to fairways.

"It's just not reasonable to expect to take 12 acres away and not impact play," said Gowan.

Architects have been adjusting their designs to what they knew would be the new restrictions for some time. Greg Nash, who has designed seven courses at Sun City West, recently completed work on an 180-acre course there that has only 82 acres of actual turf with the remainder in re-vegetated desert landscape

Realizing the new restrictions were coming, Nash approached the developers with his plan for a target course six years ago. "At that time, they (developers) said there's no way we'll ever build that type of a course," the Phoenix-based architect said. "Now what they have at Sun City is six all-turf courses and this one. Basically it's a function of they're saying we don't want to do it, but D.W.R. says we have to do it. So far it's been very well received."

Opponents argue that the state's mid-1990s goal of 4.6 acre-feet per acre (af/a) per year water allocation (down from 5.0 af/a in 1985) doesn't take into consideration the varying water needs of maximum-use areas (tees, fairways and greens) versus moderate (proximate rough) and low-use areas, according to the P.A.R. To meet

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Arizona

those different needs, the P.A.R. committee has recommended a more flexible allocation of 6 af/a for the first 70 acres, 4.5 af/a for the next 20 acres and 3 af/a thereafter.

The D.W.R. has used some of the golf industry's recommendations. The stepped allocation goal for 1992 of 4.9 af/a for the first 90 acres and 4.0 acres for the remainder was an A.G.A. recommendation, explained Gowan.

In drafting the restrictions, the state argued that since 50 to 60 percent of Arizona's golf facilities could meet the standards, the rest should, too. But the P.A.R. again points out that courses are maintained differently and so need to be treated differently. In fact, the state's three courses ranked in the country's "Top 100" by *Golf* and *Golf Digest* magazines — Desert Forest, Desert Highlands and Troon — did not meet the state's 1988 allocations.

All courses not meeting the requirements by January have filed for administrative review of their particular situations with D.W.R. and many have received favorable hearings on increased water allotments, said Gowan.

"This is D.W.R.'s way of addressing any inconsistencies in their water plan. Although it's not efficient, it will work until the Third Management Plan takes effect in the year 2000," he said.

The state hoped to require new courses to use effluent water for at least half their irrigation. But that was dropped when the Arizona Supreme Court ruled the state does not have the same jurisdiction over effluent that it does over ground and surface water. However, the high court ruling will have little effect in some areas, like Tucson, where local ordinances already require new courses to use effluent.

The P.A.R. supports incentives for the use of effluent. But it feels a course should not be required to use 100 percent effluent before benefitting from incentives since enough effluent may not be available at peak irrigation times. The low quality of effluent in some areas also requires as much as 0.5 af/a or 12 percent more water to properly leech the high salt content and make the effluent useable, according to the P.A.R.

The state also failed to consider the extra water needed for ryegrass over-seeding at some courses, according to the P.A.R. The golf association committee argued that Arizona is in competition with Palm Springs, Las Vegas and Florida — areas where over-seeding is common — to attract tourists and new businesses.

To remain competitive with those areas, many, though not all, facilities must be over-seeded, according to the P.A.R. Where upscale tourism, residential and other developments are being considered, the P.A.R. has recommended extra allocations of 1.5 to 2.0 af/a.

"You've got some people here

that don't believe grass belongs in the desert," said Gowan. "That's what the golf industry is fighting against. People understand the economic benefits to golf, especially as it relates to tourism. We can demonstrate that with an independent study by the University of Arizona.

"But there are some strong lobbyists out there that don't believe grass should be part of the environment. There's a no-growth lobby that says if you want to come here and ride horses, that's fine. But if you want to come and enjoy the sun or play golf, you don't belong."

'There are some great misunderstandings regarding water availability. There's an attitude that the sky is falling regarding water.'

— Ed Gowan, executive director
Arizona Golf Association

"There are some great misunderstandings regarding water availability. There's an attitude that the sky is falling regarding water. There's no problem with the amount of water in Arizona. It's just where it is and how it's allocated. The politics behind allocation and water rights is an old, old

battle that was started 100 years ago and continues today. That's the root of the problem — politics and perception rather than fact."

Gowan believes the use of effluent will put an end to the problem of water availability once transmission lines are built throughout the area.

"Golf courses are the perfect place to put effluent water, filtering it properly before it returns to the ground-table," he said. "The expense of the delivery systems is a problem we'll have to address, but that's not an impossible task.

"The cities will eventually be looking for effluent customers at reasonable prices.

"The result will be golf becoming recognized as an important part of the Arizona lifestyle, not only for its economic benefits, but also for its contributions to the environment by cleaning wastewater, cleaning the air, cooling surrounding land, etc."



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Honolulu

Continued from page 1

the Golf Course Division of the City and County of Honolulu Managing Director's Office.

"I don't think it's far-fetched," said Ron Duran, who as executive assistant to Managing Director Jeremy Harris, has been closely involved with West Loch since its inception 1 1/2 years ago. "Beach homes are now selling up to \$20 million ... and waterfront property is going for \$5-\$10 million."

March 15 is the deadline for bids and by mid-February more than 20 people had spent the \$100 necessary to buy the specs.

Who has taken the specs is unknown, although Duran and Mills believe wealthy Japanese developers — among those enduring the long wait for approvals on projects — must be interested.

"There are 40 golf courses on the drawing board and seeking permits from the government, and you have an attitude of the government that you've got enough golf courses, and all new sorts of regulations are coming into play in the Legislature as well as the City Council," Duran said. "It's going to be difficult to implement these golf courses, so, from that standpoint, it makes that \$100 million not too much money."

"When you stop to think that in Japan right now a membership costs \$1 million or more, you only need 100 members to form a golf club."

Duran said the initial interest in the lease is from "promoters who probably have contacts with foreign investors, primarily the Japanese. What is the commission on a sale of that magnitude? So the interest we're getting may only be the promoters."

Fasi told the Honolulu Advertiser: "Since I can't stop them (foreign investors), I'm going to try to realize what I can for the city."

Under the agreement Honolulu proposes, the course would be semi-public for the first two years; the operator would have to allow 150 rounds a day to residents. After two years it would become a private course and the leasee could sell memberships.

There is also the possibility of the city selling the course through an option that carries an additional price tag of just \$4 million.

Once the bids are all in on March 15, the Managing Director's Office will review them and negotiate with bidders if necessary.

The ultimate decision to accept a bid, however, lies with the City Council. Indications is that most of the councilors support the idea.

"It has not been put to vote," Duran said, but approval takes six votes from the nine-member council and "only one or possibly two have said anything negative about it."

He added: "It sounds like a real good idea. For example, assuming we sell it and end up with two more public golf courses, and in the meantime we can fix the prices that the purchaser charges for the

local people to play golf, I think it's a good deal."

Among the conditions the city expects to impose during the first two years of lease agreement are:

- Hawaii residents will be charged \$27 a round on weekdays and \$32 per round on weekends and holidays. Non-residents will pay market rates.

- A non-refundable \$2-million deposit will be required of the highest bidder.

Mills said the city could open the course on April 1. Any leasee or buyer would have to open by May 15.

Designed by Nelson & Wright

of Hawaii, the 178-acre, 18-hole course has received the award for excellence in planning by the Hawaii Chapter of the American Institute of Architects. It was designed and built to withstand the flooding in Central Oahu, and Robin Nelson and Rodney Wright consider it the most complicated and environmentally sensitive course either has worked on.

For his part, Mayor Fasi is already looking ahead to the prospects of building two more municipal courses and \$40 million or so in affordable housing.

He said their construction is "guaranteed."

Shangri-La facilities face \$7M facelift

Club Resorts Inc. of Dallas, Texas, plans a \$7-million remodeling of the golf courses, public areas and 500 guest rooms at Shangri-La, a regional conference facility and full-service golf resort the company bought in northeastern Oklahoma.

A \$1.5-million renovation plan had already been implemented by the previous owner, Resorts, Inc., a subsidiary of Tulsa, Okla.-based Fourth National Bank.

"Shangri-La is in the same restoration category that world-famous Pinehurst Hotel & Country Club fell under when we purchased it in

1984," said Allen Anderson, Club Resorts' vice president of sales and marketing.

It is the third major property purchase by Club Resorts in the last 18 months, joining Pinehurst in North Carolina and Barton Creek Conference Resort in Austin, Texas.

Anderson said the resort will remain fully operational during the renovations.

It encompasses two championship golf courses, full-service health spa, bowling, indoor and outdoor tennis and swimming and other facilities.



Mitsubishi, Daihatsu fulfill EPA requirements

BY PETER BLAIS

Mitsubishi and Daihatsu have worked with the Environmental Protection Agency to overcome potential violations of EPA standards and keep the Japanese utility vehicles in the golf course marketplace, according to officials of both Japanese companies.

At the request of the federal agency, Mitsubishi ceased shipping vehicles and advised its dealers to stop selling for about six weeks last summer while modifications to its Mighty Mits line were developed, said Mitsubishi Motor Sales of America Manager of Industrial Sales Robert Hertel. The

company resumed shipments in September and plans to make free-of-charge modifications to the governors of vehicles in the coming months.

Daihatsu America Inc. stopped shipments of its HIJET line of utility vehicles to dealers this fall and is working on modifications, according to an EPA spokesman who asked not to be identified. But Daihatsu dealers were still selling vehicles on hand, according to John Brozek, director of HIJET operations.

The problem revolves around the potential of both Japanese models to exceed 25 mph, the EPA's cutoff

point for a vehicle to be classified as a utility vehicle (not subject to Clean Air Act emission standards) or light truck (subject to standards).

Mitsubishi Mighty Mits are manufactured in Japan as on-road vehicles since that's the purpose they serve there and in most other countries, explained Hertel. The factory installs a governor on U.S.-bound vehicles to hold them under the 25 mph restriction.

However the EPA ruled that a qualified mechanic could tamper with the factory-installed governor so that the vehicle could exceed 25 mph. The government agency gave

the company two choices - modify the vehicle to meet Clean Air Act standards for light trucks or develop a tamper-proof way to keep Mighty Mits under the speed limit.

Meeting that limit to maintain Mighty Mits' utility vehicle status was the more practical alternative, said Hertel. Mitsubishi first removed fourth gear on its new vehicles. But they could still do 33 mph, so the EPA suggested the company also take out third gear.

That would have put too much strain on the engine and made the vehicle un-marketable, explained Hertel. So, instead, Mitsubishi agreed to design a tamper-proof,

electronic governor, said Hertel.

The EPA accepted Mitsubishi's plan and allowed the resumption of shipments and sales last fall, with the understanding the company would make the modifications as soon as possible. Hertel said his firm will begin contacting Mighty Mits owners over the next few months and set up appointments to make the modifications.

The governor can usually be replaced at the course in 15 to 20 minutes, meaning virtually no down-time for owners, said Hertel. Some vehicles may still require that fourth gear be removed, which will take somewhat longer, he added.

Mitsubishi, which began marketing Mighty Mits in the United States just last February, had any sales momentum brought to a grinding halt by last summer's sales embargo.

"Imagine being in the first year with a new product and having sales crippled after just five months," said Hertel. "But it turned out to be a good thing. The new governor is far superior to the old one. We feared the worst and got the best."

Now the company's job is to re-establish confidence in the vehicle with dealers and customers, added the company official. As for the EPA, even though it has the authority to fine Mitsubishi up to \$10,000 for each vehicle sold before the standards were met, Hertel is hopeful there will be little if any punitive action since the company thoroughly cooperated with the government agency.

Although the EPA moved against Mitsubishi under the authority of the Clean Air Act, "For all our trouble, the changes we made will have no effect on the quality of emissions," noted Hertel.

The EPA began working with Daihatsu after the agreement was struck with Mitsubishi, according to the EPA spokesman.

"They're not as far along with it (as Mitsubishi)," said the federal agency spokesman. "We're working very closely with them. . . . We're very close (to accepting a design modification)."

Brozek said most Daihatsu utility vehicles do not exceed 20 mph with their current governors. However, Daihatsu will modify certain vehicles, although what those will be has "yet to be determined," he added.

Media, Melex race for charity

Media celebrities and Sun Cities, Ariz., "VIPs" will careen through the streets of Sun City West in electric-powered golf cars on March 7 in The Second Annual Melex/Sun Cities Grand Prix.

The event, which benefits the Make-A-Wish Foundation of Central and Southern Arizona, will be held at Hillcrest Golf Club.

Preceded by a 7:30 a.m. breakfast, the 9:30 a.m. road rally through the city was held for the first time last year and raised \$6,500.



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Company	Model	Power type	HP	Max. Speed	Wheels	Tire Wdt (in.)	Turning Radius(ft.-in.)	Vehicle Lgt (in.)	Width (in.)	Weight (lbs.)	Cargo (cf)	Payload (lbs.)
Club Car, Inc. P.O. Box 4658 Augusta, Ga. 30917 Michael J. Alexander 404-863-3000 Circle No 201	Carryall I	Gas	8.5	14	4	8	8-6	101	48	679	8.7	1,000
	Carryall I	Electric	3	14	4	8	8-6	101	48	505	8.7	1,000
	Carryall II	Gas	8.5	16	4	8	10	113	50	788	15	1,200
	Tourall	Electric	3	14	4	8	8-6	100	47	490	4-seat	1,000
	Tourall	Gas	8.5	14	4	8	8-6	100	47	695	4-seat	1,000
Columbia ParCar One Golf Car Rd. Deerfield, Calif. 53531 Jack Laszewski 800-222-4653 Circle No 202	1000 Utilititruck	Gas	8	12	4	8	8	103	45	790	13.8	1,000
	1000 Utilititruck	Electric	8	12	4	4	8	103	45	1,100	13.8	1,000
	Utilititruck w/dump body	Gas	8	12	4	8	8	N/A	45	826	13.8	1,000
	Utilititruck w/dump body	Electric	8	12	4	8	8	N/A	45	1,138	13.8	1,000
	1990 G4S-Classic	Gas	8	12	4	8	8	94	44.3	735	N/A	N/A
	1990 E4S-Classic	Electric	2	12	4	8	8	94	44.3	672	N/A	N/A
	1990 P4G-Legacy	Gas	8	12	4	8	8	92.5	44.3	655	N/A	N/A
1990 P4E-Legacy	Electric	2	12	4	8	8	92.5	44.3	590	N/A	N/A	
Cushman, Inc. 900 N. 21st St. Lincoln, Neb. 68501 Clarke Staples 800-228-4444 Circle No 203	530 Turf Truckster	Gas	22	22.5	3	8, 9.5	17	99	55	975	17.3	2,000
	630 Turf Truckster	Gas	27	22.5	3	8, 9.5	17	99	55	1,055	17.3	2,000
	633 Turf Truckster	Kubota diesel	22	22.5	3	8, 9.5	17	99	55	1,165	17.3	2,000
	532 Turf Truckster	Gas	27	22.5	4	8.5, 9.5	24	106	55	1,190	17.3	2,000
	632 Turf Truckster	Gas	27	22.5	4	8.5, 9.5	24	106	55	1,190	17.3	2,000
	634 Turf Truckster	Kubota diesel	22	22.5	4	8.5, 9.5	24	106	55	1,290	17.3	2,000
	531 Runabout	Gas	22	22.5	3	8, 9.5	17	113	55	1,035	20	2,000
	GT-1, Model 570	Gas	8	12	4	8.3, 8.4	21	105	45.5	890	8	1,000
Deere & Co. John Deere Rd. Moline, Ill. 61265 Clair Peterson 309-765-4212 Circle No 204	1500	Gas	16	N/A	4	10, 12	10-10	N/A	56	890	N/A	N/A
	AMT 600	Gas	8.5	<20	5		N/A	102	51	800	13.2	600
	AMT 622	Gas	10	<20	5	12	N/A	104	54	860	13.2	600
E-Z-Go Textron 1451 Marvin Griffin Rd. Augusta, Ga. 30907 F.O. Smith 800-241-5855 Circle No 205	GXT-1500	Gas	20	24	3	9.5	10-4	124	61.5	1,400	19	1,500
	GXT-800	Gas	8	12	4	8.5	9-11	106	48	845	8	1,000
	GXT-500	Electric	2-6.5	12	4	8.5	9-3	96	48	715	5.7	1,000
Hahn, Inc. 1625 N. Garvin St. Evansville, Ind. 47711 Kent S. Hahn 800-457-HAHN Circle No 206	Multi-Pro 418	Kohler Magnum	18	10	4	10.5	7-1	94	56	920	15	1,700
	Maxi Pro 435	Wisconsin gas	35	12	4	12	8-1	120	72	1,550	34	3,900
Kawasaki Motors P.O. Box 25252 Santa Ana, Calif. 92799 N/A 800-543-MULE Circle No 207	KAF 450 B1 Mule 1000	Gas	N/A	25	4	10	14-5, 15-7	109	52	1,065	N/A	500
	KAF 540-C1 Mule 2010	Gas	N/A	N/A	4	10	N/A	112	59	1,221	N/A	1,100
Melex USA, Inc. 1221 Front St. Raleigh, N.C. 27609 800-334-8665 Bryan Taylor Circle No 208	152	Electric	2.1	12	3	8	16-5	100	52	697-743	8.6	330
	252	Electric	2.1	12	4	8	18-5	106	52	729-775	8.6	330
Mitsubishi 6400 Katella Ave. Cypress, Calif. 90630 Robert Hertel 1-800-FON-MITS Circle No 209	Mighty Mits 2 & 4WD	Gas	30	25	4	10	12-1	126	60	1,411	27.3	1,676
	Mighty Mits Tilt Beds	Gas	30	25	4	10	12-1	126	60	1,588	27.3	1,500
Ranger All Season Corp. Box 132 George, Iowa 51237 Aaron Stegeman 800-225-3811 Circle No 210	2x3	Electric	3	9.5	3	8	5	74	35	350	2.3	100
Salsco, Inc. 105 School House Rd. Cheshire, Conn. 06410 John Tucker 800-8SALSCO Circle No 211	Go-Fer	Kohler gas	8	12	3	8.5	4	119	72	N/A	29	1,000
	Mighty Mark	Kohler gas	20	15	3	8.5	4	125	72	1,500	29	2,200
Smithco, Inc. 11 West Ave. Wayne, Pa. 19087 Dan Smith 215-688-4009 Circle No 212	RC85ER	Kohler gas	8	12	3	9.5	N/A	102	60	710	23	1,000
	Runaway	Kohler gas	23	18	3	9.5-10.5	2-7	119	63	1,600	N/A	1,500
	Bandit	Kohler gas	23	16	4	12	10-4	129	55	1,560	N/A	1,500
Taylor-Dunn 2114 W. Ball Rd. Anaheim, Calif. 92804 Lori A. May 714-956-4040 Circle No 213	B2-10	Electric	6	12	4	5	10-5	120	44.3	1,360	44x76.3	2,400
	R6-80	Gas	8.6	13	4	5	9-6	98	42.5	675	32x42.5	1,150
The Toro Co. 8111 Lyndale Ave. So. Minneapolis, MN 55420 Dennis L. Brown 612-887-8805 Circle No 214	08326 Workmaster	Kohler gas	14	11	3	8.5	N/A	106	57	960	N/A	1,000

GOLF COURSE NEWS

Utility vehicle options abundant

BY PETER BLAIS

The options seem endless.

Club Car, Columbia ParCar, Cushman, Deere, E-Z-GO, Hahn, Kawasaki, Melex, Mitsubishi, Ranger All Season, Salsco, Smithco, Taylor-Dunn, Toro and on and on and on. . . .

Almost everyone has a utility vehicle designed specifically with the golf course superintendent in mind. Perhaps that's not surprising considering the recent growth of the sport. But, E-Z-GO Turf Sales Manager Frank Smith, for one, sees a possible industry shakeout coming.

"I'm not a pessimist. But I don't see how a lot of these companies are going to stay in the business. The utility vehicle industry is growing. But not as fast as other vehicles (golf carts). You just don't need as many," he explained.

National Golf Foundation figures show that the average 18-hole course has about a half-dozen utility vehicles, according to Club Car Product Manager/Carryall Line Mike Alexander. The golf car fleet is likely to be five to 10 times that size.

That utility vehicle pie looks to get sliced even further as more Japanese and Korean companies belly up to the table.

Most Japanese utility vehicles are pick-up trucks that have been modified for off-road use in the United States, explained Mitsubishi Motor Sales of America, Inc. Manager of Industrial Sales Robert Hertel. Foreign manufacturers have yet to develop specialized turf care accessories and attachments, although Japanese engines are increasingly driving American-made turf-care vehicles.

"So we're already competing with ourselves in a way when we sell utility vehicles," said Hertel. "If a Japanese company wants to get into the field, they'll spend a lot of money on research first. There are a lot that are capable."

"They (Japanese and Koreans) certainly have the potential to influence the market," agreed Cushman, Inc. Advertising Manager Scott Stuckey. "They haven't been a major factor so far because of the distribution networks Americans already have set up. That's one of the reasons Americans have had the upper hand so far. But they'll become more of a factor in the future."

Utility vehicles are replaced at various rates depending on the region of the country — for example, approximately one a year in the year-round playing conditions of the Southeast compared to every two years in the limited-season Northwest, according to the NGF.

Durability is one of the most important considerations when a superintendent goes shopping for a new vehicle, said Alexander. So, too, are price, versatility and service.

"Price is a significant factor. It's not somewhere between second and fifth like a lot of market researchers say. Superintendents are looking for a combination of price, durability, versatility and service," said the Club

Continued on page 33

Towing Cap.(lbs.)	Ground Clear.(in.)	Distribution Area	Retail price	Attachments (Can vary w/model
1,000 1,000 1,000 N/A N/A	4.5 4.5 4.5 4.5 4.5	Int'l Int'l Int'l Int'l Int'l	\$ 3,985 \$ 3,667 \$ 4,692 \$ 3,528 \$ 3,928	Portable refreshment center; trailer hitch; canopy top; snap-on tinted windshield; weatherproof enclosure; custom cab assembly; driving range protective enclosure.
N/A N/A N/A N/A N/A N/A N/A N/A	4 4 4 4 4 4 4 4	Int'l Int'l Int'l Int'l Int'l Int'l Int'l Int'l	\$ 5,010 \$ 5,010 \$ 5,867 \$ 5,867 \$ 4,250 \$ 3,920 \$ 4,235 \$ 3,910	Steel and wood sides and tailgate; bedliner; many others.
3,000 3,000 3,000 3,000 3,000 3,000 3,000 1,000	4.6 4.6 4.6 4.6 4.6 4.6 4.6 5	Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l	\$ 6,500-\$8,000 \$ 7,200-\$8,800 \$ 9,200-\$10,500 \$ 7,900-\$8,900 \$ 7,900-\$8,900 \$ 9,900-\$11,500 \$ 5,400 \$ 3,295	Quick aerator; Greensaver aerator; core harvester; top dresser; greens sprayer; vicon spreader; seed and fertilizer; spreader; cab; heater; custom spray applicator; low profile 120- and 150-gallon sprayer; carrier set; tailgate ramp
N/A N/A N/A	3.3 10 10	N/A N/A N/A	N/A N/A N/A	Sprayer, spreader, utility bed, 90-boom mower Hydraulic dump cylinder
3,000 3,000 3,000	7 5 5	Nat'l Nat'l Nat'l	See dealer See dealer See dealer	PTO, sprayers, aerators, hydraulic dump, cab, top dresser, seeders, loading ramp; ball picker cage, lights, sprayers, loading ramp, windshield, solid-state energy control
1,700 3,900	10 8	Nat'l Nat'l	\$ 7,500 \$12,900	160-gal sprayer, 17.1 cu. ft. spreader/topdresser 300-gal sprayer, 31 cu. ft. topdresser
1,000 1,000	8.1 6.7	N/A N/A	\$ 5,395 \$16,495	
N/A N/A	N/A N/A	Nat'l Nat'l	See distributor See distributor	Utility platform with wooden or metal sides
N/A N/A	N/A N/A	Nat'l Nat'l	\$ 7,150-\$9,495 \$ 8,495-\$10,495	Locker box
N/A	5	N/A	\$ 3,495	Various baskets and carriers
N/A 1,500	7 7.5	Nat'l Nat'l	\$ 3,195 N/A	None None
N/A N/A N/A	6 10 10	Int'l Int'l Int'l	\$ 3,500 \$ 9,000 \$10,000	None Hydraulic dumping system, PTO, cabs, sprayer, vicon spreader
8,400 5,000	14 14	Nat'l Nat'l	\$ 4,987 \$ 4,695	Cab, doors, stake sides, steel cargo box, type EE. Convertible seating for two more passengers, cargo sides, steel cab and doors, lockable toolbox, enclosures, flat-out tire treatment.
N/A	9	Nat'l	See distributor	Yes

CMAA president ranks education top priority

BY MARK LESLIE

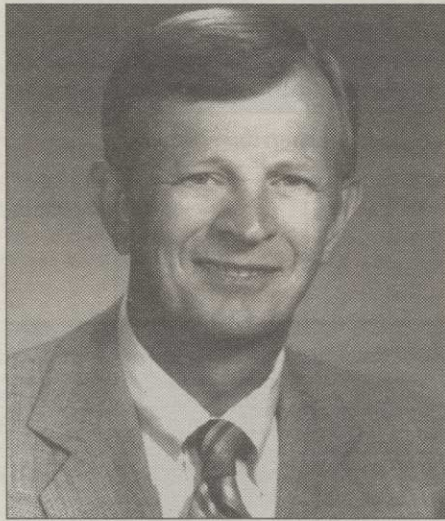
The new president of Club Managers Association of America has outlined a five-prong program he will stress in his year in office while continuing to emphasize education above all else.

Kenneth W. Brown's five-part approach includes:

- Fiscal responsibility. "We will review our operations procedures in an effort to more efficiently and prudently run our national association," he said. "We have analyzed our shortfalls and are establishing policies necessary to make sure CMAA operates in the black."

Brown, the general manager of the Indianapolis (Ind.) Athletic Club, said the CMAA had a number of one-time expenses last year, during which it sold its headquarters building for \$1.3 million and bought a new one in Alexandria for \$3 million, then had to spend \$120,000 to \$140,000 for rent over four months when the new offices weren't ready on time.

- Member services. "In the last four years we have added many new member services ... which have all been designed to provide career assistance and enhance professionalism," Brown said. "This year my plans are not only to work on strengthening each one of these new services, but also to set an evaluation of all of our existing services to make sure we aren't doing things we don't



Kenneth W. Brown

need to do."

- Education. He cited a "tremendous growth" over the last two years in CMAA's business management institute programs. "We started out with Business Management I, Business Management II. Now we have III and IV, and we're getting ready to get V on line. We're constantly striving to improve our education," Brown said.

Keeping members abreast of the regulations and other problems they face, and how to overcome them, is a vital part of CMAA's duties, he said.

- Professional integrity. Brown said the

association is continuing to strive toward recognition of the chief executive officer of the clubs through media attention, articles that members write and speaking engagements.

He said the public usually doesn't realize the extent of a club's operations. For instance, he said the two clubs he manages totaled \$6 million in sales last year.

- Innovative leadership. CMAA has 4,500 members and 52 chapters.

Citing Immediate Past President Ed Hoffman's whole theme of leadership through the grassroots, Brown said, "It was an excellent theme and we're just going to strengthen the grassroots leadership and even enhance it more.

"We're trying to train and motivate our chapter officers so we can communicate better with our members."

He said that only 1,300 managers of CMAA's 4,500 members attended January's annual meeting in Orlando, Fla. "That means we were missing more than 3,000 of our

Five-prong program

- 1) Fiscal responsibility.
- 2) Member services.
- 3) Education.
- 4) Professional integrity.
- 5) Innovative leadership.

members. We need to communicate with these people through our grassroots leadership, which is a chapter system," he said.

Brown said even though CMAA has a committee, office and annual conference on governmental affairs, its officers have decided the association is not a lobbying group and will rely more heavily on the National Club Association.

"We have just established a new working relationship with the National Club Association and will be working closer than ever with it," he said.

CMAA officers take posts

Indianapolis Athletic Club General Manager Kenneth W. Brown heads a new slate of officers and directors elected by the Club Managers Association of America.

Officers serving with Brown are Vice President James D. Pearce, manager of The Dallas Club in Dallas, Texas, and Secretary-Treasurer Jack R. Sullivan, general manager of Grosse Pointe Yacht Club in Grosse Pointe Shores, Mich.

New national directors are Edward Henderson, general manager of the Jackson (Tenn.) Country Club, John A. Jordan, general manager of the Cherokee Town & Country Club in Atlanta, Ga., William A. Schulz, general manager of Twin Orchard Country Club in Long Grove, Ill., and Jay DiPietro, general manager of Boca Raton (Fla.) West Country Club.

The officers will serve one-year terms, while the directors' terms are three years, except for DiPietro's, which is one year.

Brown joined CMAA in 1966, was first elected to the board of directors in 1984 and served as secretary-treasurer in 1988 and vice president in 1989. He has worked on various committees including executive referral service, student development, membership development and maintenance, candidates forum and long-range planning.

Pearce, who has been president of four chapters, joined CMAA in 1959, was elected to the board in 1985 and was secretary-treasurer last year.

Sullivan, a former president of the Wisconsin Badger Chapter, has served the national association on several committees and as a board member of the Club Management Institute (CMI) Foundation. He joined CMAA in 1977 and was elected to the board in 1985.

Henderson, who has served on the magazine and research and publications committees, joined CMAA in 1961.

Jordan, a member since 1965, has worked as a CMAA regional representative and on various committees since joining the organization in 1965.

Schulz was re-elected to the board, which he was first voted onto in 1988. He has been on a number of CMAA committees and its Culinary Team, SAC Inspection Team and Executive Career Services since joining in 1974. He is a recipient of the Chapter Achievement Award.

DiPietro joined CMAA in 1977 and has service on various committees including conference and chapter services.

N.J. Turfgrass group elects Dickison

Upper Montclair Country Club superintendent Bob Dickison has been elected president of the New Jersey Turfgrass Association.

Dickison, a certified golf course superintendent, has been a district director, vice president and president of the Golf Course

Superintendents Association of New Jersey.

He also served on the Golf Course Superintendents Association of America's Communication and Awards Committee.

He was presented the GCSANJ Distinguished Service Award in 1988.

LeSage heads environmental alliance

Armand LeSage, superintendent at White Beeches Golf and Country Club in Haworth, N.J., is serving as president of the Alliance for Environmental Concerns in New Jersey.

Vice president of the alliance last year, LeSage has worked on the Government Relations Committee for the Golf Course Superintendents Association of America.

Central Pa. association elects officers

New officers of the Central Pennsylvania Turf Association are President Mark Jacobs, Vice President Jeffrey Fry, and Secretary-Treasurer John Chassard.

Elected to the board were Sam Anyder, William Wall, Dave Rafferty, Tony Goodley, Robert Beyer, Lavern Krout and Ted Zabrewski.

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Dr. Richard Skogley, center, receives honors from representatives of the Professional Turf and Landscape Conference, Inc. at the organization's annual conference at Westchester County Center in White Plains, N.Y., in January. Left to right are Frank Sansotta, president of the New York Turf and Landscape Association; Al Maiorano, president of the Westchester Gardeners Association; Frank Claps, festivities chairman; and Angelo Maiorano, president of the Long Island Landscape Gardeners Association. Skogley, who retired last fall from the University of Rhode Island after 35 years, was cited for his innovative techniques in research and development in the turf profession. "Legions of Dr. Skogley's students will forever be indebted to him for his unselfish commitment to their professional growth and for always being available when they called upon him for assistance. He never held back. Dick is a true professional, educator, humanitarian, research specialist, and, above all, a nice person," a conference official said.

Green Section to get 'huge investment'

BY MARK LESLIE

The United States Golf Association will make "a huge investment" in its Green Section in the near future, according to the organization's new president.

C. Grant Spaeth, a Palo Alto, Calif., attorney elected the USGA's 51st president at its annual meeting in January, said that outside of the governance of playing the game, nothing has a higher priority than research into the questions from drought-resistant grasses to environmental issues.

He said focusing on the Green Section is "absolutely in order."

"We don't see (research and development) happening in the private sector," Spaeth said. "Some research simply has to come from a place other than the laboratories and R&D investments of private enterprises."

"We're the only significant player in the field. We've been investing maybe \$1 million a year. That will increase, I know."

Spaeth said the Green Section "may



C. Grant Spaeth

change its orientation to be more problem-solving because the relationship with the superintendent and the architect is sensational. It's wonderful. It works better than any collaborative thing we do."

Citing "extraordinary talents" in the USGA from Executive Director David Fay to Green

Section National Director Bill Bengeyfield, Spaeth said the staff is "absolutely committed."

"It's a matter now of stepping back and saying: 'Do we want to be more responsive to environmental and superintendent needs? Or are we being responsive enough?' I want an answer to that question," he said. "Also, what's the criteria? Do we look at regional issues? Do we hang in there with drought resistance (research)? There are some fundamental policy decisions to be made by the board."

Spaeth said the USGA has a lot of resources and he wants "an efficient and effective deployment" of them.

100th anniversary

Spaeth, who succeeds William C. Battle of Ivy, Va., said he is "very, very upbeat" about his two-year term in office.

The key to his excitement is that USGA turns 100 years old in 1994-95 and officials have been asked to be "as expansive as they

can" to make 1995 the most important occasion in golf in this country.

Spaeth has asked that employees and board members dream big.

"What should we do in research? We need \$18 million? OK, let's raise it. How many more public golf courses should we build? Let's target it. Someone wants a Western Golf House. Let's say, 'Go for it.'"

"So everybody's in a 'go-for-it' mood, and that becomes an upbeat mood because you've got people dreaming."

These questions are all on everybody's agenda at the USGA until an April get-together.

"I'm looking very excitedly about in the next two years launching a five-year centennial-oriented program," Spaeth said. "I think it could be fabulous — and a very happy experience."

"By June we should have a very detailed blueprint of a set of goals and a way of achieving them between now and the summer of 1995."

USGA elects slate of officers

C. Grant Spaeth of Palo Alto, Calif., has been elected to head a new group of officers for the USGA, including Vice Presidents Stuart F. Bloch of Wheeling, W. Va., and Reg Murphy of Baltimore, Md.; Secretary B.P. Russell of Morristown, N.J.; and Treasurer Eugene M. Howerdd Jr. of Atlanta, Ga.

Elected to the 1989 Executive Committee, which sets USGA policies, were Raymond Anderson of River Grove, Ill., Judy Bell of Colorado Springs, Colo., D. Ronald Daniel of New York City, John P. Diesel of Houston, Texas, T.J. Mastalir Jr. of Englewood, Colo., John D. Reynolds III of Augusta, Ga., Richard Runkle of Los Angeles, and F. Morgan Taylor of Hobe Sound, Fla.

New members elected to the Executive Committee are Thomas Chisholm of Birmingham, Mich., Jerry Stahl of Rochester, N.Y., and Peter Trenchard of Sister Bay, Wis.

Spaeth succeeds William C. Battle of Ivy, Va., an Executive Committee member since 1978 who, according to custom, served two one-year terms as president.

Joe Jemsek of Lemont, Ill., and Robert W. Willits of Kansas City, Mo., also retired from the Executive Committee.

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Environment Maples' major concern

New ASGCA president taking office for 1990

BY PETER BLAIS

A series of pipes, streams and small lakes is spread across Dan Maples' Pinehurst, N.C. backyard, the handiwork of his 8-year-old son, Brad.

"He's got four or five courses built back there," said the elder Maples, who will become president of the American Society of Golf Course Architects at this month's annual ASGCA meeting in Pebble Beach, Calif.

If Brad follows in his father's footsteps, he will be the fourth generation of Maples to get involved in golf course architecture.

Dan's grandfather, Frank Maples, was one of Donald Ross' construction superintendents. Dan's father, Ellis, worked for Frank before becoming a course architect in the 1950s and designing such well-known layouts as the Country Club of North Carolina and Grandfather Golf & Country Club.

Dan joined his father's firm in 1972 after graduating from the University of Georgia with a degree in landscape architecture. While with Ellis Maples & Associates he assisted in the design of Ford's Colony CC in Williamsburg, Va.; Devil's Knob in Wintergreen, Va.; and a nine-hole addition to Bermuda Run G&CC, the Clemmons, N.C. facility originally designed by his father.

Dan set out on his own in 1979. Marsh Harbour Golf Links in Calabash, S.C. was his first solo effort. Some of his better-known works include Oyster Bay Golf Links in Sunset Beach, N.C. (Golf Digest's 1983 Resort Course of the Year) and The Pit Golf Links in Aberdeen, N.C. (among Golf Digest's Top 50 U.S. Public Courses).

So, it is with three generations and 18 years of personal design experience behind him that the 44th president of the architects' association asserts that the environment is the major issue facing his organization.

"I'll be pretty environmentally oriented," said the Pinehurst, N.C.-based designer. "We've been dealing with a lot of environmental issues throughout the Southeast. There are some things we can do and some things we can't do. Trying to determine the difference is our biggest problem."

The ASGCA has grown from a handful of members when the group was formed in the 1940s to more than 100 today. While that represents a significant increase, the total membership pales next to many other golf associations.

"We're concerned with the quality of people we're bringing in. It's not just an open society. You have to be sponsored by three people. Every year we keep working on our quality of applicants," said Maples, who joined the ASGCA as an associate member in 1973 be-



Dan Maples

fore advancing to the board of governors, treasurer, secretary and his current post of vice president.

Quality as a goal has to be extended to the work done by members of the architects' society, especially during these times of rapid change.

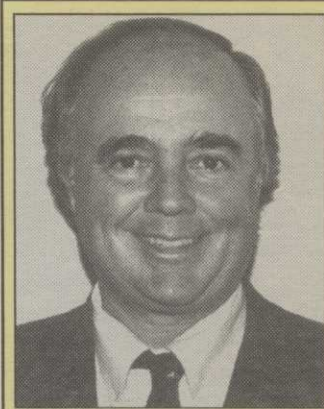
"We need to keep building quality courses as the demand rises. We have very strong demand now so one of our goals has to be building quality courses," said Maples.

Of his predecessor, Robert Trent Jones Jr., who is building a course in the Soviet Union, the

new president said: "He did a good job, an excellent job. Bringing the Russians on a golf tour of the United States probably helped the whole country. It was really good PR."

Maples is also designing courses internationally. He is finishing up a course in Spain and is in the planning process for 27 holes in Hanover, West Germany.

Domestically he concentrates on the Southeast but is working on two projects on the island of Hawaii, one in Elizabeth City, N.C., and another in Old Orchard Beach, Maine.



Robert Trent Jones Jr., who has championed the cause of educating the public about the environmental benefits of golf courses, ends his term as ASGCA president in March.

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Environment focus of architects' conclave

BY MARK LESLIE

Everybody in the golf industry has a stake in the environment and laws governing its use, says Paul Fullmer, and so the American Society of Golf Course Architects will focus on those issues at its annual meeting March 24-27 in Pebble Beach, Calif.

Fullmer, executive secretary of the ASGCA, said from his Chicago, Ill., office: "The environmental challenge is the No. 1 issue in the golf industry and that's why we're addressing it so heavily in this particular conference. We will continue to until we get some of these problems resolved."

'Everybody has a stake in this (issue).'

— Psul Fullmer

ASGCA Executive Secretary

"Everybody has a stake in this," he said. "The PGA (Professional Golfers Association) does, too. If the course doesn't get built there will be no pro there and no pro shop. The same with the superintendents. If the course is delayed or killed, there's no job for the superintendent. So everyone has a vested interest."

Highlighting the 44th annual meeting will be the 15th Annual

Donald Ross Banquet at 7:30 p.m. Monday, March 26, at which the Ross Award will be presented to John Zoller, former senior executive director of the Northern California Golf Association.

A walking tour of Cypress Point Country Club will be held at 2 p.m. Saturday, March 24. On Sunday, the updates and lectures on the environment will begin.

A professional development

seminar, "Developing Golf Courses in Environmentally Sensitive Areas," by Gary Anderson of Espey, Huston & Associates will be presented at 8 a.m. Sunday.

Monday at 8 a.m., another professional development seminar, "Golf on the Monterey Peninsula: Case History of Spanish Bay," will be led by USGA Past President Sandy Tatum; Lee Otter of the California Coastal Commission; environmental consultant Larry Seemans; and architects Robert Trent Jones Jr. and Don Knott.

At 9:45 a.m. Monday a roundtable on environmental impact will be conducted by the Al-

lied Associations of Golf.

Tuesday J. Steve Godfrey of Biological Research Associates will present a seminar at 8:30 a.m. entitled, "Integrating the Environment into Golf Course Design: Opportunities for Wetlands Mitigation, Storm Water Treatment and Wildlife Habitat." The Japanese journalist and golf course architect Takeaki Kaneda will talk on "Golf in Asia" at 9:45 a.m.

The annual ASGCA tournament will fill the afternoons the last three days, and the organization's full membership and various committees will also meet.

Fullmer said the ASGCA headquarters is surveying its members "to get specific information on their relationship with various environmental agencies" and to draft guidelines both for golf developers and for those agencies.

He said many governmental agencies have new board members and "sometimes regulations are being interpreted differently in different areas depending on the individual. We would like to get a standardization (of the laws)."

Fullmer cited an instance at last year's Michigan Golf Summit at which an official with the Michigan Department of Environmental Resources said it would help if there were standard guidelines for everyone to follow.

Fullmer said people in the golf industry and government agencies are getting "more sensitive to the issues."

"If the situation has improved," he said, "I think it's because the golf industry has improved its presentations. There were many times when the full (development) team didn't appear at various hearings. The key player many times is the developer, and when he doesn't appear himself, that rubs various commissions on the local level the wrong way. It's very important for the developer to be front and center on this thing to answer questions, and if he's not there he starts out with a strike against him."

Fullmer said the architects who have had the greatest success taking projects through the government bureaucracy are "the ones who not only do their homework and come in with a very comprehensive presentation, but who also have the full team there to answer questions, et cetera... So we're encouraging our members to come in with every piece of ammunition they can, plus bring every member of the team."

The ASGCA meeting will be a step in the right direction, he said. "We will get information there to take back to the Allied Associations of Golf to help formulate a book that will be accepted by the EPA (Environmental Protection Agency), the Army Corps of Engineers, the Department of Natural Resources and these kinds of people."

Fullmer said a record attendance looms for the March conclave.

"The conference is looking pretty good," said incoming

Continued on page 26

Issues

Continued from page 1

the fact that the maze of government regulations is different for every project.

Lindsay Ervin of Crofton, Md., said many decision-makers in the environmental agencies are uneducated in the issues and have become unwilling to mitigate.

From other areas of the country the importance of environmental concerns was echoed — from Jeff Brauer and Kenneth Dye of Texas to Michael Hurdzan and Arthur Hills of Ohio; Tom Fazio and Clyde Johnston of the Carolinas; Jack Nicklaus and Gordon Lewis of Florida; Stephen Kay of Purchase, N.Y.,

and Philip Wogan of Topsfield, Mass.; and Richard Phelps of Evergreen, Colo.

Griffiths, who in 1989 finished courses in Georgia, Florida and Texas, said, "Every project is taking an education for us to find and satisfy what the regulations are... Every new project entails different regulations, more stringent regulations. And that means it costs our client more time and more money."

Five years ago, Griffiths said, wetlands laws were lenient enough to allow filling some areas and enlarging others.



Architect Bob Lohmann incorporated wetlands into this hole at Oak Knoll Golf Course in Streamwood, Ill.

"That has slowly changed to almost everywhere they say, 'We don't even want you in the wetlands,' " he said. "There are some

cases where you have limited land, boundary constraints, whatever, and in some cases your project won't work if you can't infringe (on the wetlands)."

Griffiths said "one of the really scary things we're seeing now" is that now that the Corps of Engineers and EPA are going to regulate the wetlands together.

"That is going to mean more problems. It has far-reaching implications," he said. "We're heading to where it's going to be literally impossible to touch wetlands."

Ervin said there is mass fear about the use of nitrogen and pesticides on water quality.

"A lot of this fear is a lack of education by the agency people, at least as far as golf courses are concerned," he said. "A lot of studies are coming out now showing that there is some but not nearly as much pollution as the agencies think (from golf courses). I think educating them and showing them that golf courses are good for the environment, not bad, is a process that's going to take a while; but I think it has to be done in order to help lessen the impact on golf courses."

Ervin, who is designing courses in Maryland and Virginia, agreed that the wetland issue is a problem. "It's getting more and more stringent. They (agencies) don't want you to get in there to touch it," he said, adding that cutting trees in some areas of the country is being stopped.

Ervin believes many regulations start on the local level before becoming nationwide.

"One state, or one county might implement something, and then over the course of a few years, other states or other counties look at it and do the same. Like sediment control. At one point there was no sediment control at all. Now it's spread throughout most states. At one time Virginia wasn't too bad to work in at all; but now it's a bear to get anything approved," he said.

Citing industry efforts to compile information and knowledge to persuade control agencies that golf courses do not pollute the environ-

Continued on page 27



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Patent Pending

ASGCA

Continued from page 25

ASGCA President Dan Maples. "We usually have a pretty good turnout. I'd say out of 100 members, we should have 60 to 70... It gives us a chance to see other courses as architects when we go to an area like that. You have 60 or 70 architects who are going to be playing three, four or five courses in that area. So that's part of our education, too."

Four associate members face a vote for full membership, and about 15 are applying for associate membership, Fullmer said.

Pointing to years in the past when there were no architects eligible for membership, Fullmer said, "Part of the golf boom is reflected in the number of our applications. Last year a record (seven) number of people were brought in. The society is changing quite dramatically."

Issues

ment, Ervin said, "I think it's just going to be a matter of time. I think like anything else, anything new: People are somewhat skeptical at first; and then you keep ... presenting information to them, and pretty soon they become convinced that this is really true."

But he said until then he is finding that some regulatory agencies "don't want to mitigate with you. They don't want to try to solve a problem" by finding ways to preserve a marsh, for instance. Rather, they will say, "You're not going to do this, period. If you want to, you're going to have to fight us." And that's probably the most frustrating point."

Griffiths said the environmental snags are affecting another of the crucial issues facing architects: costs of construction and maintenance.

"It's a bit scary," he said. "One of our major goals is to fight cost increases in construction of golf courses. Twenty years ago we could build a relatively difficult project for \$500,000. For the same project today, we're lucky to get it under \$2.5 million to \$2.8 million."

"We're very fortunate that in today's industry, a golf course venture can be a very lucrative business. Four or five years ago that was not the case. But as these things keep climbing it's going to make the economics of golf courses more and more difficult."

Griffiths cited as an example the Chi Chi Rodriguez course in Clearwater, Fla. The initial budget for drainage was about \$130,000. "When we got all done running the water every which direction to satisfy all these agencies that came in, the drainage budget had pushed \$500,000. That was literally 25 percent of the cost of the golf course."

Gary Panks of Phoenix, Ariz., one of seven people surveyed to point out the rising cost of construction as the major problem, contributed the escalation to recent trends in design.

"So many of the architects are trying to outdo their competitors, trying to make the golf courses more interesting, more photogenic. They have added more features, such elaborate waterfalls, that tend to raise the costs... We need to temper that enthusiasm for producing a new and exciting product with who's going to be using the golf course and can they afford the cost? Because all that cost has got to be passed on to the golfers, who pay the bill."

"I don't think you'll get any argument that the 15-20-handicap golfer is paying most of the bill."

Panks argued that it is "still possible to design a golf course to challenge the best players in the world and have a course that is suitable for the majority who are playing — such as Augusta National."

He added that highly contoured designs are "a lot more labor-intensive for the superintendents."

X.G. Hassenplug of Pittsburgh, Pa., agreed, saying the most critical issue was "to build and design

golf courses... at a reasonable cost," avoiding the "danger of pricing golf out of the market."

And John Watson of Lachute, Quebec, Canada, added that architects must "fulfill the need for more public facilities at reasonable costs!"

More than one architect pointed to quality help.

Robin Nelson of Honolulu, Hawaii, said, "Both quality contractors and architects are in short supply."

He explained that while many landscape architects are capable at their jobs, golf course design "is hard to grasp" and takes a lot of

experience.

Ron Fream, of Santa Rosa, Calif., said he feels the major issue is "to continue to provide high-quality levels of service while dealing with increasing volumes of work."

Still others — Johnny Miller, Ed Seay and Geoffrey Cornish — said keeping designs natural, playable and fun is the most critical issue.

Miller, of Los Angeles, said architects should keep designs natural and simple, eliminating artificial features, and make greens "more mellow."

Cornish, a former president of the ASGCA, said from his Amherst, Mass., headquarters, that the ma-

major task is "creating a golf course that is a true test for those who yearn to excel and at the same time provide a comfortable round for those out to relax and enjoy themselves."

Seay, Arnold Palmer's partner and another former ASGCA president, said architects should not lose sight of playability and fun.

In recent years, course designs have become too difficult, Seay said, "and I think that was because of the competition. One owner wanted to outdo the other owner, therefore putting the architect in the situation of being told to build a course tougher and better and

'Both quality contractors and architects are in short supply.'
— Robin Nelson

more talked-about than the one down the street."

"There's no question that most of the courses that are 'rated' are the ones that beat your brains out... But the average player doesn't have the skill or the time to put into his golf game to play that course. We've always considered fun as the primary thing and beauty the second..."

"My one thought on golf design of the '90s is 'wider.' "

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ON THE MOVE

Hogan Co. appoints Hueber president

David B. Hueber, executive vice president since February 1989, has been appointed president and chief executive officer of The Ben Hogan Co.

Prior to joining Hogan, Hueber was president and chief executive officer of the National Golf Foundation. Before joining NGF, he served as vice president of PGA

Properties and as assistant to the commissioner of the PGA Tour.

During his five-year tenure at NGF, Hueber orchestrated two highly successful Golf Summits and was instrumental in developing a Strategic Plan for the Growth of Golf.

He and his wife, Cindy, have a 6-year-old son, Benjamin.

Potts to chair management institute

John C. Potts, superintendent of Parks in Peoria, Ill., has been named chairman of the board of regents of the National Institute of Golf Management in Oglebay, W.Va.

The two-year instructional program is held annually in conjunction with the National Golf Foundation and is accredited by Golf Course Superintendents Association of America, United States Golf Association, the Professional Golfers Association of America, the Ladies Professional Golfers Association and North Carolina State University.

Classroom instruction, lectures and group forums have produced

more than 400 management professionals since the program began in 1984.

Potts was a member of the first graduating class and has been a regent since then. An instructor for four years, he was chairman-elect in 1989.

As chairman, he will host the mid-term meeting in Peoria in June and will develop and direct that session agenda and oversee school operations.

Potts joined the Peoria Park District in 1976 as chief of park police, then became superintendent of parks in 1978.

He has a bachelor's degree in management and master's degree



John C. Potts in outdoor recreation resources management from Southern Illinois University.

Pebble Beach nabs Spengler as vp of golf

Paul J. Spengler Jr. of Woodland Hills, Calif., who has produced more than 500 hours of golf telecasts, has been named vice president of golf for Pebble Beach Co. and will assume his duties on April 1.

Pebble Beach Co. President Tom Oliver said: "Paul's primary responsibility will be to secure the position of the company's golf operation to make it the finest of any resort in the country. His duties will require the blending of golf operations with other facets of The Pebble Beach Resorts to enhance and foster its image as an internationally acclaimed golf destination."

Spengler comes from Ohlmeyer Communications Co., where he was director of golf operations and producer of ESPN golf telecasts for the PGA and Senior PGA tours and LPGA events.

He has produced seven Skins Games and three Senior Skins Games on NBC, over the last five years.

A frequent amateur player in the Pebble Beach National Pro-Am, Spengler has served as a member of the USGA Junior Championship and USGA Mid-Amateur committees in Hawaii.

During the 1984 Summer Olympics in Los Angeles, he was venue director for the Los Angeles Olympic Organizing Committee in charge of managing the offices for the International, National and U.S. Olympic committees.

Capitol Stamping appoints Bergen

Robert A. Bergen has been appointed purchasing manager for Capitol Stampings Corp. in Milwaukee, Wis.

Bergen, 26, will supervise all functions of purchasing for the company, which designs and manufactures chain- and belt-driven power transmission pulleys, sprockets and related components.

Bergen had been purchasing agent with Bolens Corp. of Port Washington, Wis., a lawn and garden equipment manufacturer. He began with Bolens as a purchase parts scheduler and was promoted to buyer and purchasing agent.



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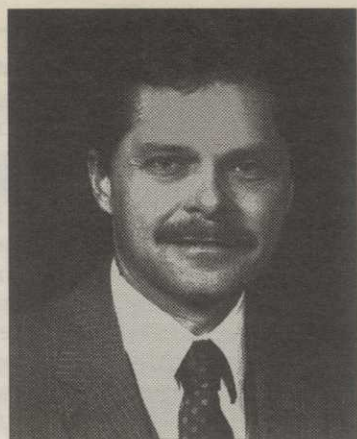
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Stuart named vice-president at Ransomes

Thomas Stuart has been appointed vice president of engineering for Ransomes Inc., in Johnson Creek, Wis., according to president Helmut Adam.

"Ransomes' continued rapid growth and expansion into the golf/turf market as well as the addition of the turfrenovation product line created the need for this management expertise," Adam said.

Stuart previously was vice president of engineering for Blackhawk Automotive, a division of Applied Power of Milwaukee, Wis.



Thomas Stuart

a bachelor's degree from the University of Wisconsin-Milwaukee and master's in engineering management from Milwaukee School of Engineering.

Opperman sales rep at Williamson

Fred D. Opperman, past president of the Midwest Association of Golf Course Superintendents, has joined Williamson Nursery and Associates, Inc. of Huntley, Ill., as horticultural sales representative.

Opperman has worked in golf course management for more than

25 years, and was superintendent at Glen Oak Country Club in Glen Ellyn, Ill., for 19 years.

He has been editor of "The Bull Sheet," the monthly newspaper of the MAGCS, for six years.

A graduate of Pennsylvania State University, Opperman is a certi-

fied golf course superintendent. He will be responsible for the sale of nursery stock, transplanting services, and various fertilizer products to golf courses, park and school districts, and municipalities.

Ranks moves from Penobly to VA-JO-WA GC

Dave Ranks, superintendent at Penobscot Valley Country Club in Orono, Maine, for four years, has taken the superintendent's reins at VA-JO-WA Golf Club in Island Falls, Maine.

Ranks is a former superintendent at Wawenock Country Club

in Walpole, Maine, and assistant superintendent at Waterville (Maine) Country Club and Natanis Golf Course in Augusta, Maine.

At VA-JO-WA he said he doesn't plan major cosmetic changes, "just gradual improvements that will improve playing conditions for all

players. Our goal is to make VA-JO-WA one of the top courses in the state."

Ranks is a graduate of the University of Massachusetts' Stockbridge School of Agriculture, where he concentrated on agronomy and turfgrass science.

Handicapped

Continued from page 1

The obstacles

Most golf courses present major accessibility problems for handicapped golfers, whether they are wheelchair-bound or disabled in other ways.

"Until there is a way that we can get those (golf) cars around and get them on the greens and tees, people who have to ride in them and can not get out of them are going to have a real problem getting on real golf courses," said Peter Longo, an expert on handicapped golfing and member of Edwin Shaw's advisory committee on the project. "Until we can somehow get around that problem ... then the mass of people who are wheelchair-bound will not be able to actually play the game like everybody else can because they can't get on the greens and sandtraps..."

"People who can get around on crutches can play the game. But until we can get wheelchairs up there, the others can't."

"The No. 1 problem is accessibility," agreed Bob Wilson, executive director of the National Amputee Golf Association. "In California, for instance, handicapped parking is required by law at municipal courses; yet what good does that do if the courses themselves aren't accessible?"

"Right now the numbers of golfers in wheelchairs are few, but in the next 10 years there are going to be a lot," Wilson said, referring to the PGA-written "First Swing" clinics that are being taught to the handicapped nationwide.

By 1995 there's going to be a big demand for accessibility, Wilson said, adding: "The handicapped are the worst organized minority in the country. If they do get organized, the demand will intensify because there will be somebody out there screaming."

"And the 'munis' (municipal courses) especially will feel it because it's (accessibility) required by law and because the handicapped are supporting the courses through their taxes."

Getting onto tees and greens is the biggest obstacle for handicapped golfers, Wilson said.

Architect Barry Serafin of Hurdzan Design said accessibility

Continued on page 30

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Handicapped

Continued from page 29

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- Flat sand traps.
- And, possibly, an artificial turf such as Mod-Sod on the tees and greens.

Recent advances in technology — from the grate-type structures to the Modified Distance golf ball to customized golf cars and wheelchairs — could have a major impact on the Edwin Shaw Hospital facility and others of its type in the future.

Cinson added that once the hospital's new golf facility opens — perhaps as early as next year — it could serve as a testing ground for similar facilities elsewhere.

"We are a rehabilitation hospital. Our recreational therapists are working on this program," she said. "We could conduct workshops for therapists in other parts of the country. We could let people from other regions of the country come here."

"We have run three series of golf classes with 10 to 12 people in each... so we have some experience in teaching."

Wilson, who has been involved in the Edwin Shaw project, said the golf cart or wheelchair first has to be able to get to the tee, and then the putting greens.

He suggested that the growing number of golf courses with bentgrass fairways maintain

their regular greens for the non-handicapped, and add a second green somewhere on the fairway for the handicapped.

"If you've got bentgrass fairways, just cut the secondary green 'low enough even to putt on,'" he said.

"With this idea, you have access to that green by the wheelchair and you don't have to worry about Mod-Sod or other artificial grass," Wilson said. Otherwise, he disagrees with those who believe real grass greens can hold up to the wear and tear of wheelchairs.

One supporter of natural grass is Tom McKinney, the golf pro at Fox Den Golf Course in Stowe, Ohio, who has worked extensively teaching handicapped golfers and has donated his time and expertise to the Edwin Shaw project.

"The only handicapped people who would

put a strain on greens would be wheelchair people. What percentage are in wheelchairs? In our classes only about 2 to 3 percent." That, he said, would not be enough to damage a green.

But Wilson said: "If you play judiciously you're not going to ruin the green with a wheelchair. If you push the chair in a direct line it probably won't hurt it unless the ground is wet. But if you go to the left or right it will tear up the green. And if you pull the wheelchair back it will tear it up."

Of Edwin Shaw's current two practice greens, one is natural and the other is Mod-Sod — and Cinson said officials will decide which type of green to use on the new course after testing the two with wheelchairs this spring.

So artificial turf on tees and greens remains open for debate, but other factors find agreement from the circle of people who support the facility.

Therapy

First and foremost, therapists see golf as physically and mentally important to the handicapped.

"Physically, it gives them something to do," McKinney said. "Some can swing with only one arm. Some can't pick up their own ball but they can hit it. Some who thought they could never play again, find that they can."

"Mentally, some have nothing they can do otherwise, and that's part of the rehabilitation, for sure."

Cinson said, "Getting out helps their self-confidence, gets them to set goals..."

She said the hospital "recognized that constructive leisure activities, such as golf ... enhance an individual's sense of self-worth and self-sufficiency and are vital elements in rebuilding lives."

"The idea for the golf program developed as a result of our dismay over the limited recreational facilities and opportunities available to the disabled," she said. She added that the hospital at first had no idea its facility would be the first in the country for the handicapped.

"We decided to expand our recreational therapy facilities and since Edwin Shaw is located on 100 wooded acres, we decided to 'dream big' and develop the country's first total golf program for the disabled."

Twelve percent of Summit County's population consists of people with physical disabilities from strokes, spinal cord injuries, amputations, birth defects, arthritis, blindness and a variety of other problems caused by accidents and disease, Cinson said.

The "total" program includes the new driving range, golf holes, two practice greens, indoor practice facilities, and instructional classes using PGA pro Longo's "Challenge Golf" program.

Cinson said the hospital wants to provide a supportive atmosphere to allow players to build their skills and move on to a regular course; provide a place for the handicapped to meet, find new friends and develop a league; and develop a staff with the expertise to deal with disabilities and fit special golf clubs.

Access is the only facet of Serafin's design that gives a clue the course will serve as a learning facility for the handicapped.

Although the land is flat, he said, "We will try to make it easy on them if possible but yet again we don't want it designed particularly for the handicapped because they don't perceive themselves as being handicapped. So you want to try to make the golf course as regular as possible."

McKinney added: "We want to try to build a nice course ... one that's easier to get around on, but not easier to play. Remember, many of these folks have non-handicapped friends they want to play with."

Besides, McKinney feels that "income-wise

Continued on page 31

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Golf cars are not designed to fill the needs of the physically challenged.

Yet, as National Amputee Golf Association Executive Director Bob Wilson said: "When you start getting into the question of wheelchairs you really open up a can of worms. Unless a person can get out of the car and into a chair unassisted, you've got problems."

Now a number of golfers are finding an alternative — having a golf car customized to fit their particular handicaps.

Probably the first handicapped golfer to have a golf car customized was Dennis Walters, who was on the verge of joining the PGA Qualifying Tour in 1974 when a fluke accident rendered him paralyzed from the waist down.

After the accident, Walters customized a car "by trial and error," and it has been his ticket onto the course ever since.

In fact, each year he gives dozens of trick-shot exhibitions from his car. The vehicle sports a seat that swings out to the side 90 degrees, allowing him to make his shot and swing back into the car.

"I have blueprints and if anybody writes in, I send them the blueprints," he said.

Handicapped

Continued from page 30

and expense-wise" the hospital could never operate a course just for the handicapped.

Asked if Edwin Shaw's pioneering program is a breakthrough for handicapped golfers, Wilson said: "It's got to start some place... Possibly once it hits the papers and gets publicized enough, the next logical step is that other people say, 'Hey, we're doing this (training) in a gymnasium with whiffle balls; we've got 150 acres out here that nobody's using for anything; why don't we put in a golf course?'"

As for Edwin Shaw Hospital's part, Cinson said: "Our planning committee is really ready to go. We're anxious..."



Dennis Walters tees off from his specially designed golf car during one of his many demonstrations.

"Machine shops can make the alterations easily."

"There are a lot of people all over this country who didn't think it was possible they could ever play golf," Walters said. "At least now people know they have the option. It is possible now."

Walters said that at each of the 82 shows where he performed last year "there were people in wheelchairs. Now they're aware it's possible. When they know that, they'll want to do it."

Special training said making major impact

Longo, Carbin videotapes open frontiers to challenged

Handicapped people, who a few years ago had little hope of playing golf, may soon have a major impact on golf courses around the country.

From Dennis Walter's public exhibitions to Peter Longo's "Challenge Golf" video and Kathy Corbin's "Never Say Never" video and program, the handicapped are being taught golf. They are finding that the game is not the impossibility they had thought, but rather can be an important part of their rehabilitation.

The National Amputee Golf Association, based in Amherst, N.H., has high expectations for the First Swing program which was developed by the Professional Golf Foundation's Junior Golf Foundation as an instructional booklet.

Last year NAGA Executive Director Bob Wilson taught eight First Swing seminars, and this year he already has 16 scheduled. One that he held at Grand Junction Veterans Administration Medical Center in Colorado in February attracted 130 participants, including more than 90 in wheelchairs.

"The main thrust of our First Swing program is to provide physical recreation thera-

pists with the basics of the golf swing so that they can use that as a form of rehabilitation," Wilson said. "If you wanted to look at the amputee population, it's probably skewed pretty much to the elderly from the standpoint that most of them suffer amputations because of diabetes. It doesn't matter if you're 4 or 104, the first swing is still your first swing."

"I imagine that if you're talking about 60- to 70-year-olds, they were golfers when they had all their parts. By using golf as a rehab vehicle, the idea is to show them that they can still play this game even though they're missing a part, and to get them out there playing again."

Wilson said he will conduct a First Swing seminar and clinic at any hospital that would like to host one, not just VA facilities, many of which have golf courses.

"Until Kathy Corbin and Peter Longo came along there was nothing (for the physically challenged)," Wilson said, adding that "Never Say Never" and "Challenge Golf" have had a major impact.

Wilson expects a growth spurt in handicapped golfers in the next few years because of First Swing and other clinics for the handicapped. "And they've all got buddies, too," he said. "By 1995 there's going to be a big demand" for golf courses to be accessible to the handicapped.

LPGA pro's plans for 18-holer in works

While Edwin Shaw Hospital proceeds with its plans for a golf facility for the handicapped, Ladies Professional Golf Association teaching pro Shirley Hicks is close on its tail with a plan to build a full handicapped-accessible 18-hole golf course.

Hicks, a nurse who recently retired from the U.S. Navy and is living in Dublin, Calif., has her sights on a parcel of land in Barryville, Ark. She says the project is basically being slowed by indecisiveness of the landowner. She wants to buy 120 acres; he wants to sell 90.

Hicks said she is hoping for a quick resolu-

tion because she wants to begin work on at least a couple of holes soon.

She has not decided who will build the course.

She said Merrill-Lynch in Little Rock, Ark., and Kodak have expressed interest in helping fund the project, but have not committed themselves.

"We probably will know (the project's status) within the next six months," Hicks said. "The package is being revised and rewritten, and there are a lot of politics involved."

Hicks consulted Bob Wilson, executive

director of the National Amputee Golf Association, and Dr. Alice Martinson, among others.

"One of our biggest problems is to find a kind of material to put on the greens so we can put wheelchairs on them. Another is to make the course difficult enough so that it will be a challenge, but not too difficult so that it will impair anyone's ability to play it," Hicks said.

She said southwest Arkansas is considered the third most desirable part of the country for retirees, taking into consideration weather, land costs and other factors.

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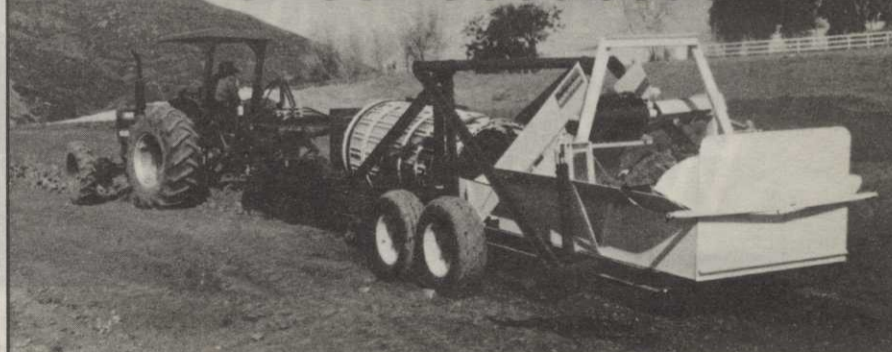
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EQUIPMENT NEWS

V.I.T. expands sales force

V.I.T. Products of Escondido, Calif., has expanded its sales representation with Spectronicks International LTD of Salem, Ore., and D & S Horizon of Sparks, Nev.

"Both companies will dramatically increase our visibility within the specification market on the West Coast," said V.I.T. President Don Pagano.

Spectronicks International LTD, headed by John A. Church, will represent V.I.T. Products in the

Pacific Northwest. Joe DePiano is in charge of D & S Horizon's representation throughout northern California.

V.I.T. Products, Inc. manufactures Cinch-Tie, Twist-Brace and House and Wire, which are staking and tying devices for trees, and The Pipe Stabilizer for stabilizing pipe on hillsides. Root Barrier and Root Deflector are the latest arbor care products introduced by V.I.T. Products.



Warren's Turf Nursery, Inc., General Manager Mike Holmes, center, presents the Warren's Turf Club Award to co-winners Steve Zwilling, left, of Winchester, Calif., and Frank Berns of Suisun City, Calif.

Warren's honors its best

Warren's Turf Nursery, Inc., of Crystal Lake, Ill., presented its Turf Club Award for 1989 to co-winners Steve Zwilling of Winchester, Calif., and Frank Berns of Suisun City, Calif.

During three days of meetings at its annual Kick-Off Conference, the national producer and marketer of turfgrass seed, sod and related products hosted branch management and sales personnel from throughout the country.

University of Illinois, Texas A&M University and Colorado State University professors spoke at the conference.

Attendees participated in workshop sessions covering a wide range of technical and managerial topics.

Best creates Flowtronix Int'l

Flowtronex International has been formed by Best Equipment to continue providing the turfgrass industry with cost-effective, skid-mounted integrated pump systems previously sold under the Best Equipment name.

Although Best Equipment has been engineering, servicing and marketing "modular" pumping systems for more than 10 years, company management agreed that a new corporate division would greatly enhance product development, sales and service.

Best Equipment, which was founded as a pump distributor in 1979 and has produced and installed custom-engineered pump systems around the world, will continue selling and servicing pumps and components under the Best Equipment name in various industrial markets.

A number of golf courses are using Flowtronex International modular pumping systems (previously marketed under the Best Equipment name).

Pennant label amended

The Environmental Protection Agency has approved several label amendments for Ciba-Geigy's Pennant liquid and granular herbicide for problem weed control in ornamentals.

Pennant now can be used on all landscape and nursery plantings in addition to commercial landscapes and ornamental nurseries.

Ciba-Geigy's manager of technical support, Dr. Doug Houseworth, said the revision "greatly expands the number of sites where Pennant can be used. New users will be able to take advantage of the product's excellent weed-control properties, particularly against difficult-to-control yellow nutsedge.

The number of container-grown ornamental plants on which the product can be used increased from five to 50 with the new label, and more weeds are now included.

Recent studies show
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 without root pruning.
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Let's face it, the last thing you need from a turf herbicide is root damage. That's why so many golf course superintendents are making CHIPCO® RONSTAR® brand G herbicide their first choice for broad-spectrum weed control. Root pull studies conducted at a leading university show that CHIPCO® RONSTAR® G herbicide works without pruning turf roots. That's important, because healthier roots mean stronger, more durable turf. Turf that stands up better to stress. Best of all, just one pre-emergence application of CHIPCO® RONSTAR® G provides season-long control of 25 tough broadleaf and grassy weeds—including goosegrass and crabgrass. You'll also appreciate the fact that CHIPCO®

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Utility vehicles

Continued from page 21

Car representative.

Prices industry-wide vary anywhere from \$3,000 for a basic golf cart-like vehicle that will transport a couple of workers and a few tools on an inspection tour of the course's irrigation system, to more than \$11,000 for a vehicle like the Cushman 634 Turf Truckster with optional attachments that will seemingly do anything except wash the dirty dishes from the clubhouse kitchen.

In fact, because of the attachments, Stuckey sees the Turf Truckster's main competition as machines dedicated to a single task, like sprayers and core harvesters, rather than other utility vehicles.

"The trend has been toward dedicated turf vehicles, like the multi-purpose Turf Truckster, for some time. A utility vehicle isn't for basic transportation. That's the job of a golf cart," said Stuckey.

Modified carts were the original golf course utility vehicles. A superintendent looking for an easier way to get a load of sand to the trap in front of the 12th green would take an aging cart, slap a homemade wooden bed on the back and send his grounds people on their way.

"Things like the springs and suspension systems on carts just weren't up to the hard use they got as utility vehicles. There was a lot of down time. Superintendents were looking for something to fill their needs and took it into their own hands. The turf vehicle industry recognized that and did something about it," said Alexander.

Manufacturers beefed up the engines, suspension, outer bodies and the like for the heavier demands of the grounds crew. Options became available so that "you can dress a utility vehicle up to be just about anything you want," said Alexander, whose Club Car Carryall I, for instance, can be fitted with everything from a portable refreshment center to a driving range protective enclosure. "You can custom order a vehicle today for your specific needs."

E-Z-Dumper fleets eyed

Valley Manufacturing Inc. of Waynesboro, Pa., has acquired the E-Z Dumper product line from Jerr-Dann Corp. and is launching an aggressive fleet sales program targeted at selling E-Z Dumper to golf courses, municipalities and companies involved with nursery activities and the like.

Valley President Nick Turano said: "This move ... promises great returns in that fleet-oriented companies must constantly look for ways to improve their bottom lines, and one of the best ways to do that is to save time in labor... Literally, you can unload a two-ton payload in seconds using the E-Z Dumper."

The E-Z Dumper units are designed to be installed in standard pickup trucks using existing holes. They are hydraulically operated and powered by a 12-volt battery.

Landscaping catalog released

Applewood Seed Co.'s 1990 landscaping catalog celebrates the Colorado firm's 25th year in the wildflower industry.

Applewood was the first company to offer wildflower seeds to retailers nationally. It expanded into the bulk wild-

flower seed market in 1982, and after five years of research, introduced wildflower sod in 1987.

The catalog is available from Applewood Seed Co., 5380 Vivian St., Arvada, Colo. 80002; 303-431-6283. **Circle No 250**

Profs write on landscaping, water

Cook College Professors Theodore Shelton and Bruce Hamilton have written a 24-page booklet "Landscaping for Water Conservation: A Guide for New Jersey."

The booklet contains information in the areas of selecting and

using landscape materials.

It is available from the New Jersey Department of Environmental Protection's Division of Water Resources and from the state's various Cooperative Extension offices.

NEW LITERATURE

Cushman turf care encompassed

A new four-color catalog covers the complete line of Cushman turf-care vehicles and accessories.

The catalog includes information on the three- and four-wheel Turf-Truckster vehicles and the Runabout unit.

It also covers the full line of accessories and attachments for the Turf-Trucksters, including the Core Harvester, seed and fertilizer spreader and four sprayers.

For a free copy contact a Cush-

man dealer or write Cushman, P.O. Box 82409, Lincoln, Neb. 68501; 800-228-4444. **Circle No 253**

Grass gardening illustrated

"Ornamental Grass Gardening," written by Reinhardt, Reinhardt & Moskowitz, is a new illustrated book on the many ways to use ornamental grasses.

It is published by HP Books, a division of Price Stern Sloan.

Rebel II

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Trap banks and edges, green and tee banks and areas along cart paths. Even those traffic areas around the club and halfway houses. They take lots of abuse and are tough to maintain. Consider the benefits of Rebel II sod:

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NEW PRODUCTS

Ransomes' tailgate loader eases job

Ransomes new Tailgate Truck Loader makes the job of picking up a load of clippings, leaves or other debris much easier.

The loader mounts directly to the tailgate of any pickup truck without the use of tools. Since all latch hardware is located on the outer side of the tailgate, the unit can be easily removed, even when the truck is fully loaded.

The eight-inch pick-up hose with steel inlet and dual control handles is easy to maneuver. A heavy-duty impeller with four 1/4-inch steel blades sends debris through a heavy-duty, steel discharge chute. The chute can be rotated a full 360 degrees for easy switching from loading to unloading. Power is provided from a choice of air-cooled engines, from 7-1/2 to 14 horsepower.

Coleman introduces fire ant killer

Recently introduced Coleman's Fire Ant Killer is proving an effective way to battle the dangerous insect that has plagued many Southern courses.

Fire ant mounds are a threat to both equipment and people. The *Atlanta Constitution* recently reported fire ant bites resulted in 32,000 hospital visits and 32 deaths during 1988.

Coleman's Fire Ant Killer is a liquid that is injected into holes in the fire ant mound. The fluid vaporizes throughout the mound in seconds, contacting and killing the inhabitants, including all the queens and larvae. This formula has been demonstrated to be 100 percent effective in destroying a single fire ant mound.

The swift action, preventing escape by any of the queens, is the product's key factor.

Coleman's Fire Ant Killer is distributed by Universal Distributing, Inc., 253 Old Okeechobee Rd., B-7, West Palm Beach, Fla. 33401. **Circle No. 319**

Lesco's Avail fights weeds

Lesco, Inc. has introduced New Avail non-selective herbicide with the active ingredient glyphosate for systematic control of grassy and broadleaf weeds.

Avail eliminates hard-to-control species like quackgrass, bermudagrass, Johnsongrass, nutsedge, poison ivy, multiflora rose and honeysuckle.

Avail can be used for complete lawn renovations, spot applications, trimming and edging. Its short residual allows for replanting a week after application.

For more information contact Tess Evans at (216) 333-9250. **Circle No. 331**



Ransomes tailgate loader

For additional information contact Maria Large at (414) 699-200. **Circle No. 306**

Multi-purpose generator hits market

Kubota Tractor Corp. has introduced its new AV Series Generator with overhead valve engines designed for industrial, contractor, homeowner and recreational use.

Compared to conventional side valve engines, the AV Series automatic decompression system reduces recoil starter pulling force by 40 percent. Electric start is a

standard feature on the AV5500B through AV6500B.

Improved fuel economy and reduced oil consumption contribute to economical operation. The AV1600 can operate up to 16 hours on a single tank of fuel at rated load. For the AV3800 and larger models, the Auto Idler lowers fuel consumption even more.

The air-cooled, 4-cycle gasoline

engine consumes 50 percent less oil than comparable side valve engines.

As a safety measure, the Oil Watch system automatically stops engine operation before the oil reaches an unsafe level.

For additional information contact Kubota Tractor Corp., 550 West Artesia Blvd., Compton, Calif. 90220. **Circle No. 304**

Cartwheel covers reduce clean-up time

Cartwheels, Ltd. has introduced Mud Puppies, a golf cart wheel cover designed to keep automobile trunks clean of mud and grass.

Made from durable, washable

heavy-gauge vinyl, it is easily cleaned.

One size fits almost every size wheel.

It comes in bright yellow with

the Mud Puppies logo.

For more information write Cartwheels, Ltd., P.O. Box 1098, Buffalo Grove, Ill. 60089. **Circle No. 352**

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Self-cleaning tine assembly now available from Cushman

A new, self-cleaning tine assembly for the Ryan Lawnaire 28 aerator is now available from the Cushman Division of Outboard Marine Corp.

The new tines are designed with a side-eject opening that ensures clean coring action without plugging, even in dense, wet clay soils.

The 4-by-3/4-inch diameter tines are 0.08-inch thick treated steel.

Two tines are welded to a mounting bracket which has two holes so the bracket can be mounted easily to the tine arm of the Lawnaire 28 aerator.

According to Cushman engi-

neers, extensive field tests show the new tine practically eliminates plugging.

The design and construction of the tine assembly increases wear life, even when working in heavy soils or hitting underground objects.

The Ryan Lawnaire 28 is a self-propelled, walk-behind aerator introduced to the turf management industry last season.

For more information contact Sales Department, Cushman Division, P.O. Box 82409, Lincoln, Neb. or call 800-228-4444. **Circle No. 302**



Ryan aerator tine assembly

Salt, alkali buildup targeted

National Research & Chemical Co. has released two new products.

"Iron Breakthru" is a sulfuric acid-based product that alleviates the problem of salt and alkali buildup on putting greens, tee boxes and fairways.

It should be used at 16 ounces or less per 1,000 square feet once every four to eight weeks and can be applied by conventional sprinklers, hand nozzles or injected into

automated sprinkler systems.

"Liquid Humic Acid 6%" increases the nutrient holding capacity of sand-constructed greens but will not affect the positive characteristics of good drainage and aeration.

It helps the nutrients resist the natural tendency to leach and helps reduce groundwater contamination.

For more information call 800-338-1760. **Circle No. 337**

Root growth enhancers lend strength to turf

Rootsinc, a New Haven, Conn.-based crop science company, has introduced ROOTS and ironROOTS, root growth en-

hancers for the landscape and turf maintenance professional.

Both products are concentrated liquid biostimulants developed

with scientists from the Yale School of Forestry.

ROOTS is a natural biostimulant containing peat humic extracts, marine algae extracts, intermediate metabolites and co-enzymes. It is formulated to promote root growth and stress tolerance in the establishment and transplanting of horticultural and agricultural crops. Benefits include reduced transplant damage and loss, and quick establishment of new seedlings and ground cover.

ironROOTS contains the same natural biostimulants as ROOTS plus 3% chelated iron sulfate. It is formulated to promote stress tolerance, healthy color and recovery from seasonal stress damage in maintained turfgrass and ornamental plants. Benefits include better uptake of water and nutrients, longer lasting green color without excess nitrogen, and fast recovery from insect, disease and drought damage.

For more information call 203-786-5295. **Circle No. 343**

Normarc Seed develops new tall fescue

Seed Research of Oregon, Inc. recently received Plant Variety Protection Certificate Nos. for its Titan (8800155) and SR 4000 (8700155) grasses.

Titan is a leafy, turf-type tall fescue with a broad genetic base. The parental clones came from throughout the United States and were selected for good summer stress tolerance, disease resistance, persistence and high seed yields. It has endophyte levels over 90 percent which ensures endophyte-enhanced performance, including resistance to many common turfgrass insects and nematodes, better summer survival, rapid recovery, reduced weed invasion and increased density.

SR4000 is an attractive, leafy, persistent perennial ryegrass with a bright, dark green color. It has consistently ranked as one of the top ryegrasses in the country in the National Perennial Ryegrass Trials. In addition to its excellent resistance to many common turf diseases, its endophyte-enhanced performance gives it resistance to insects and nematodes, improved drought and heat tolerance, better fall recovery and fewer weeds.

For more information contact Seed Research of Oregon, Inc., P.O. Box 1416, Corvallis, Ore. 97339 or call 1-800-253-5766. **Circle No. 349**

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For free information circle #128

CALENDAR

February

6-8 — South Carolina Landscape & Turfgrass Association's 14th annual Grounds Maintenance Conference and Trade Show at the Sheraton Charleston Hotel. Held in cooperation with Clemson University, the conference is designed for the green industry, especially businesses and educational institutions involved in lawn care application and maintenance, turfgrass management, landscape design and implementation, maintenance of ornamental gardens for public use and recreation, and nurserymen. Contact SCLTA at P.O. Box 325, Clemson, S.C. 29633.

9-11 — United Golf Exposition and Trade Show in Fort Wayne, Ind. For further information call 800-421-SHOW.

14-16 — The American Sod Producers Association's Midwinter Conference and Exposition at The Hilton at Walt Disney World Village in Orlando, Fla. Contact Sharon Topel, meetings administrator, ASPA, 1855 Hicks Road, Rolling Meadows, Ill. 60008; 312-705-9898.

15 — Connecticut Turf and Landscape Conference at the Hartford Civic Center. Contact the Connecticut Grounds Keepers Association, Inc., P.O. Box 876, Bethel, Conn. 06301; 203-791-8615.

21-22 — Crittenden Golf Real Estate Development Conference in Palm Springs, Calif. Contact Crittenden at P.O. Box 1150, Novato, Calif. 94948; 415-382-2486.

19-26 — 61st International Golf Course Convention and Show, sponsored by the GCSAA at Orange County Convention/Civic Center in Orlando, Fla. *

28 — New Jersey Landscape 1990, hosted by the Bergen County Landscape Contractors Association, will be held at The Stadium Club at Giants Stadium in East Rutherford, N.J. More than 80 exhibitors will be present and guest speakers and educational seminars are planned. Contact Skip Powers at 201-664-5228 or Jim Stewart at 201-327-0820.

March

6-7 — GCSAA seminar on Landscape Plant Materials at Lafayette Hill, Pa. *

15 — The third general American Society of Irrigation Consultants' Northeast Chapter will conduct a membership dinner meeting at 6:45 p.m. at the Sheraton Tara Hotel in Springfield, Mass. Following the 7:30 p.m. dinner, Irrigation Supply Co. President James Kirchdorfer of Louisville, Ky., will speak on "Use of HD poly pipe in large landscape and golf course applications." Reservations should be made through Mike Agram, P.O. Box 3704, Milford, Conn. 06460; 203-878-0650.

15-16 — GCSAA seminar on Insect Pests on Golf Course Trees and Shrubs at Cromwell, Conn. *

19-20 — Maine Turfgrass Conference, sponsored by the Maine Golf Course Superintendents Association, at Holiday Inn by the Bay in Portland. Contact committee chairman Kevin Ross at 207-829-3880.

19-20 — GCSAA seminar on Business Communication and Assertiveness Techniques at Minneapolis, Minn. *

25-29 — American Society of Golf Course Architects' 44th annual meeting at the Inn at Spanish Bay in Pebble Beach, Calif. Contact the society at 221 North La Salle St., Chicago, Ill. 60601; 312-372-7090.

April

16 — GCSAA seminar on Calculations
Continued on page 37

Golf Course Marketplace

To reserve space in this section, call Simone Lewis, 813-576-7077

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EMPLOYMENT

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Golf course constr. mgr./post production superintendent w/BS degree in Agronomy from Texas A&M Univ., 12 yrs. turfgrass specialist exp. & 6 yrs. as golf course super., seeks golf course constr. &/or post production super. pos. For resume, write or call **Earl F. Arto, Rt. 5, Box 532, Houston, TX 77044. (713) 456-0773.**

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Continued from page 36
 and Practical Mathematics in Golf Course Management at Renton, Wash. *

18-19 — Crittenden Golf Real Estate Development Conference in Orlando, Fla. Contact Crittenden at P.O. Box 1150, Novato, Calif. 94948; 415-382-2486.

24-25 — Crittenden Golf Real Estate Development Conference in Washington, D.C. Contact Crittenden at P.O. Box 1150, Novato, Calif. 94948; 415-382-2486.

26-27 — Golf Course Development conference, conducted by the Institute for International Research, Inc.'s Real Estate Division, at

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23 — Crittenden Golf Real Estate Development Conference in Chicago, Ill. Contact Crittenden at P.O. Box 1150, Novato, Calif. 94948; 415-382-2486.

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11-13 — FIS Congress in Seville, Spain.
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4-6 — Sports & Leisure World Trade Exhibition at the East of England Showground in Peterborough, Cambridgeshire, United Kingdom. For more information contact Milton Keynes at The Institute of Groundsmanship, 19-23 Church St., The Agora, Wolverton, Buckinghamshire MK12 5LG; telephone 0908-312511.

* — For more information or to register, call the Golf Course Superintendents Association of America at 800-472-7878 or 913-841-2240. The seminars are dependent upon the availability of the instructors, and are therefore subject to change.

Dannenberger, Silva, others on agenda

The Maine Turfgrass Conference and Show, featuring talks by Dr. Karl Dannenberger of Ohio State University, golf course architect Brian Silva and superintendent Patty Knaggs of Westchester (N.Y.) Country Club, will be held March 19-20 in Portland, Maine.

The conference and show, sponsored by the Maine Golf Course Superintendents Association, will be held at Holiday Inn by the Bay.

Dannenberger will speak on green speed and poa annua seed heads, while Knaggs will talk on employee training, and Silva on recovering from winter damage.

Other conference highlights are talks by Dr. Noel Jackson of the University of Rhode Island on new diseases and control methods; Dr. John Roberts of the University of New Hampshire on turf covers and turfgrass maintenance practices; Dr. Stan Swier of the University of New Hampshire on turfgrass insects and their control; Dr. Louis Stack of the University of Maine on annual flowers and bed design; and Dr. Richard Hull of the University of Rhode Island on minimizing nitrate leaching from turf to ground water.

Also, certified superintendent George Howe will speak on winterizing irrigation systems; certified superintendent Chuck Ravis on winter damage; and certified superintendent Pat Lucas on deep drill aerification.

Parker, plus plastic, puts end to encroaching

BY PETER BLAIS

Ask 100 people what they'd most like to do on a sweltering, mid-August Dallas afternoon and it's doubtful any would choose to get down on hands and knees and clip fairway grass around a green with a pocket knife.

That type of tedious work is an expensive and time-consuming proposition. But until last April it was the only dependable way to stop fairway grass from encroaching onto the greens at Dallas Country Club.

That's when superintendent Scott Parker installed a plastic liner he'd developed around the edge of one of his greens. The liner comes in 10-foot sections, is 5/8-inch wide and four inches deep. Running a regular, manual sidewalk edger through the track, he was able to keep the offending bermudagrass off his bentgrass putting surface all summer.

The system proved so effective, Parker encircled two more of his own greens and convinced superintendents at several other courses to test it. Encouraged with the results, Parker has begun marketing his greens encroachment device through the Arlington, Texas firm Sports Turf Supply.

"It's working just fantastic," said Bruce Hospes, superintendent at Southern Trace CC in Shreveport, La. "We've got it around two greens now and this summer we're doing the remaining 16."

The total cost of that job should run Hospes in the vicinity of \$10,000. Parker believes that's a small price to pay compared to the time and effort involved in trimming by hand, the price of similar products (as much as \$50,000) currently on the market, or (heaven forbid) the cost of ripping up and replacing sod.

"The problem with encroachment is you



Scott Parker with his greens encroachment device

don't see its effects for six or seven years. It happens so gradually that you don't really notice it until it's too late. Then you have to gas it, remove the old sod, and replace it. At \$1.25 per square foot, that's about \$4,000

for the sod alone to replace a 30-inch strip around an average green. That's not even counting the labor and gas," said Parker.

Parker speaks from a decade's experience. After graduating from Mississippi State University in 1981, he went to work as assistant superintendent at Dallas' Brookhaven CC until 1984. He served another three years as assistant at Dallas CC before getting his first head job at Southern Trace.

After a year in Shreveport, he returned to Dallas CC where he has been the head superintendent since 1988.

Parker developed his device as an alternative to chemicals used to discourage the growth of encroaching fairway grasses.

"They've had varying degrees of success. But they don't work on everything," he said.

That left hand trimming as Parker's only option. But since no two people trim exactly the same way, the shape of the greens changed with different trimmers, he explained.

"What we needed was something permanent we could put in the ground," said Parker. "I went to several different plastic companies and gave them my idea. I finally came up with a local company that made a dye for me and produced about 200 feet to try out. We put it in last April. It's worked well. And except for the people who do the trimming, no one knows it's there."

The top of the plastic strips are placed a cleat-length below the ground so golfers won't trip or balls be redirected. The liner extends another four inches into the turf so the fairway grass can't grow underneath and onto the green.

Parker recently developed connectors that will snap onto and firmly connect the ends of the 10-foot plastic liners.

"If they don't butt perfectly, it's possible the bermudagrass could grow through the

opening. That's something he'll have to correct," said Hospes.

Once the connectors are available, Parker said he'll have an inexpensive, easy-to-install product that should take two course workers about three weeks to put in on 18 holes. Plans are to market the device to bentgrass courses throughout the South and Southwest.

If you have a solution to a problem, or an innovation, or a "funny-thing-happened" story to share with other superintendents, we will pay \$50 for the story or idea. Just write to: *Golf Course News*, P.O. Box 997, Yarmouth, Maine, 04096, or call Mark Leslie at 207-846-0600.

Ad Index

RS #	Advertiser	Page
159	Anderson Instruments	37
104	Ciba-Geigy	6-7
115	Ciba-Geigy	18-19
120	Ciba-Geigy	27
116	Club Car	22
151	Continental Bridge	37
107	Cushman	11
110	Cushman	2
155	Environmental Constr.	37
111	Expoconsult	14
108	Fermenta	12
125	Glenmac	31
150	Golf 2000 Pavers	37
112	Golf 2000 Pavers	15
154	Precision Tool Co.	37
106	Goossen Industries	10
133	Green Care	29
113	Hoechst-Roussel	16
132	Jacobsen	40
105	John Deere	8-9
121	Lebanon Total Turf Care	28
127	Lofts Seed	33
157	Markers, Inc.	37
153	Master of the Links	37
129	Melex	39
114	Mitsubishi	17
117	Neogen	23
118	O.M. Scott	24-25
160	Page Com	38
122	Page Com	31
101	Par Aide	13
123	Plantstar Inc.	12
158	Precision Tool Co.	37
156	Precision Tool Co.	37
102	Rhone-Poulenc	3
126	Rhone-Poulenc	32
128	Rhone-Poulenc	34-35
124	Roseman Mfg.	15
109	Salsco	13
140	Southern Concrete	30
119	Standard Golf	26
161	Syntennico	38
103	Toro Comm'l. Prod.	4-5
131	USA 2-Way	13
152	Warehouse Radio	37
163	Willadsen Scale Models	38
162	Yard Edge	38

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