

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 3, NUMBER 3
MARCH 1992

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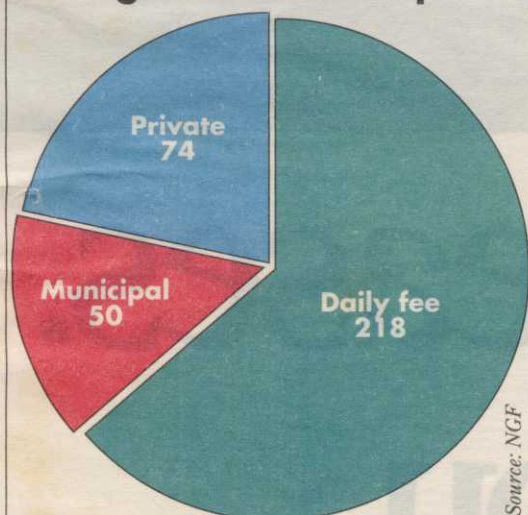
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1991 golf course development



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Bloch vows research to continue

By Mark Leslie

The new president of the United States Golf Association confirmed the organization will remain dedicated to turfgrass and environmental research, and predicted a wide range of results exciting to the industry.

Stuart F. Bloch, an investment broker in Wheeling, W.Va., who has a long history of involvement with the agronomy of golf courses, said: "The

Executive Committee is behind this research 100 percent. We make a lot of money in the U.S. Open and I think, what better way to spend it than research?"

Bloch, a golfer for 49 years, was green committee



Stuart Bloch

chairman at his club for 18 years and has served as a USGA board member.

The successor to C. Grant Spaeth of Palo Alto, Calif., he said he has gotten "a lot out of golf... and not many people get the chance to put as much back in the game as you do when you get involved like this. And when you get to be president, then you've really got the ultimate experience."

Continued on page 27



From wetland to country club, American architect Gary Roger Baird made magnificent use of his design skills and the construction know-how of developers of The Royal Gems Golf and Sports Complex in Bangkok, Thailand. An 11-foot-high levy needed to be built around

the property and the land was drained before construction could begin on the \$100-million project. Baird said 75 laborers worked four months hand-laying the stonework in the double-tiered sand bunkers.

Photo courtesy of Gary Roger Baird Design International, Ltd.

EPA not doing enough to curb pesticide use, advocate says

By Peter Blais

The Golf industry and federal government are not doing enough to keep pesticides off golf courses, according to the head of an anti-pesticide advocacy group.

Jay Feldman, national coordinator of the National Coalition Against the Misuse of Pesticides, made that charge during last month's Golf Course Superintendents Association of America International Conference and Show in New Orleans.

Joining Feldman on an environmental panel were Victor Kimm, the Environmental Protection Agency's deputy assistant administrator for

pesticides and toxic substances, and ABC Television's John Stossel, news analyst and environmental reporter on the show 20/20.

THE CASE AGAINST PESTICIDES

The environmental community's long-term goal is to work together with the golf industry and EPA on pesticide use, Feldman said. But in the short term, EPA Programs are inadequate, he added.

Over 600 potentially active ingredients, many of which are found in golf cure pesticides, have not been adequately tested by the EPA, Feldman said.

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Wetlands expert advises: Use common sense

By Peter Blais

With revisions to the federal wetlands laws still months away, golf course developers need to follow some common sense guidelines when building near the environmentally sensitive areas, according to a landscape architect.

The Army Corps of Engineers will evaluate proposals with two criteria in mind, according to Barbara Beall of The LA Group in Saratoga Springs, N.Y., who spoke at the recent Golf Course Superintendents Association of America International Conference and Show in New Orleans.

Continued on page 4

Shields is TPC's Super of the Year

By Peter Blais

Tighue Shields of the Tournament Players Club of Scottsdale near Phoenix has been named the TPC system's Superintendent of the Year.

Shields, 41, has worked in course maintenance 22 years,

including 15 at Arizona Country Club. He worked briefly at TPC at Star Pass in Tucson before taking over at Scottsdale in 1989.

"Tighue is one of the best managers in our group," said Cal Roth, director of maintenance

operations for the TPC network's 12 courses and PGA Tour Investments. "He runs a truly professional operation. The course is immaculate every day. He is organized and his crew is motivated and well

Continued on page 4



NEWSPAPER



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CIRCLE #101

Envisioned as model for industry, Fox Hollow ground broken

LAKEWOOD, Colo. — More than one year after the original construction bid opening, dirt has been turned on Lakewood's first golf course, Fox Hollow at Lakewood.

Conceived by Lakewood Manager of Parks and Facilities Bill Jewell, the course environmentally was going to be a model to the industry, according to project coordinator Don Tolson.

The site, 350 acres of a 2,700-acre natural park owned by the U.S. Army Corps of Engineers and operated

by the city on a 50-year lease, is ideal for a 175-acre, 27-hole golf course to be integrated without significantly changing the character of the environment, Tolson said.

Architect Denis Griffiths was signed on and a construction bid date of Nov. 20, 1990 was set when Friends of Bear Creek entered the scene in September.

Comprised of residents of that corner of the park, who used it as a private retreat, Friends of Bear Creek enlisted three local Sierra Club chapters, Denver Audubon Society and

Colorado Environmental Coalition.

That coalition in turn involved the Environmental Protection Agency, U.S. Fish and Wildlife Service, and Colorado Division of Wildlife to oppose the project.

In January 1991 the Lakewood City Council instructed the golf course staff to prepare an enhanced environmental assessment that would provide documentable answers to all environmental questions and would help win a lawsuit in federal court.

"Six months and \$150,000 later, we

had probably the most comprehensive environmental assessment ever done for a golf course," said Tolson.

By mid-September the Corps announced its "Finding of No Significant Impact," and shortly thereafter issued a notice to proceed. But on Dec. 5, five days before bid opening, Friends of Bear Creek filed for a temporary restraining order in federal district court.

It was refused. They filed for an injunction and were again refused.

In early January, Wadsworth Construction Co. broke ground on

the course. It should be completed late this year and ready for play in 1993.

Tom Briddle of Tectonic, Inc., which is not involved in the project, said Fox Hollow at Lakewood "will be the most spectacular golf course in the state, bar none."

"What Wadsworth and Denis Griffiths have done is absolutely incredible—almost indescribable. When you see the hills they've created ... the tees, greens and bunker placements ... it's a masterpiece."

Fasi vetoes pro-developer measures

HONOLULU, Hawaii — Mayor Frank Fasi has vetoed measures that would have allowed developers to build golf courses in Ewa, Waianae and the North Shore.

The rejected golf course projects are North Shore's Lihi Lani golf course, a private course at Waianae Kai, and a proposal for Ewa Marina.

Fasi said developers are willing to pay up to \$50 million for golf course permits and the City Council should try to get the best deal for the community. The money would pay for affordable housing and other community benefits.

"We have lost tens of millions of dollars because of the action or inaction of the City Council on setting a policy," Fasi reportedly said.

The three projects are slated to be reviewed by the council again as developers start applying for zoning approvals. They reportedly have all won strong community support.

USGA, Georgia GCSA join forces for conference

ATLANTA, Ga. — Jerry Pate, 1976 U.S. Open champion and ABC golf analyst, will deliver the keynote address at a conference on March 31 sponsored by the United States Golf Association Green Section, in cooperation with the Georgia Golf Course Superintendents Association.

The conference, at the Atlanta Athletic Club, will also feature talks by Frank Thomas, technical director of the USGA; Ken Mangum, director of golf at the Atlanta Athletic Club; and James Latham of the USGA Green Section.

Recertification credits are being offered to members of the Golf Course Superintendents Association of America, Professional Golfers Association and Club Managers Association of America.

A golf outing is planned at the Highlands Course on March 30 for the first 100 to pay their registration fee.

More information is available from Roger A. Harvie, manager, USGA, 4200 Northside Pkwy, N.W. 9-100, Atlanta 30327; 404-233-2196.

GOLF COURSE NEWS

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CIRCLE #102

Area welcomes Taiwanese neighbor's plan to build course, heated range

CADIZ, Ohio — A Taiwanese businessman who now calls Columbus home, wants to build a golf course in Cadiz to satisfy a life-long dream. Area residents welcomed him with a reception.

The first phase of Henry Liaw's project on a 370-acre piece of Sally Buffalo Park will be a heated year-round driving range.

An 18-hole championship course will take two to three years to build.

Harrison Community Improvement Corp. agreed to sell the property to Liaw for \$350,000.

The city acquired the property in 1989 for \$450,000 and will retain 275 acres, including the main lakes, campsites and ball fields. The agreement calls for an average employment of 25. "My philosophy is simple," Liaw said.

"Build a quality golf course with a ... price that everybody can afford."

Liaw envisions "a course for all abilities to enjoy — a quality design to accommodate all qualities of players, from handicapped golfers to pros."

Liaw operates an import-export business in Columbus and a packaging factory in Taiwan.

The project is expected to cost more than \$5 million, and Harrison County commissioners approved a 75-percent tax abatement for the course, which would bring a \$1.7-million tax base to the county.

Fire district buying course for water underneath it

BARNSTABLE, Mass. — The Barnstable Fire District will buy the Hyannis Golf Course. An initial vote on whether to buy the golf course to protect the water under it was defeated, 244-127.

The money measure needed a two-thirds vote to pass. A second vote, after more than 100 voters had left the meeting, passed 144-63 to appropriate the \$5.1 million needed to buy the course.

The 128-acre Hyannis Golf Course, formerly Iyanough Hills, sits atop a prime water recharge area that feeds two wells. The town

will continue to operate the course and use profits to pay off the purchase price.

There is a negative impact on the Barnstable tax rate with the purchase approval, an additional \$52 a year in taxes on a \$166,000.

The five-year projection of course income shows that the course will operate at a profit after debt service in about five years, officials say.

The fire district is pursuing a "friendly taking" under eminent domain proceedings in order to assure the parcel's boundary lines.

Beale: Resort to common sense as wetlands laws redrawn

Continued from page 1

First, does the project need to be near wetlands? Second, is building it in the public interest?

To help developers meet those criteria and increase the chances of obtaining permits when building near wetlands, Beall developed a list of 10 suggestions developers would be wise to follow.

1. *Before buying property have a site review done by a wetland consultant to determine wetland coverage.* Aerial photographs and maps are available to the consultant. It might also be wise to have the consultant draw plans for a worst-and best-case scenario. Have the consultant draw a tight line against the wetland boundaries then add a 100-foot buffer to compensate for any regulatory changes.

2. *Be realistic in determining profit potential and return on a piece of property that includes wetlands.* Building near wetlands often re-

sults in unexpected costs.

3. *Design the project with wetland avoidance.* Avoid clearing and obtain nationwide permits early. This will save time, consultants fees and aggravation in the permitting process.

4. *Choose environmental consultants with golf course development experience and familiarity with state and federal regulatory agencies.* On-staff expertise in land-use planning, environmental permitting, impact statement preparation and engineering is important. Such one-stop shopping can help coordinate the project and permitting process.

5. *Have a preapplication meeting with the federal agencies that will review your project.* Bring in a design plan and show how it works around wetlands. Ask if the agency has a specialist or staff member who understands the game of golf and can review the project. Dealing

with people unfamiliar with golf could result in requests for impact studies for a 16-hole course or efforts to move tees 150 yards closer to greens.

6. *Provide a list of pesticides that may be applied and their leaching potential.* A computer model of what will happen plus an Integrated Pest Management plan can help reduce regulators' fears of pesticides near wetlands.

7. *Integrate mitigation and best management features into the design.* Use detention basins to hold runoff from wetlands. Create buffer strips between development and wetland areas. Show how soil erosion and construction practices will be worked into the golf course project.

8. *Avoid clearing to the wetland's edge and allow vegetation to buffer development from wetland areas.* Plant vegetation with wildlife in mind. The Fish and Wildlife Service

is frequently one of the biggest critics of golf courses during the review process. Showing how the project will enhance wildlife habitat helps get a favorable response.

9. *Stay up to date on wetland issues.* Organizations that include "mud huggers" and developers are working together to develop sensible wetlands policies and publish helpful information for members. They include the Association of Wetland Managers, Environmental Law Institute and National Wildlife Federation.

10. *Establish a symposium involving the allied golf associations, environmental groups and regulatory agencies.* These groups should be discussing how golf courses can be integrated successfully with wetlands. Such a meeting would develop better understanding between the groups and result in more effective wetlands policies.

Shields honored

Continued from page 1

trained. "His course is a model operation for our clubs. It's a training ground for our new employees. They get to spend a few days with Tighue before going to their own courses."

The award is based on many criteria, including daily course conditioning, budget performance, personnel management and tournament preparation. TPC of Scottsdale hosted January's Phoenix Open won by Mark Calcavecchia.

The tournament drew 380,000 spectators to the Jay Morrish/Tom Weiskopf designed facility. The Stadium Course hosts 55,000 rounds annually. The Desert Course, an accompanying public facility Shields also manages, handles another 75,000 rounds.

Shields received a plaque and Waterford crystal decanter during last month's annual TPC meeting held at the Golf Course Superintendents Association of America International Conference and Show in New Orleans.

Second-class postage paid at Yarmouth, Maine, and additional mailing office. *Golf Course News* (ISSN 1054-0644) is published monthly by United Publications, Inc., 38 Lafayette St., P.O. Box 997, Yarmouth, ME 04096. Phone number is 207-846-0600.

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Reprints and permission to reprint may be obtained from Managing Editor, *Golf Course News*, P.O. Box 997, Yarmouth, ME 04096. Back issues, when available, cost \$2.50 each within the past 12 months, \$5 each prior to the past 12 months. Back issues may be billed to American Express, Visa, or MasterCard; paid by check; or billed when ordered via purchase order.

Golf Course News is distributed in the U.S. without charge to qualified personnel of golf course facilities and to golf course builders, developers and architects. For subscriber services, please call 215-788-7112. Paid subscriptions cost \$35 annually, while Canadian subscriptions cost \$25, student subscriptions \$15 and foreign subscriptions \$85 annually.

Postmaster: Send address changes to Circulation Manager, *Golf Course News*, P.O. Box 1357, Elmhurst, IL 61026-9899.



Without A Bunton Mower, You'll Be Getting Scalped On More Than Price.

The Jemsek empire grew from a Demshuk dream

By Vern Putney

In the fall of 1941, 28-year-old Chicagoan Joe Jemsek was working in a defense plant along with "other" jobs as owner-operator-head professional at West Chicago's St. Andrews Golf Club.

These two 18-hole courses and clubhouse were thriving. Jemsek, to whom a dime was a big deal during the Depression, had taken as his bride a year earlier Grace Hough, and had socked away \$22,000.

What more could a couple ask? Joe suddenly dropped a bombshell on Grace. "There's going to be a war," he declared. "Golf balls now being passed out like peanuts soon will be as scarce as hens' teeth. I have a chance to invest our nest egg in an unbelievable number of balls." "You do and there will be a divorce," Grace retorted. Joe did and she didn't, remaining a loving partner until her death in 1984.

World War II came a month later. The balls were put to good use as added playing round inducements.

Jemsek was on his way to prosperity, eventual recognition as "Mr. Public Golf" in the Chicago area and, Jan. 26 here, received with his family the 1991 Jack Nicklaus Family Golf Award pre-

sented by the National Golf Foundation.

This honor, capping a whirlwind 12 months of individual and family-connected laurels, pays tribute to families who have made substantial contributions to the game and exemplify the ideals of golf and family.

It also focuses on the role of families in introducing new players to the game. NGF research indicates that more than 80 percent of all golfers are introduced to the game by family or friends.

The Jemsek family empire, known as Jemsek Golf, embraces eight Chicago-area public golf courses, and has been supported by every family member.

"If it wasn't for my family and help, I'd be nothing," Jemsek said after the award presentation. He cited his family members and General Managers Ron Skubis at St. Andrews, Nick Mokolke at Cog Hill and Ted Soklos at Pine Meadow.

The "Jemsek Journey" into golf began about 70 years ago. Joe was the son of Russian Ukraine emigrant Gregory Demchuk, who ar-



Joe Jemsek

rived in America in 1909, and Theodosia, who followed him in 1911 with daughter Mary, age 2.

Joe would hop a freight train to caddie at Larmie, Acadia, then Polaos golf courses. When about 12, he hitchhiked to the new Cog Hill course in Lemont, owned by Coghill brothers Bert, Jack and Marty.

In six years, Jemsek rose through the ranks from caddie to assistant professional to head professional in 1932. In 1951, he paid \$400,000 for the two 18-hole courses and clubhouse, added a third 18-hole course in 1963 and Dubsread (Number Four) in 1964.

As a visionary, Jemsek had a far-seeing eye into the golf future. He also had a promotional flair to accompany a shrewd business sense.

"In 1934, during the World's Fair in Chicago, a platform had been built 630 feet up a tower nearest the lake to stage a long-driving contest," Jemsek recalls. "It was swaying, it was very windy, and I had a devil of a toothache. I was the last contestant, following some slugging Scotsmen who were in the U.S. to work. Their specialty was a slight hook for extra distance on hard, dry courses at home. They hit their three allotted balls into the teeth of the wind which was blowing from

left to right and, of course, killed distance.

"So I stood on the left side of the platform and hit high fades. The wind did the rest — an average of 501 yards each."

Jemsek quickly capitalized on his John Daly-like drives. His lesson rates shot up from \$2 a half-hour or six 30-minute sessions for \$10, to \$5 a half hour and six lessons for the full \$30. This was in a day when a \$5 minimum daily wage was inaugurated.

Golfers stood in line to learn his power secret. Overnight, he was famous.

For more than 40 years, Jemsek has been identified with charitable causes linked to golf. In 1952, he staged the first National Golf Day at Cog Hill GC, drawing 10,000 spectators. Featuring Bob Hope, Dean Martin and Jerry Lewis, it became an annual fund-raising arm of the PGA of America.

In 1977, Jemsek received the NGF's inaugural Herb Graffis Award.

He's especially proud of being a Class A member of the National PGA and, in 1988, being the first PGA member and first public course owner to be elected to the United States Golf Association's Executive Committee.

In 1980, Jemsek was elected to the inaugural Illinois PGA Hall of Fame, and received the Chicago District Golf Association's inaugural Distinguished Service Award.

Also in 1991, Jemsek was named Professional Golfer of the Year by the PGA of America; Illinois PGA Pro of the Year; was elected to the Chicago Sports Hall of Fame; was listed among the most powerful 36 persons in golf by *Golf Digest* magazine; and won that publication's Junior Golf Award for the Junior Golf Development Program co-sponsored by his courses and the Lamont Park District.

Dubsread hosted the 1991 Centel Western Open to benefit the Evans Scholarship Foundation for caddies, and was listed 78th among America's best public courses.

Jemsek still relishes the daring of his \$22,500 plunge into the ball business that provided his big boost. He recalls famed woman golfer Patty Berg bursting into tears when presented a dozen precious balls upon joining the Jemsek golf staff as a teacher.

The female star in Jemsek's golf and family galaxy remains Grace. "Thanks be she suffered my seeming foolishness in that golf ball plunge, and made 44 years of marriage wonderful," said Joe.

USGA presents Bob Jones Award for sportsmanship to Gene Sarazen

PALM BEACH, Fla. — Gene Sarazen was presented the United States Golf Association's 1992 Bob Jones Award for distinguished sportsmanship in golf.

Sarazen accepted the award Feb. 1, shortly before his 90th birthday, at a dinner here, following the USGA annual meeting. The Bob Jones Award

is the highest honor given by the USGA. It has been presented annually since 1955 in commemoration of Jones' vast contributions to the cause of fair play both during and after his distinguished playing career.

The two men were contemporaries, born within three weeks of one another early in 1902, Sarazen on Feb. 27, Jones

on March 17. They won their first Open Championships within a year of one another — Sarazen, in 1922, Jones in 1923.



Gene Sarazen

Sarazen became a professional while Jones remained an amateur. Sarazen didn't win another Open while Jones was active, but he won the 1932 championship as well as the 1932 British Open after Jones had retired, following the 1930 season.

Further emphasizing the close ties between the two men, Jones

always liked to watch Sarazen play. He walked in Sarazen's gallery during the 1932 Open, when he played the last 28 holes in 100 strokes. Writing about Sarazen's play later, Jones said, "When he is in the right mood, he is probably the greatest scorer in the game, possibly that the game has ever known."

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CIRCLE #103

Past winners

Winners of the Bob Jones Award for distinguished sportsmanship in golf:

1959	Findlay S. Douglas
1960	Charles Evans Jr.
1961	Joseph B. Carr
1962	Horton Smith
1963	Patty Berg
1964	Charles R. Coe
1965	Glenna Collett Vare
1966	Gary Player
1967	Richard S. Tufts
1968	Robert R. Dickson
1969	Gerald H. Micklem
1970	Roberto DeVicenzo
1971	Arnold Palmer
1972	Michael Bonallack
1973	Gene Littler
1974	Byron Nelson
1975	Jack Nicklaus
1976	Ben Hogan
1977	Joseph C. Dey Jr.
1978	Bing Crosby and Bob Hope
1979	Tom Kite
1980	Charles R. Yates
1981	JoAnne Gunderson Carner
1982	William J. Patton
1983	Maureen Ruttle Garrett
1984	R. Jay Sigel
1985	Fuzzy Zoeller
1986	Jess W. Sweetser
1987	Tom Watson
1988	Isaac B. Grainger
1989	Chi Chi Rodriguez
1990	Peggy Kirk Bell
1991	Ben Crenshaw

Washington county deluged with golf proposals

KING COUNT, Wash. - Proposals for more than a dozen new golf courses have swamped King County officials, who hope that competing interest groups will help set standards for how courses should be built and operated.

County planners don't have a comprehensive list or even an ex-

act count of all the courses developers hope to build. But at least 11 have been suggested, from the Green River to the Snoqualmie Valley.

Developers are responding to a growing demand for golf from local as well as Japanese golfers, who prefer to fly the Pacific for a few

days rather than spend up to \$1 million to join a country club in Japan.

Area residents used to welcome golf courses as permanent open spaces, but now some fear the pesticides and fertilizers and the loss of ground water.

King County officials would like

to ease conflicts by bringing developers, environmentalists and public officials together to agree on environmental standards for golf courses.

If successful, the group would prepare a manual defining "best management practices" to be required of all new courses.

New 18 and expansion will get under way in N.D. in spring

MOORHEAD, N.D. — Construction begins this spring on an 18-hole course in Moorhead, and expansion at the existing Village Green

Golf Course.

The City Council also voted to expand the Moorhead Sports Center and build a new softball complex

and soccer park.

The new golf course will shape the growth of the city, as it will be bordered by hundreds of new

housing lots in a town where housing starts have decreased in the last two years because building lots were in short supply.

Air, water and enforcement bump up EPA's 1992-93 budget

WASHINGTON, D.C. — The budget for the Environmental Protection Agency has a significant increase in fiscal year 1993.

The \$70-billion EPA budget includes \$2.7 billion for operating programs, a 54-percent increase since the Bush administration's first budget proposal for fiscal year 1989.

The operating fund supports EPA's programs in air, water, enforcement, hazardous waste and multi-media programs.

In geographical and ecological protection, \$247 million has been allotted for multi-media approaches to reducing risk-targeted ecologically sensitive areas like the Chesapeake Bay, the Gulf of Mexico and the Great Lakes.

The FY 1993 budget represents major increases over the FY 1990 for those areas.

The budget includes \$61.1 million for enforcement activities and \$264 million for science and economics to improve assessments of health and ecological risk data, and provide for the environmental monitoring and assessment program, which will assist EPA in determining long-term trends in the health of ecosystems.

EPA's R&D office inks accord with Land Bureau

WASHINGTON, D.C. — The Environmental Protection Agency's office of Research and Development and the Bureau of Land Management have signed an agreement to work together in planning and implementing ecological monitoring and research activities.

The two agencies have pledged to establish a joint monitoring network, to integrate ecological data; and to cooperate on identifying emerging environmental problems.

The agreement is intended to help the agencies avoid duplication of effort.

GGI buys Unique Golf

Palm Springs Golf Co., Inc. has sold its Unique Golf Products Division to Golf Group International of Sarasota, Fla.

Dan Shipp, president of G.G.I., will assume all marketing and sales to existing Unique customers, as well as expanding the brand into other markets.

G.G.I. is located at 8051 North Tamiami Trail, #25, Sarasota, Fla. 34243; telephone 813-351-8365.



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The new 5000 Series Utility Tractors give you affordable and reliable choices in the 40-, 50- and 60-PTO hp classes.

And the new F1145 Front

USGA report on labs expected in spring

By Mark Leslie

Dr. Frank Hummel, the Cornell University professor on leave to study soil-testing laboratories, will soon recommend changes in testing procedures that should bring all labs in line with one another.

United States Golf Association Green Section National Director Jim Snow said Hummel "has determined what he thinks are the best methods of physical testing — for percolity, infiltration rate, bulk density and particle size distribution.

"They (properties) are the same

as in current specs but we're changing the numbers."

Hummel's recommendations, expected this spring, will be reviewed by a board of experts around the world before being approved, Snow said.

"The labs have cooperated completely in the whole thing," he said. "They all seem willing and eager to help. It's been tough on them, too. They've all been using different methods, and thus have produced different results."

Snow said the makeup of the greens construction profile — the

gravel, choker and sand layers — will remain the same. "But we'll probably change the particle size and infiltration rate."

He added that the USGA will expand on how to follow specifications from the standpoint of quality, "so if you have a problem you can trace from where it came."

The soil testing has long been a source of debate. Snow said three soil labs could report three different findings on the same soil specimen because of inconsistencies in testing methods.

Colorado city with 3 courses may add another two

AURORA, Colo. — The city of Aurora is considering building two golf courses in the next five years, perhaps near Denver International Airport and at Aurora Reservoir.

Each course would cost about \$7 million and be paid for through revenue bonds.

Aurora already has three courses — Meadow Hills, Aurora Hills and Springhill. Prices at the three courses have gone up 50

cents for nine holes and \$1 for 18 holes.

The fee increases will generate a positive cash flow for the courses, which will help the city sell revenue bonds in the future.

More than 200,000 rounds of golf are being played on the city's municipal courses each year.

The city initiated a computerized tee-time system in September, which sends golfers off, four at a time, every nine minutes.

Springfield CC going private for tax status

EUGENE, Ore. — Springfield Country Club, one of three public clubs in the Eugene-Springfield area, has elected to go private.

The club expanded to 18 holes in 1982 and opened a new clubhouse and pro shop in 1988.

The club went private at 550 members in order to apply for tax-exempt status.

About 60 percent of greens-fee revenues have come from guests at the club, who will probably continue to play the course.

Dues have gone up to \$100/month (from \$20), and the club plans to purchase 20 adjacent acres to use for expansion.

NGF promotes Russell to vp

JUPITER, Fla. — Michael T. Russell, who joined the National Golf Foundation in 1990, has been promoted from senior director to vice president of research.

NGF President Joseph F. Beditz said: "Mike has done an outstanding job this past year and has elevated our research program to new levels of excellence. We are looking forward to ongoing innovations from Mike and his department."

Russell first joined the foundation as senior project director for NGF Consulting, a subsidiary specializing in golf course development services. In 1991, he was transferred to research to oversee that department's activities.

He came to NGF after eight years as director of research for Bradlees Department Stores of Braintree, Mass. Prior to that, he had worked in a research capacity for A&P Supermarkets of Montvale, N.J., Stop & Shop Companies, Inc. of Boston, and Angelo's Supermarkets of Rockland, Mass.

After interrupting his studies at Boston College to serve in Vietnam with the U.S. Army, he completed his undergraduate education at the University of Massachusetts-Amherst, where he received his bachelor's degree in economics in 1973. He then studied at Oklahoma State University, where he received his master's degree in geography in 1974.



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'Hands-on' the catchword for trade show at 2nd Golf Asia

SINGAPORE, Hong Kong — Golf Asia '92, scheduled for March 26-29 at the World Trade Centre here, promises a wide range of topics and a "hands-on" trade show featuring 250 companies from 18 countries.

The trade show will display golf equipment and accessories, apparel and fashions, course design and architecture, maintenance and equipment, golf holidays and resorts, golf education videos, materials and publications.

After the chairman's welcome on Day One, American golf course architect Robert Trent Jones Jr. will comment on political intrigue and power bases in the golf design industry.

James McLoughlin of The McLoughlin Group in Pleasantville, N.Y., will discuss Master Plan-

ning for Basic and Resort Projects.

The state secretary for the State of Johor will talk about Government: Friend or Foe to the Developer.

In the afternoon Pro Kalip Raffer, dean of the Department of Agriculture and Horticulture at Malaysia Agricultural University, will talk on The Need for Education Support.

Peter Chew will discuss negotiation skills and the win-win philosophy.

The Need for and Advantage of an Employment Pool for the Industry, and The Chemical Factor, are also scheduled talks.

Rod Pullen, chief executive officer of Batey Advertising Singapore, will open Day Two.

Harry Huxtable will deliver The Japanese Mar-

ket — A Case Study, followed by The Japanese Market — An Overview by Jack Sakasaki, managing director of JSM Marketing, Tokyo.

A group presentation on turfgrass management for Asia will be given by three members of Malaysian Agricultural University.

Greg Matthews of Greg Matthews Design will present The Irrigation Consultant — An Effective Friend or Unnecessary Cost? Roger Behling, director of Swiss BelHotel Group, will address Club Management and Service.

Ronald Fream, of GolfPlan Design Group, will give a critical review of the Asian Experience thus far, and value of a signature and cost benefit factor.

The Facelift Factor - A Growing Industry

will be a panel discussion with Jones, Matthews, James McCumber, Mark E. Hollinger and Fream.

Day Three will feature the major issues of the 1990s. The keynote talk by Robin Nelson, president of Nelson & Wright, will address The Major Golf Development Issue of the '90's - the Environment. A series of papers will follow under the general heading Trends of the '90s.

David Inglis will present The Equality Alternative. Michael Zmetrovich will talk on Financial Trends. Other topics include How To Maintain the Industry's Growth in South East Asia and Asia Today — Tomorrow?

For more information call 65-296-6961 or fax 65-293-5628, both Singapore.

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Major 'players' in Asia commit to Golf Asia '92 exhibit

SINGAPORE — The Golf Asia '92 exhibition will be almost double the size of the pioneer event, launched in Singapore last year to serve a rapidly growing market conservatively estimated to be worth \$5 billion over the next five years.

Some 250 principal exhibitors and agents from 16 countries will occupy 9,000 square meters of exhibition space at the show, which will be held again at the World Trade Centre, March 26-29.

"The significant commitment made by major players in the local, regional and international golf industry, and the number of official endorsements for the show are a positive indication of the importance of the event and of the Asia Pacific golf market, which is the fastest growing in the world," said Stephen S. Allen, vice president of exhibition marketing for Connex Private Limited, the organizers of Golf Asia.

Some of the biggest names in the business such as Arnold Palmer, Jack Nicklaus, Gary Player, Dye Design, Ford New Holland, John Jacobs and other leading local, regional and international companies, will be back again for Golf Asia '92. There will be a larger delegation from the United States including a buying delegation.

The Golf Course Superintendents Association of America will also take part.

There will also be a significant buying delegation from Korea and participation by several countries not previously represented. Serious interest has been shown by companies from other countries including China, Mexico, Spain, Turkey and the United Arab Emirates.

Allen said: "The fact that such significant golf industry leaders are making a regular appearance at Golf Asia, together with extensive interest from potential new international exhibitors, is a firm indication of the magnitude of the Asia Pacific golf business and the strategic role which Singapore plays as a regional centre for this dynamic industry."

The range of local, regional and international exhibitors includes equipment manufacturers, apparel manufacturers, golf course designers and construction companies, golf and leisure resorts, and turf and irrigation management companies.

Golf Asia '92 has been endorsed and supported by Golf Association of Singapore; Golf Association of Thailand; Golf Association of the Republic of China; Golf Association of Papua New Guinea; European Golf Industries Association; Awana Golf & Country Club; Bali Handara Kosaido Country Club; and Dublin Club.

These organizations will help to boost visitor attendance at the show by promoting the event through their newsletters and publications for members.

Sales concluded during Golf Asia '91 totaled US\$30 million with pro-



Stephen Allen

jected sales of US\$80 million following in the subsequent year and more than 30,000 trade and public visitors attended the inaugural show, according to organizers.

A subsequent survey revealed that:

- 91 percent of all exhibitors claimed to have achieved their objectives.
- 75 percent of exhibitors had signed up for Golf Asia '92 by the show end.
- 90 percent were overwhelmingly in favor of Golf Asia '92 being

held in Singapore.

Colin Lord, acting chairman of the European Golf Industries Association, said: "The EGIA recognizes the booming interest and expansion in the game of golf in the Asia Pacific market, while at the same time acknowledging the shortage of expertise and information in the area to meet the demands."

"The EGIA recognizes that Golf Asia is an ideal forum for gathering this information and is pleased to endorse the exhibition which we feel sure will result in the formation

of many successful partnerships leading to substantial contracts."

Allen commented: "Golf Asia was launched as an essential event to serve the rapidly expanding lucrative Asia Pacific golf market. It is now established as a highly successful industry platform in what will be a substantially bigger event this year."

"The future of the event is equally positive with serious interest being shown from a number of exhibitors already looking to confirm their attendance in 1993."

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Now that the rights to distribute the Logic® product line belong to Ciba-Geigy, your favorite fire ant bait is also supported by a firm commitment to the green industry.

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this change in philosophy, Logic is now Award.™

To evidence it, Award is being packaged in a convenient, easy-to-use shaker top container.

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Award is applied. Because whether it's called Logic or Award, worker ants will pick it up when they're out foraging for food.

And since Award is not a contact insecticide, but an

insect growth regulator, the worker ants carry it into the mound and feed it to the queen.

Once the queen has been fed Award, she loses her ability to lay

worker eggs. And although she can still lay swarmer eggs, the final swarmers are sterile. So no new colonies can be formed.

The increased work load and lack of new workers shortens the life span of the old workers. With the

reduced worker population, the queen quickly dies

from lack of care and nourishment.

Her colony then collapses.

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Successful show indicates strength of industry

It's hard to believe the GCSAA convention has concluded and spring is around the corner. Warm weather courses are in the midst of the "season" and the professional tours are in full swing. Once again, it looks like the golf course industry is holding up in this uncertain economy.

The evidence of this strength became more clear in New Orleans. Here are my observations after talking with many suppliers, superintendents and others in the industry.

• Overall, the show was a huge success — particularly in comparison to 1991 when we were in the midst of

DesertStorm. People just felt better this year.

• The New Orleans site is excellent. I did hear complaints about security and the usual labor problems. But, all in all, exhibitors were pleased with the facility.

• I found there to be less traffic through the hall than in past years. Many exhibitors agreed there was less traffic but higher quality. Deci-



Charles von Brecht

sion-makers were on the floor.

• Several new products caught my attention. It's good to see the continued investment in R&D in large and small companies.

• As usual, the corporate hospitality was in full swing for media and superintendents. It's impossible to get to all the receptions, but the ones I did attend were first-class and very well attended.

• One new restaurant "find" for me: Chez Helene. (I understand it's a favorite of Bill Cosby and Madonna.) It's not in the best section of New Orleans, but it does boast true Southern cooking (not neces-

sarily Cajun). Be sure to take a cab; don't leave until your cab arrives for the return trip. You'll find quite reasonable prices, and the dress code is very casual.

The GCBA's executive director, Phil Arnold, has done a terrific job in the past year in following up on the late Don Rossi's original effort. The first builders dinner I attended was in Anaheim, where there were 100 or so in attendance, compared to well over 300 this year. Congratulations to the builders and their president for the past few years, Perry Dye. And best wishes to incoming president Jerry Pierman.

COMMENTARY

Americans are the Johnny Appleseeds of golf

If golf's roots are in Scotland, then its flowers are in America, and the seeds of the flowers are now blowing the world over.

Everywhere you go — whichever Hemisphere you travel in, Americans are involved in every aspect of the golf course industry.

American golf course architects and builders, superintendents and club managers have taken the art, mechanics and business of golf course development and operation to new heights.

They're acknowledged worldwide as the trendsetters in design; the leaders in construction technique and technology. They are forever unveiling breakthroughs in turfgrass research and plant breeding, and paving inroads into innovative marketing and operation.

American Robert Trent Jones Sr. set a globe-trotting standard perhaps no one will match, taking golf to areas that had never heard of the

game before. His son, Robert Trent Jones Jr., kept the family tradition going, designing the first course in then-Russia (outside Moscow).

J. Michael Poellot and Arnold Palmer have taken the game to China.

Ronald Fream, Robert von Hagge and Jack Nicklaus have exported their creative talents around the world.

Others, of lesser fame, are being sought out by foreigners.

"I don't know of one American architect I've spoken to lately who doesn't have at least one golf course going internationally," Palmer design company president Ed Seay said in February.



Mark Leslie

And the grass-growing, disease-fighting prowess of American superintendents is like gold abroad, especially in Asia where turfgrass schools don't exist.

When government leaders talk about "American ingenuity" and lament the lack of exportable goods and services, perhaps they should turn their eyes toward the golf industry and get some hints.

Why are 85 percent of the golf courses being built in Asia designed by Americans? Why are American agronomists, superintendents, professors, course builders and managers so much sought-after?

Check the basics and you'll get the answer: strong, basic education in the fields of agronomy and design, and a long-standing heritage in the game.

While many Americans in other fields of work are running a distant race from the world's leaders, golf is a different creature.

Take a close look and you'll see:

• a firm underpinning of education in landscape architecture;

• top-notch turfgrass science programs in universities nationwide;

• ongoing research in plant breeding and environmental impact of chemicals; and

• a talent of artistry — best expressed in free-form — that Americans show in such wide-ranging fields as advertising and figure-skating.

Perhaps greatest is a heritage of the game of golf itself, if not usurping it from the Scottish then certainly staking a claim of close brotherhood.

Those professionals who are traveling abroad are like the gardener spreading the seed, tamping and watering it.

What blossoms is a flower the whole world can enjoy. And that will reflect well on all Americans.

GUEST COMMENTARY

Fore crying out loud: Golfers sure can be a hazard

By Danion Jacobson

A golf course is a battlefield. Golfers fight their opponents and unfriendly hazards while trying to beat par. On the other side of the game, superintendents direct the battle against nature — armed with chemicals, sprinklers and sweat — while trying to maintain a beautiful and healthy playing surface.

Caught in between, the grounds crew and maintenance staff have the job of pleasing both sides. But sometimes their job is complicated by another little war — one waged against them by discourteous and careless golfers.

"It seems like every time I turn around, a golf ball is headed straight for me," one member of the Grand View Lodge golf crew said a few years ago. His audience — members of the grounds crew at this central Minnesota course — was eating lunch at the maintenance shop. The main topic of conversation on this particular mid-summer's day was not the heat or the number of golf-

ers on the course. Everyone wanted to talk about Troy Casper's accident.

Earlier that day, he had been trimming grass around some trees between two fairways. Out of nowhere, a hard-hit ball smacked into his right hand, resulting in a lot of pain, a little swelling, but luckily, no serious injury. A minute later, an older man and his golfing companions came strolling down the fairway.

"He came over to me and started chewing me out for getting in his way... Didn't even ask me if I was hurt," Casper said.

The other employees just shook their heads. Even in the short time they had been in the business, many of them had been in similar situations.



Danion Jacobson

The nine-hole course at Grand View is typical of most small courses in the high-traffic resort community of the Minnesota Lakes Area. It relies on a beautiful landscape, tight fairways, and challenging greens to keep tourists coming back. Before the owners built a championship-size 18-hole course nearby, it handled more summer traffic than downtown Minneapolis.

The golf staff is typical. It consists mainly of seasonally employed high school and college students, who find the outdoor work preferable to flipping burgers for tuition money. Most have no prior golf course experience. However, one thing they are guaranteed is a fast education.

At the busiest times, workers start before 6 a.m. to get a jump on the golfers. Few grumble about the early hours once they experience what it's like being in the line of fire. The scenario goes something like this:

At 6:15 a.m., the novice

greenkeeper is working a mower back and forth across a green. He enjoys the smell of the fresh-cut grass, the cool morning air and the chirping birds in the nearby woods. But mostly, he concentrates on keeping straight cut lines.

Suddenly, he hears what sounds like a Sioux Indian war cry: "Fore!" He looks up to see a golfer on the horizon. The golfer is shading his eyes, looking at something...

But the sky is blank. Bang! A golf ball comes crashing into the mower's grass catcher and bounces off the green. Meanwhile, the greenkeeper, considerably shaken by the event, forgets to disengage the reel and sheers a path into the apron. The greenkeeper is left looking at the apron in disbelief, knowing he has a lot of explaining to do.

Members of this grounds crew dread the shooting gallery atmosphere that often hangs like a shroud over the course.

Continued on page 12

GOLF COURSE NEWS

Publisher

Charles E. von Brecht

Editorial Director

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Wadsworth Construction

Production Manager

Joline V. Gilman

Circulation Manager

Nicole Carter

Editorial Office

Golf Course News

PO Box 997

38 Lafayette Street

Yarmouth, ME 04096

(207) 846-0600

Advertising Office

National Sales:

Charles E. von Brecht

Marketplace Sales:

Simone M. Marsteller

Golf Course News

7901 Fourth St. North

Suite 311

St. Petersburg, FL 33702

(813) 576-7077

West Coast Sales

Wayne Roche

James G. Elliott Co.

714 W. Olympic Blvd.

Suite 1120

Los Angeles, CA 90015

(213) 746-8800

United Publications, Inc.

Publishers of specialized business and consumer magazines.

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EPA well study hints that water problems are site-specific

To the editor:

Results of the Environmental Protection Agency's Phase II Report for its National Water Well Survey adds to the mounting evidence that water quality problems are based on numerous site-specific factors.

Legislative attempts to remedy water quality problems, therefore, must allow for site-specific solutions with input from local experts.

The Phase II report is an attempt to analyze factors that can be used as predictors of water quality problems.

The report concluded that no single set of factors can be used to determine the incidence of water quality problems across the country. Rather, each particular problem site was the result of a combination of different factors.

EPA's multi-year study has disproven two widely held fallacies. It is clear there is no national water quality problem, and a simple reduction in fertilizer use will have little if any effect on reducing water pollution.

The results are consistent with EPA's Phase I report showing limited, site-specific water quality problems and with USDA's report of October, 1991 concluding that nitrate occurrence in U.S. waters is a limited, site-specific problem.

This data has at least two important uses.

First, it is important for EPA to consider as it goes about the process of approving state coastal zone management plans.

Second, it is vitally important for Congress to resist mandating national water policies in the Clean Water Act and instead provide flexibility for site-specific solutions."

Farmers, dealers and other crop advisors must be given the flexibility to use a variety of management practices based on local factors such as soil type, topography, geology, and climate.

Gary D. Myers, president
The Fertilizer Institute
Washington, D.C.

Letters welcome

Letters to the editor are welcome.

Please address them to:
Letters, *Golf Course News*, P.O.
Box 997, Yarmouth, Maine
04096.

Brothers buy Centerton GC

CENTERTON, N.J. — The Centerton Golf Club, an 18-hole course built in 1964 by Ed Carman, has been sold to six brothers making up Centerton Golf Associates.

The club will remain public and membership fees will be the same, at least for a few months. Greg Matteo of Blackwood, a partner, said plans include the addition of an 15-acre driving range and improvements to the greens and fairways.

UCal document substantiates construction claim

To the editor:

Thank you for your kind, candid, and factual presentation in the February issue of *Golf Course News* of a green construction method that we have successfully used for years, but has been generally misunderstood and consequently berated. But recently I found a University of California publication titled "The Sand Putting Green: Construction and Management," written by Professors Davis, Paul and Bowman, that precisely matches the method that I saw evolve in the field from the building of thousands of putting greens. I believe the publication

date of the California booklet was January 1990 and is available for \$7.50 from:

Publications
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Oakland, Calif. 94608-1239

Keep up the good work of providing much needed, and sometimes controversial, information to the turf and golf course industry.

Sincerely,
Michael J. Hurdzan
The Hurdzan Group
Columbus, Ohio

Kenneth Hunter an asset to the golf industry

To the editor:

The article in your January issue, "Toxic waste owner wants course built on waste site," was inaccurate and counter-productive to the golf industry.

It is important to note that Ken Hunter Jr. is a key figure in golf course development on the West Coast.

One of his creations, Sandpiper Golf Course, is rated by *Golf Digest* as one of the best 25 public courses in America.

His La Purisima Golf Course has been rated the #2 best public course in California by *California Golf*

magazine. He has been involved in the development of at least five public courses in California.

He is a man of integrity with a habit of excellence in all of his endeavors, including environmental concerns.

Golfers, golf course employees, golf course equipment manufacturers and suppliers have benefited from his efforts.

The golf world is fortunate to have a man of his vision and leadership in its midst.

Sincerely,
Michael McGinnis
Santa Barbara, Calif.



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Be kind, patient and courteous ... and wear your hard hat

Continued from page 10

The fear of spilling gasoline on the green is minute when compared with the fear of getting coldcocked by an errant tee shot.

Grand View's superintendent, Tom Kientzle, had a standard line he would offer to his young employees whenever they complained about the near misses.

Having worked on a golf course since his mid-teens, Kientzle could spot a golf ball in the sky better than Kirby Puckett sees a baseball against the white ceiling of the

Metrodome.

"The odds of getting hit by a golf ball are greater than the odds of getting struck by lightning," he'd say. "I've been working on courses for a lot longer than any of you and I haven't been hit yet."

Later that summer, the odds turned. One day, he was trying out a new method of cutting the number 5 fairway.

On the green-side of a large water hazard in the middle of the fairway, he noticed some unattended youngsters playing near the pond.

He called them over to the tractor and began lecturing them about the dangers of loitering about on a golf course.

All this time, he failed to notice that a foursome had approached the tee. But he heard the warning cry a few seconds later.

The poorly hit ball barely cleared the pond. It bounced once and then smacked him in the stomach.

The kids' mouths fell open and one of them said, "I see what you mean, mister."

One of the first lessons learned

by the golf crew is in the area of public relations. Crew are told to acknowledge golfers and wave them on whenever possible.

Management is quick to say, "Be courteous: Remember, the golfer is the one paying your salary."

But where golf activity is often the greatest is the same spot maintenance workers spend most of their time: on the green.

With all of the care greens are given — from daily mowing to changing the pin position — it's near impossible on busy days to

keep all of the golfers happy and still get the work done.

Problems arise when, for instance, a speed demon intent on finishing 18 holes in half an hour, comes swinging onto the turf. Or when a normally placid golfer is having a bad game and in no mood to wait for a worker who ran into a rock in the process of cutting a new hole.

"What really gets me is the people who show no respect for the job you are trying to do," said Lindsay Jacobson, a stocky 16-year-old with three years of golf course experience.

He specifically mentioned the time he had come across a sweet-looking little old lady while mowing the longer fairways. He first met her on the 3rd fairway. Then when he cut across to do the 8th fairway, he saw her party on the tee and waved them on.

She walked over to him while he was waiting for them to play through. He thought she was going to ask him a question or maybe compliment him on how nice the course looked.

Instead, she said, "Are you just trying to be annoying? What are you doing? Trying to follow us around all day?"

Of course, due to the fact that humans spend a lot of time on them, golf courses mirror society at large. There are golfers who play by the rules.

They are the ones who treat the course with respect and are conscious of the safety of others around them. Then there are those who think a golf course is their own personal playpen. Regardless of the different personalities golfers possess, they all are given the benefit of the doubt.

The grounds crew is told to be tactful and courteous even if the other side isn't. But at Grand View, there is a line a golfer can cross that will get him or her either reprimanded or thrown off the course. Kientzle has no patience for a frustrated putter who takes his or her frustration out on the green with a putter or pitching wedge.

But as much fun as it is to talk about ill-mannered patrons during lunch break, the golf crew admits that for every bad sport, there are two good-natured counterparts. Casper remembers the time when the employee in charge of irrigation left the sprinklers running on the 1st green.

Casper came driving up the fairway to see an early-rising couple trying to putt in spite of the rotating fountains of water. Getting wet at that hour couldn't have felt good. So he promptly apologized for the inconvenience after shutting the water off.

"Oh well, we're awake now. That should help our score," the man said. The lady just smiled and gave him a compliment on the course. "Unbelievable," Casper remarked.

The grounds crew was ready to swap some more stories when a voice called out from inside the shop. "Hey you guys, lunch was over 10 minutes ago. Get back to work!"

With All The Abuse Your Turf Takes, Who Needs Root Pruning?



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Briefs



GCSAA ELECTS OFFICERS

William Roberts of Lochmoor Club in Grosse Pointe Woods, Mich., was elected president of the Golf Course Superintendents Association of America replacing outgoing President Stephen Cadenelli during the Golf Course Superintendents Association of America's International Conference and Show last month in New Orleans.

Randy Nichols of Cherokee Town & Country Club in Dunwoody, Ga., was elected vice president and Joseph Baidy of Acacia Country Club in Lyndhurst, Ohio secretary/treasurer.

Elected to two-year terms on the board of directors were incumbents Bruce Williams of Bob O'Link Golf Club in Highland Park, Ill., and Randall Zidik of Rolling Hills Country Club in McMurray, Pa., along with newcomer Paul McGinnis of Union Hills Country Club in Sun City, Ariz.

SOD FARM INTERNSHIPS OFFERED

Turfgrass management students or those in related programs who are interested in working on a sod farm can submit resumes to the American Sod Producers Association's Summer Intern Program.

Students should send resumes to ASPA Program Administrator Tom Ford at 1855-A Hicks Road., Rolling Meadows, Ill. 60008.

Sod farms seeking seasonal employees can contact Ford at 708-705-9898 or check listings in the association's bi-monthly Turf News magazine.

"Sod farms will benefit from this program by being able to easily identify and employ qualified, interested individuals, while the students will benefit by gaining significant hands-on experience in turfgrass sod operations," the ASPA said.

POLYMER TEST DETERMINES APPLICATION

PHOENIX, Ariz. — Aque Gel International, a distributor of polymers, now has a laboratory test that can accurately determine optimum application rates for polymer usage in all soil types and conditions.

Polymers are a water conservation material which, when used in turfgrass or agriculture, prove cost-effective in managing scarce water resources.

LOFTS AWARDS EIGHT SCHOLARSHIPS

BOUND BROOK, N.J. — Eight \$1,000 Peter Selmer Loft Memorial Scholarship Awards were awarded at the New Jersey Turf Expo.

Rutgers University students who received grants, based on high academic achievements in turfgrass science, are Christopher Boyle, Suichang Sun, Karen Plumley, Victor Nemeth, Mirta Guglielmoni, James Campbell, Lora Betts and Chan Seok Oh.

Royalties from sales of Tribute tall fescue, royalty contributions from Lofts Seed, as well as donations from other corporate and private sources, generate the scholarship funds.

Bennett overcomes great odds to win title

By Vern Putney

Super Bowl Sunday was far from super for Gary Bennett. The 43-year-old course superintendent at Crickentree Golf Club in Columbia, S.C., was felling trees at his home to make way for a swimming pool. A crashing limb crushed Bennett's right pinky finger. He drove 25 miles to a hospital, where an intern reset the bone and reattached the finger hanging only by skin.

The injury Jan. 26 appeared devastating. Bennett was scheduled to play 15 days later in the championship flight of the Golf Course Superintendents Association of America's 36-hole medal play tournament at two of four demanding Sawgrass courses in Jacksonville, Fla.

One of 11 scratch players in that select field of 100, Bennett's dim competitive chances seemed hopeless four days later when his damaged digit was re-examined.

Bennett inquired of the possibility of playing. The answer was a vehement "No!" despite Bennett's assurance that he had a high pain threshold.

The physician finally said, "OK" but don't attempt to play until tournament day." Perhaps it would do no great harm if Bennett made a token appearance, he said.

Bennett sneaked in two practice rounds here, then spreadeagled the field with a five-stroke victory. He opened with a 76 at Sawgrass Country Club, and added a 73 at TPC of Sawgrass. Par is 72 on both courses.

Jim Sparks, 64, 225-pound powerhouse from Champion Hills Club in Hendersonville, N.C. carded 78-76 — 154 for runner-up honors in his tournament debut.

Tied for third at 155 were Jim Dusch, Robert Kronn and Frank Maxwell Jr.

Dave Wright Powell of Myers Park Country Club in Charlotte, N.C., winner in 1985, 1988 and 1989, shared sixth place at 158 with David B. Oliver, 1986 winner from Martin Downs Country Club in Palm City, Fla.; Mark Hopkins and Tommy Robinson.

Roger Null of Norwood Hills Country Club in St. Louis, seeking his third straight crown,



GCSAA championship winner Gary Bennett, left, is congratulated by runner-up Jim Sparks.

Vern Putney photo

struggled to a 163.

Host superintendent Fred Klauk battled back from an 84 at Sawgrass County Club for a 77 and 164.

Georgia won the team total by one point using the Stapleford Scoring System. Team members, Randy Nichols, Cherokee Town & CC, Dunwoody; Jim Dusch, Atlanta National GC in Kennesaw; Mike Wilson, Braelinn GC, Newnan; and Randy Waldron, GC of Georgia, Alpharetta. Waldron also won the first flight and Mark Esoda, Ansley GC, Atlanta won the second flight.

The Carolinas, the runner-up foursome, comprised Bennett; Powell; Brad Brooks, Benevenue CC, Rocky Mount, N.C.; and Paul Jett, Duke University GC, Durham, N.C. The Louisiana-Mississippi team was second.

Bennett, who has competed in all but one national tournament since 1979, was runner-up in 1987 at Phoenix and also placed third and fourth.

Despite discomfort and some pain upon ball contact, Bennett didn't let this opportunity to be No. 1 slip away. He posted an under-par 35 on the back nine. Highlights were birdie putts of 12 and 22 feet on the 10th and 14th holes, respectively.

Aware he had amassed a sizable stroke bulge, he played the par-4 18th safely, finding the pot bunker to the right of the green but avoiding water trouble on the left. Bennett was content with a harmless bogey.

Until this sparkling performance in an adverse circumstance, Bennett's top title credit had been as Louisiana State University Invitational tourney low in 1969.

He was for eight years course superintendent at Deer Track Golf Course in Myrtle Beach, S.C., before moving to Crickentree five years ago.

Crickentree members receiving word of Bennett's feat must have responded with a

Continued on page 16

Retirement program established by GCSAA

Association works plan for members with Merchants National Bank

TOPEKA, Kan. — The Golf Course Superintendents Association of America and the Merchants National Bank of Topeka have established a retirement program for members. The program offers a wide choice of investment options.

A 1990 survey indicated that only about 20 percent of GCSAA members had any sort of formalized retirement plan. The survey also showed a strong interest in a plan sponsored by GCSAA.

Financial planners estimate that retirees need from 70 to 100 percent of pre-retirement income in order to maintain their current standard of living.

The GCSAA Retirement Program combines the tax advantages of insurance contracts and the investment opportunities of mutual funds, with no load or sales charge design. The specific investment products are being offered through the Guardian Insurance and Annuity Co., Inc., a subsidiary of Guardian

Life Insurance Company of American. Guardian Life was listed as one of the 11 safest life insurance companies in the U.S. by Money Magazine in July 1991 and has received the highest ratings for safety and quality from Standard & Poors (AAA), A.M. Best (A+) and Moodys (Aaa).

To request additional information on the program, contact Stephen R. Page, registered rep, at 913-291-1001 or Sharon Johnson, registered rep, at 913-291-1003.

Position papers address wildlife, wetlands, other topics

Zidik, Passios, GCSAA staff draft GCSAA statements

The GCSAA board of directors recently approved four position papers that will solidify the association's stance on the environment.

The papers were drafted by board government relations liaisons Randall P. Zidik and Charles T. Passios, and the government relations staff at Golf Course Superintendents

Association of America headquarters.

The papers — titled Applicator Certification, Endangered Species, Wetlands and Other Aquatic Habitats, and Posting and Notification — will be distributed upon request as tools to help educate people and to inform the golfing and non-golfing public about the GCSAA's stance on these issues.

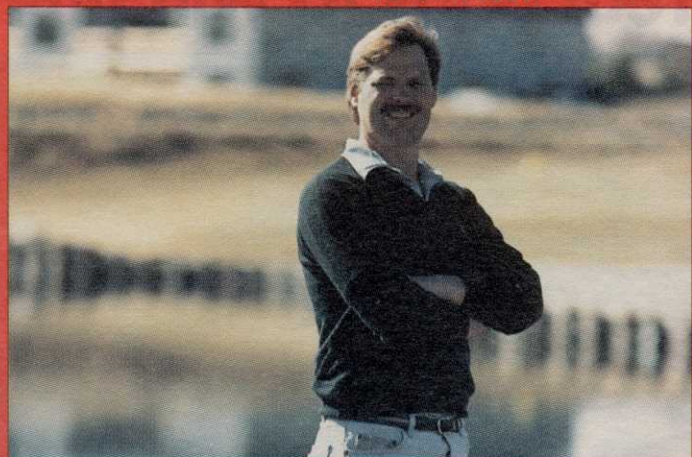
The applicator certification paper stresses the importance of training for pesticide applicators.

The endangered species paper notes that the GCSAA fully supports efforts to implement a successful endangered species program and encourages cooperation with the EPA.

The Wetlands paper recognizes the need to protect wetlands, notes how courses can enhance and protect urban wetlands, and offers a definition of wetlands.

In the posting and notification paper, the GCSAA supports reasonable efforts to notify the public about pesticide applications.

SUPER FOCUS



*Dennis Vogt
onsite in Asia
for Dye De-
signs Interna-
tional.*

Asian work a different

By Peter Blais

The slopes along the roughs were steep, too steep for riding mowers thought members of the grounds crew at Mariya Country Club.

Instead, 12 workers were assigned the month-long task of grooming the 100 acres bordering the fairways of the suburban Tokyo course with walk-behind mowers.

Try though he might, Dennis Vogt couldn't convince his Japanese workers that a riding mower could navigate the course quicker

and without tipping over. Finally he jumped behind the wheel and began cutting himself.

"It took me four or five days to do the whole course. They were just afraid to do it. Once they saw it was safe, they were happy to use riding mowers. Now two guys do the course in a couple of days," said Vogt, an American and Dye Designs International's director of turf maintenance.

Getting crew members to change the way they did things was the biggest challenge Vogt said he faced during his two-year stay (1989-90) at Mariya and nearby Glenmoor Country Club.

Vogt, currently the grow-in superintendent at Royal Hawaiian Country Club on Oahu, was brought in to prepare Mariya for a Jack Nicklaus-Jumbo Osaki Skins Match. He doubled as grow-in superintendent at nearby Glenmoor, which hosted that year's inaugural Japanese Professional Golfers Association tournament.

Vogt trained both staffs in equipment operation and maintenance, irrigation system operation and repair, safe chemical and fertilizer application, irrigation principles and pest management. Though they were apt pupils, Vogt's Japanese crew provided some frustrations.

"I'd leave the site after teaching something and they'd go right back to doing it their own way," he recalled. "Eventually I found that suggesting a new way of doing things worked better than forcing them to do it."

"That first month, I couldn't get them to listen much. I did a lot of mowing and chemical applications myself. But once they saw the results, they trusted me and began doing it my way."

The chance to experience a different culture first attracted Vogt to Japan. The 32-year-old had already carved out a fairly successful career in the United States, having worked at Castle Pines Golf Club in Castle Rock, Colo. (site of "The International" PGA Tour stop), Riverdale Dunes in Denver as grow-in superintendent and Glenmoor

Continued on page 15

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breed of challenge for American Dennis Vogt

Continued from page 14

Country Club of Cherry Hills in Englewood, Colo., as head superintendent.

But those experiences didn't prepare the American for the cultural difference he encountered in Japan.

In the United States, an unproductive worker can simply be fired. "But that's not the Japanese way. If a guy won't listen to you, you can't just get rid of him. Many workers stay at the same course for life," Vogt said.

Then there is the matter of job responsibilities. In America, a crew member is often assigned a specific task, such as mowing greens, and that is all he does. In Japan, workers rotate jobs, sometimes the same day.

"I'd spend a week with someone, teaching him how to spray chemicals or apply fertilizers," Vogt said. "I'd put him on his own one morning, come back that afternoon, and someone else would be doing his job. It created a lot of problems with consistency. But that's the way they do things. I finally convinced them it would be better to rotate jobs on a weekly rather than a half-daily basis. It was a compromise and worked pretty well."

Getting 2-year-old Mariya in tournament shape was a difficult assignment considering that, despite their love of golf, the Japanese rarely maintain their courses up to U.S. standards, he said.

For example, most American courses mow greens six times and fairways three times a week, Vogt explained. In Japan, it's not unusual for fairways to get four inches high and roughs a foot or more before mowing, he added.

Vogt introduced more frequent mowings and new equipment, and corrected old ways of applying chemicals and fertilizers.

"They were spraying on chemicals an hour before it rained at Mariya," Vogt said. "They weren't environmentally conscious. And yet, the government is trying to ban pesticides and chemicals. It would be better to educate people in their proper use."

Glenmoor, which opened in July 1990, departed from the common Japanese practice of having two greens per hole, one for summer and the other for winter use. Vogt taught the crew how to maintain a single, year-round green. He also made Glenmoor one of the few Japanese courses to overseed tees and fairways with perennial ryegrass during the winter.

"Some courses may overseed the 9th and 18th holes for appearance sake," Vogt said. "But we were one of the first to overseed everywhere."

Outdated equipment, lack of irrigation systems and extensive use of hand labor also make it difficult to bring courses up to U.S. standards, Vogt said.

Additionally, few educational opportunities exist other than occasional seminars by visiting U.S. professors and the extensive reading materials made available to course employees. Golf course superintendent is not viewed as a high-profile job and, in many instances, probably pays less than the average waitress' salary, Vogt said.

"Japan is a good 10 to 15 years behind the United States in course maintenance," he said.

The low pay has generally discouraged Americans from accepting daily superintendent posts at golf courses, although many have worked in the more lucrative construction area.

"I don't see that changing," Vogt said. "But I do see Japanese superintendents becoming more professional as they make trips to the

"They were spraying on chemicals an hour before it rained at Mariya. They weren't environmentally conscious. And yet, the government is trying to ban pesticides and chemicals. It would be better to educate people in their proper use."

— Dennis Vogt

United States and get involved in other educational opportunities."

Vogt's current post, Royal Hawaiian, is the first Dye Designs' course in the island state. The 36-hole facility is located in an environ-

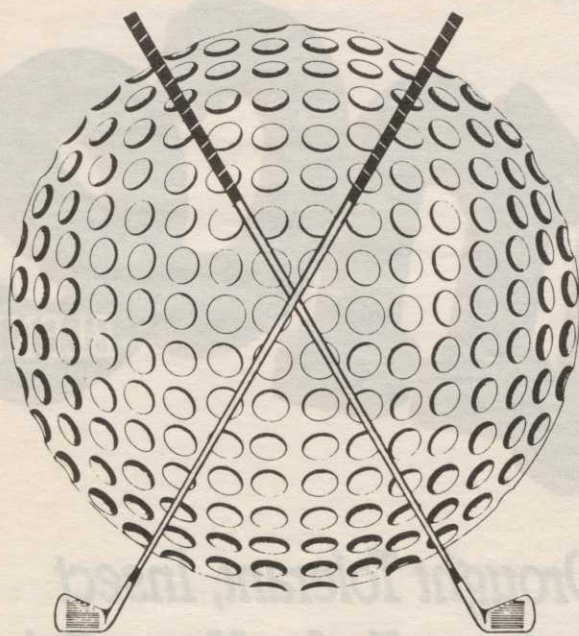
mentally sensitive valley on Oahu's windward side. Ancient artifacts, wetlands and natural streams must be preserved.

It is the state's first golf course to use Zoysia Japonica in the rough areas, Vogt said.

Once established, the zoysiagrass will not need watering during the dry season and will provide a contrast to the Bermudagrass fairways. Although parts of the course receive as much as 80 inches of rain annually, most of it falls from December through February.

"I'll spend most of my time here the next nine months," Vogt said in early February. "I'll also make sure construction specifications are being followed at other Dye courses throughout the Pacific. After that, I'd like to find a course that will be my base and travel just five or six days a month."

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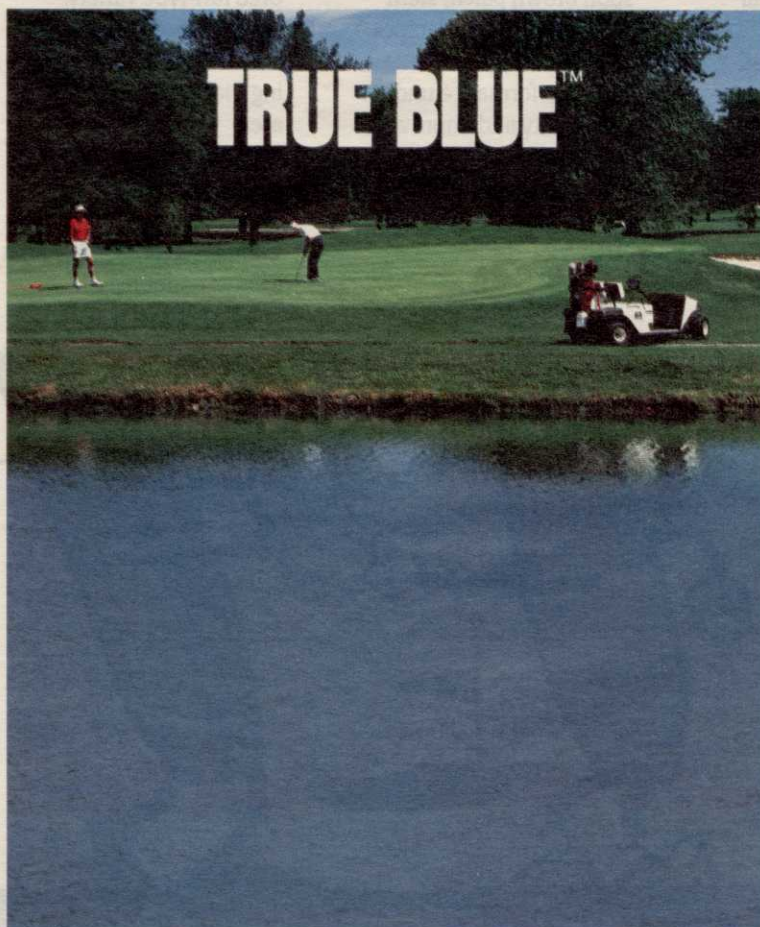
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Bennett and Georgia team both gain nat'l title

Continued from page 13

standing ovation, not only for his playing prowess but his personal courage. Susan, his wife of almost 13 years, last August succumbed to cancer. Their children are teen-age twins Nicholas and Kelley and 9-year-old Justin.

Sparks, a Hendersonville native, was in the construction business 4-1/2 years. He had built a course in Fayetteville, N.C., and was superintendent at Cardinal Club in Greensboro, N.C., when opportu-

nity come along to assume similar duties last June at Champion Hills. This is the home course of renowned architect Tom Fazio, a part owner.

Sparks tumbled from contention with bogeys on holes 7 through 10, recovered with a 15-foot birdie putt on No. 13, sank short putts for birdies on 16 and 17, and canned a four-foot par putt on 18. He was grateful that the pack came back to him.

Fierce winds the first day took a

tremendous scoring toll, even of the championship flight comprising scratch to six handicap players. At Sawgrass Country Club, 13 scores were in the 90s, and there was a 100 and 102.

Gary Laliberte of Prout's Neck Country Club in Scarborough, Maine, was in the early hunt until dumping two in the water on the par-4 15th at Sawgrass Country Club for a quadruple bogey "snowman" eight. Playing companion Null also found water on that hole for a seven.

Laliberte had a spectacular six-day stretch last summer. In that period, he captured the Brunswick Golf Club and Maine superintendents' championships, and paired with Prout's Neck pro Bryce Roberts for New England PGA Pro-Super title laurels.

Though winds abated and chilly temperatures moderated the second day, large-scale misfortune overtook two title contenders.

William Smith of Ellendale Country Club in Houma, La., first-

day leader at blustery Sawgrass Country Club with a 74, soared to an 85 at TPC.

Gary Moseley, golf director at Colony Club in Gutenhof, Vienna, Austria, followed a 76 with a disastrous 88. Moseley had finished in the top 1 last year. Originally from the north of England, Moseley has been a prominent player on the European Continent for more than a decade.

He's used "on holiday" status to enter this international event the past three years. Unfortunately, his game the second round was on holiday.

Dudley Smith of Silver Lake Country Club in Orland Park, Ill., a 21-handicapper playing in a lower flight at the TPC Valley Course, registered the day's most unique par. His tee shot on the 380-yard 13th hit the water several times, but refused to sink and made it to dry land. His second shot rattled among trees, and his third shot was headed for oblivion when it kicked at a crazy angle and ended up 12 feet from the cup. He converted, and tried to pass off the hole as routine.

Though host superintendents Randal Hooper, Jack (Eddie) Snipes and Klauk were helpless to control the harsh weather, their peers applauded course conditions.

The 1993 tournament will be in San Diego.

149 — Gary Bennett

154 — Jim Dusch, Robert Kronn, Frank Maxwell Jr.

158 — Mark Hopkins, David Oliver, Dave Powell, Tommy Robinson.

159 — Chuck Green, William Hanna, William Smith, Rodney Guy.

160 — William Martin, Alan Pondel, Gary Smither, Sam Williamson, Michael Wilson.

161 — Fred Klauk

162 — John Baranski, Andy Campbell, Mark Henderson, Paul Jett, Scott Johnson, Scott Lewis

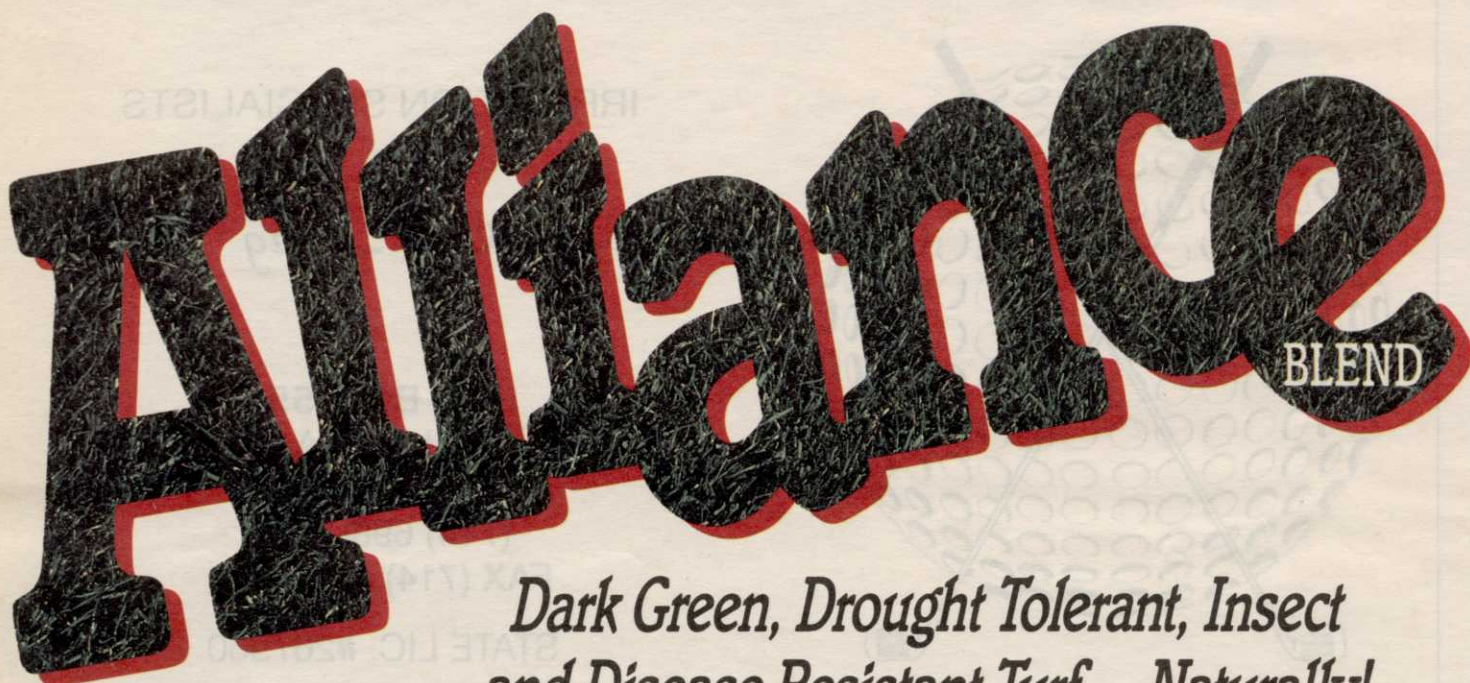
163 — Roget Null, Scott Miller, David Buckles, Buck Buckner, Joseph Ondo

164 — Michael Young, Gary Moseley

165 — Brad Coole, Alan Hess

166 — Dale Quinn, Dave Flaxbeard, Doug Browne, Andy Laughridge

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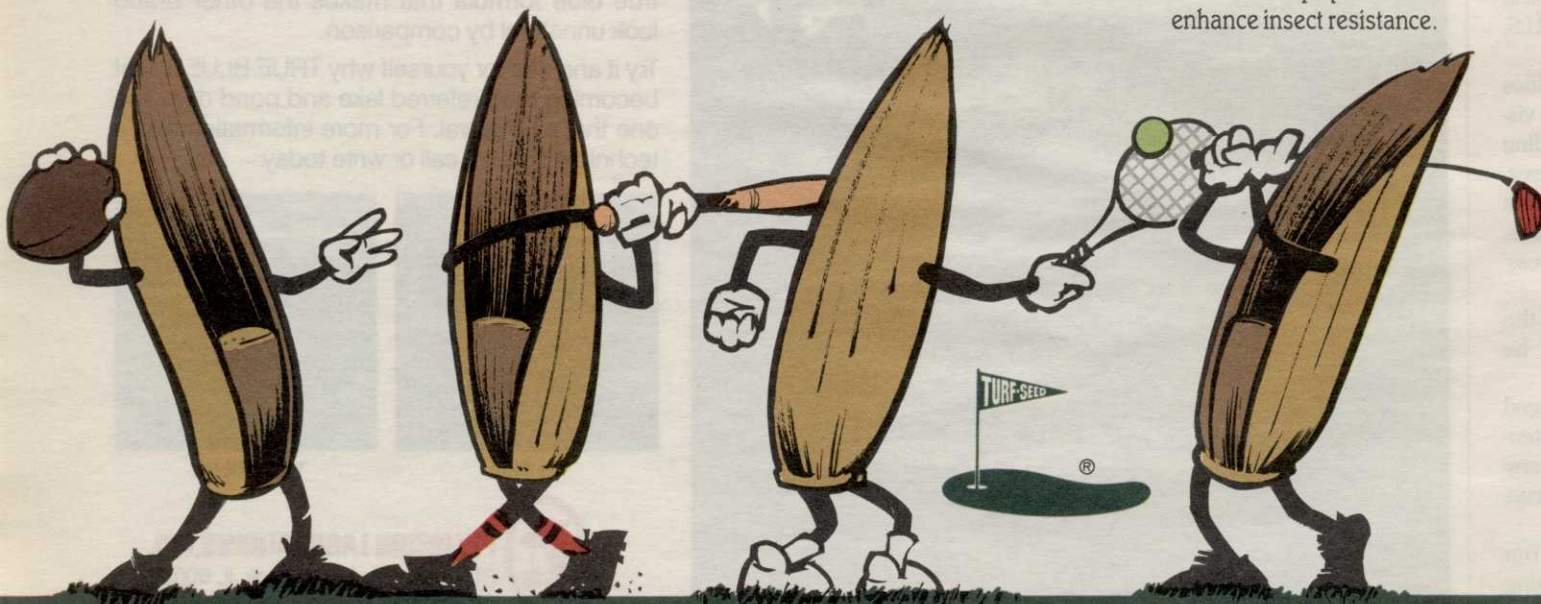
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The Leader Board, a new bi-monthly newsletter, is being published by The Center for Golf Course Management.

The Leader Board is designed to provide golf's volunteer and professional leaders with information to convey a better understanding of the business of golf course and club management.

For more information or to order a subscription, contact The Leader Board at 913-841-2240. CGCM is a subsidiary of the Golf Course Superintendents Association of America.

Scarbrough maintains old ties to maintenance

By Vern Putney

JACKSONVILLE, Fla. — Bill Scarbrough long ago traded in the tools and technology of a three-years stint as a golf course superintendent to resume a competitive career. But the retired Navy career man retains a keen interest in "the men and women who make the game go."

Scarbrough, now tournament coordinator for the North Florida Golf Association, hovered around the scoreboard during the recent national golf course superintendents' championship play at two Sawgrass courses.

A skilled computer operator and handy with typewriter and pencil, Scarbrough covered the annual event for the *North Florida Golf News*.

The local resident, now 68, a one handicapper and still a national course superintendent member, may have been that group's highest-rated player. He was National Public Links finalist in 1956, semifinalist in 1954 and quarterfinalist in 1955.

At his peak, Scarbrough's handicap was plus three, which meant he spotted par three shots before he teed off. He was expected to score 69 or better each round.

In the course of a competitive odyssey spanning 40 years, Scarbrough criss-crossed the country and played a variety of demanding layouts. The presence here of so many superintendents from these areas provided rare opportunity to update information on links and supers and to rekindle memories.

Having played the nation's most prestigious courses, it would follow that Scarbrough would single out the likes of Augusta National as his favorite. Not so. That honor belongs to Riverside Municipal Golf Course in Portland, Maine, his personal shrine of golf.

"That's where I learned to play the game as it should be played," declared the Memphis, Tenn., native. "The golf gang there each week-end ranged from 24 to 30 players. Betting abounded (quarter Nassaus), and one rule was inflexible: Play the ball down and putt everything out. This meant the ball wasn't touched from the time it was teed up until plucked out of the hole. There was no conceding putts inside the leather."

Baptism into this seemingly harsh code of golf conduct, formative and informative, became comforting. Scarbrough knew he could compete under any circumstance. While others might not be able to cope with a tight lie or heavy rough, Scarbrough hit through the ball with confidence.

Riversiders were behind him when the pressure was greatest. Hereceived a "Good Luck" message on the eve of his scheduled 36-hole match play final with fellow Memphis native Junie Bauxbaum. Scarbrough bowed, 3 and 2, but appreciated immensely the backing of his Northern friends.

Scarbrough was assigned to

Portland's Navy recruiting station from 1947 through 1949. He captured the city championship in '49, defeating "extremely likeable and capable" youngster Tony DeRice.

"The Riverside Experience" provided Scarbrough further favorable fallout. In addition to gaining a new insight into golf "from the ground up," he learned to read different grasses. Bentgrass was new to him.

Closer acquaintance with various turfs earlier looked upon only as a convenient surface from which to launch a golf ball came in handy. Scar-

brough was appointed superintendent at Pawtuxet River (Md.) NTC in 1951, at NAS Memphis in 1954 and Jacksonville NAS, his current home course, in 1955.

Lieutenant Scarbrough, still a trim 6-3, 200 pounds, completed a 30-year hitch in 1970.

Most precious in his storehouse



Bill Scarbrough

of Navy-golf memories, beyond the Bermuda Amateur title in 1958 are all-Navy crowns in 1961, '68 and '69, and Pacific Northwest Golf Association title in '79.

Current concerns of Jacksonville's five-time Seniors champion dominant in this area's age group and a recognized rules authority, are environmental problems and the expanding role of the so-called environmental protectionists.

"They're giving us fits with mole crickets, and these critters are no

small potatoes in this neck of the woods," Scarbrough asserts. "If we can't use the proper pesticides to achieve maximum effect, it affects our playing surfaces and therefore our shots. The grass dies, and we wind up playing out of dust. At my age, I can't give the course anything."

Opponents might disagree — loudly. They won't mind seeing Scarbrough sidelined March 23-29. He'll be working the practice tee as a volunteer marshal at TPC of Sawgrass during the PGA Tour stop.

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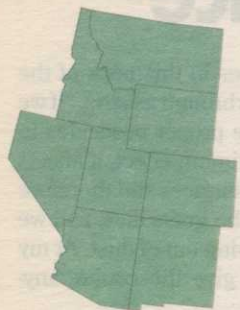
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PESTICIDE TRAINING OFFERED

DENVER—To satisfy new state of Colorado regulations requiring verifiable classroom training of all new hires working in pesticide application, a Spring Training Conference will be held March 11 and 12.

Consisting of 16 hours of classroom training, the conference is co-sponsored by the Colorado Association of Lawn Care professionals and International Society of Arborist. It is directed at applicator and sales technicians in turf and ornamental use categories.

It will also qualify in some turf and ornamental categories for Continuing Education Credits, as newly required by the state for licensed applicators starting in 1992. These CEC's need to be accumulated to re-license. The conference will be one of the first to adequately satisfy these classroom requirements.

For additional information, contact Julia Marie at 303-688-2268.

South Central



WEST TEXAS ELECTS DEEDS

SNYDER, Texas—Clint Deeds of Tascosa Country Club in Amarillo has been elected the new president of the West Texas Golf Course Superintendents Association.

Also elected at the 1991 annual meeting were Vice President Jerry Thompson of Andrews County Golf Course in Andrews and Secretary/Treasurer Ronnie Hartman of Hobbs Country Club in Hobbs, N.M.

Bob Barnett of the Club at Mission Dorado in Odessa and Don Watson of the Fairway Oaks Country Club in Abilene became three-year board members. David Kattes of Western Texas College in Snyder was elected college board member.

The new board members joined other officers: David Byrd of Hogan Park Golf Course in Midland as past president; Barry Royal of Abernathy County Club in Abernathy and Scott Snider of the city of Lubbock course as three-year members; Jackie Ellis of Hillcrest Country Club in Lubbock and Terry Hutcherson of Amarillo Country Club in Amarillo as two-year board members; and Pam Deed of Amarillo as the newsletter editor and executive secretary.

The association has 256 members, an increase of 42 members in

1991. It averaged 85 people at each meeting.

Southeast

SOUTHEASTERN CONCLAVE SET

TIFTON, Ga. — The 46th Annual Southeastern Turfgrass Conference will be held here April 13 and 14.

The conference will feature a golf tournament at Spring Hill Country Club, sponsored by the Georgia Golf Course Super-



intendents Association; inspection of the experiment station's turfgrass research plots; a fish fry lunch; and a research putting tournament and barbecue at the Tifton Family Golf Course. The second day will feature educational programs for superintendents.

The Georgia GCS has released a schedule of events. On March 3 a spray technicians seminar will be held at Dunwoody Country Club in Dunwoody. On March 9, the Atlanta National Golf Club in Alpharetta will have a golf outing. On March 31, the USGA regional conference will begin at the Atlanta Athletic Club in Duluth. Contact

the USGA for more information at 404-233-2196.

April 13-14 features the Southeastern Turf Conference in Tifton, and May 19, Mike Wilson will host a golf outing at Canongate-on-White Oak in Newnan. June 1 is a ladies golf outing at Cartersville Country Club in Cartersville, hosted by Tim Janzen.

The GGCSA summer conference is at Callaway Gardens in Pine Mountain, Aug. 2-4. The fall outing is Oct. 12 at the Atlanta Athletic Club in Duluth; and the annual meeting is Nov. 1-3 at King and Prince, St. Simons Island, the Hampton Club for Golf.

For more information, contact the Georgia GCS at 404-769-4076.

GEORGIA FUND-RAISER A SUCCESS

ALPHARETTA, Ga. — Trustees of the Georgia Turfgrass Foundation Trust announced that their first golf tournament, played at the Atlanta National Golf Club in Alpharetta on Oct. 29, was a grand success. More than 60 golfers played the P.B. Dye-designed course, and the GTFT raised more than \$15,000 for research, extension and teaching within the state of Georgia.

Gold Kist, Inc. and Stovall & Co., Inc. presented the tournament.



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By varying the levels of each of the coating components, Poly-S technology offers unprecedented flexibility in "dialing" the release rate appropriate to different applications. No other fertilizer

North Central



TEGTMEIER IS IOWA'S BEST

DES MOINES, Iowa — Rick Tegtmeier, superintendent at Elmcrest Country Club in Cedar Rapids, was named Superintendent of the Year by the Iowa Golf Course Superintendents Association during

the 58th Iowa Turfgrass Conference and Trade Show at the end of January.

Other awards given out at the Turfgrass Awards Luncheon included the Distinguished Service Award, presented to John Newton, superintendent at Veenker Memorial Golf Course in Ames; and the Charles Calhoun Writing Award for the best article in the Iowa GCSA newsletter by a non-board member, given to Nathan Dunn, a member of the association.

President Gary Twedt of Ottumwa Country Club was elected president of the Iowa GCSA, while Tim Wesland of Thunder Hills Country Club in Peosta is vice president.

District supervisors are Michael Wade of Terrace Hills Golf Course in Altoona, Steve Elliott of Lake Creek Country Club in Storm Lake, and Rick Tegtmeier of Elmcrest Country Club in Cedar Rapids.

Serving the second year of two-year terms are David Christians of South Hills Municipal Golf Course in Waterloo; Ronald Mullen of Crow Valley Country Club in Bettendorf; and Jeff Wendel of Clarinda Country Club.

Director at large in 1992 is immediate past president Doug Snook of Waverly Municipal Golf Course. John Ausen of Hyperion Field Club in Johnston will serve on the board

as newsletter editor. Job referral chairman is Dan Smith of Carroll Municipal Golf Course.

Northeast

N.Y. TURFGRASS OFFICERS

Michael Maffei, superintendent at Back O'Beyond, Inc. in Brewster, N.Y., has been elected to a two-year term as the new president of the New York State Turfgrass As-



sociation.

Maffei is joined by new Vice President John Liburdi of Heritage Park in Loudonville and Treasurer Peter P. Hahn of Penfield Country Club. All are serving two-year terms.

Fran Berdine of O.M. Scott and Sons in Pine Bush and Karl Olson of National Golf Links in Southampton were re-elected as directors.

Other members serving as directors are John Fik of Park Ridge Health Systems in Rochester; James Hornung of Pilot Field in Buffalo; Peter Salinetti of Schuyler Meadows Club in Loudonville; Steve Griffen of Saratoga Sod Farm in Stillwater; and Anthony Peca Jr. of Batavia Turf Farms. Stephen Smith of P.I.E. Supply Co. in Thompsonville is past president.

Maffei has a bachelor's degree in plant and soil science from the University of Massachusetts and has been a certified golf course superintendent since 1979.

He is a past president of the Metropolitan Golf Course Superintendents Association and serves on several committees. He has served on the NYSTA board since 1988.

SUNY HONORS

Robert Emmons, professor of turfgrass science at SUNY Cobleskill, was honored at the recent New York State Turfgrass Association Turf and Grounds Exposition. He was presented the 1991 Citation of Merit Award, NYSTA's highest honor.

Emmons was nominated by a former student who described him as "an excellent teacher who conveys the problems and progress in turfgrass management to a wide variety of students and professionals."

"He is always available to his former students for technical and professional advice."

Emmons organizes and teaches several seminars for NYSTA every year. He has special expertise in turfgrass management for golf courses and athletic fields.

He has also taught at the Cornell Turfgrass Short Course and many Cornell Cooperative Extension seminars.

It is through his fund-raising that SUNY Cobleskill now has a turfgrass building.

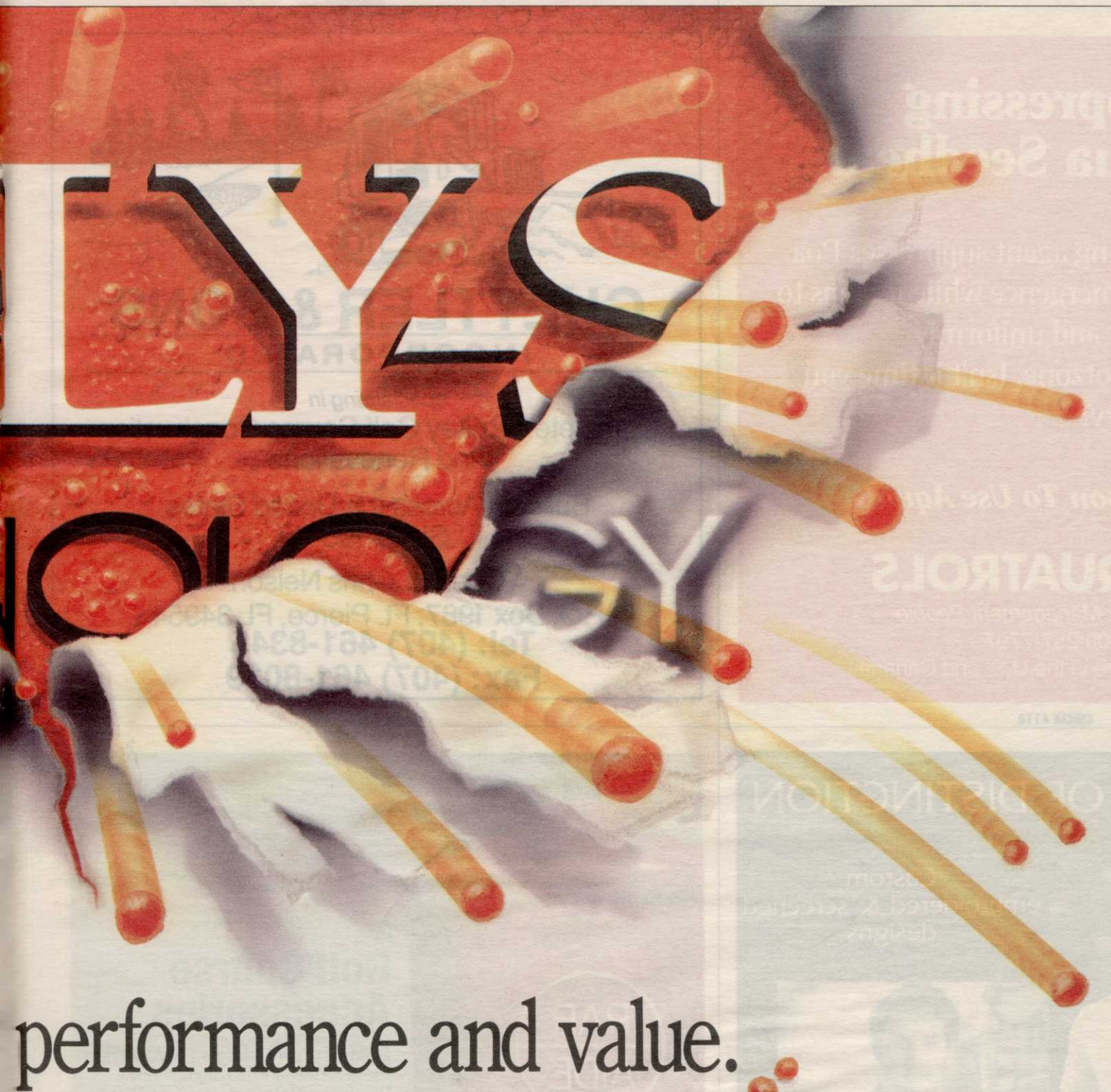
In addition to his other accomplishments, he is the author of a textbook on turfgrass management. He also serves on the board of the New York Greengrass Association.

N.H. SUPERS MEET

CONCORD, N.H. — The New Hampshire Golf Course Superintendents Association met Feb. 4 at the Concord Ramada Inn.

The meeting, open to all members, featured a business meeting and an education program given by Dave May, area director of OSHA, and Steve Beyer, OSHA's consultation program director.

After lunch, a hazard communication program workshop was held and a post-turf conference meeting reviewed expenses and made plans for the 1993 conference.



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USGA Green Section honors Skogley for lifetime of work

FARHILLS, N.J.—Dr. C. Richard Skogley, a turfgrass breeder and educator, has been presented the 1992 Green Section Award of the United States Golf Association.

Raymond Anderson, chairman of the USGA Green Section Award Committee, made the announcement. The award has been presented annually since 1961 in recognition of distinguished service to golf through work with turfgrass.

Skogley received the award in February at the Golf Course Superintendents Association of America Conference and Show in New Orleans.

"I'm very pleased to receive this award," Skogley said. "I'm proud to receive the acknowledgment of my peers for my years of research in turfgrass."

Active in turfgrass management programs at the university level for nearly 40 years, Skogley has served golf through his work as a researcher, educator, extension specialist, and turfgrass consultant.



Dr. Skogley

During most of that time, he has directed the University of Rhode Island turfgrass program, which originated in 1890 and is recognized as the oldest continuous turf program.

Skogley, through his research activities, has produced several important varieties of turfgrass, including Providence creeping bentgrass, Jamestown and Jamestown II chewings fescue, Georgetown Kentucky bluegrass, Kingstown velvet bentgrass, and Exeter colonial bentgrass.

The author or co-author of numerous articles for scientific journals and the public

press, Skogley has been a featured speaker at turfgrass programs throughout the world.

He has received many honors, including the Oregon Seed Trade Association Man of the Year Award and the Distinguished Service Award of the Golf Course Superintendents Association of America.

Skogley retired from the University of Rhode Island in 1990, but he continues to provide consulting services. His retirement schedule includes playing more golf, although it is widely known that he still carries a sample tube in his back pocket in case he encounters troublesome conditions on the golf course.

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CIRCLE #121

Scholarships and honors highlight N.Y. turfgrass expo

The New York State Turfgrass Association's annual Turf and Grounds Exposition in Rochester reportedly was an outstanding success.

The special one-day seminars were well received. Dr. Patricia Vittum of the University of Massachusetts said attendees at her session were "as stimulating and involved" as any she had seen. The three seminars had more than 300 attendees who were able to focus on one topic for an entire day.

Concurrent sessions targeted to golf course management, lawn and landscape services, athletic field management, grounds maintenance and handling yard wastes. The scope of this program allowed many people to attend sessions pertinent to their area of green industry.

The trade show featured 328 booths displaying the latest equipment and supplies.

As a fund-raiser, Eaton Equipment Corp. had a lottery that raised \$422 for the New York Turfgrass Foundation.

Michael Maffei, the newly elected president, was master of ceremonies. He presented scholarships to Brian William Bailey of Cornell University and Thad Thompson of SUNY Delhi.

NYSTA also presented plaques to the five golf course superintendents whose clubs hosted fund-raiser golf tournaments: Frank Bevelacqua of Blue Hill Golf Club; Charlie Clintsman of Teugega Country Club; Dick Deibert of Cornell University Golf Club; Walter Farmer of Saranac Inn Golf and Country Club; and Jonathan Jennings of Hiland Park Golf Club.

Tom Strain, former director, was awarded a plaque honoring him for his years of service to NYSTA. Stephen Smith received a plaque honoring his tenure as a board member and president.

The association presented \$10,000 to Dr. Brian Chabot for the New York Turfgrass Foundation. The foundation is a fund at the New York State College of Agriculture and Life Sciences to support research activities for the benefit of the turfgrass industry of New York State. The Metropolitan GCSA and Eaton Equipment Corp. also presented donations to the foundation.

N.C. attendance up

CHARLOTTE, N.C. — Turf professionals gathered to collect the latest scientific information and view the array of equipment at the 30th annual North Carolina Turfgrass Conference and Show, Jan. 8-10.

The conference showed an 80-percent increase in attendance over last year. Topics included a wide range of turfgrass applications, such as: parks, athletic fields, sod production, roadsides, cemeteries, golf courses, residential and commercial lawn care. In all, over 20 hours of continuing education were offered.

Contributions to support turfgrass research and education were accepted from: the Adirondack GCSA; Central New York GCSA; Finger Lakes AGCS; Hudson Valley GCSA; Metropolitan GCSA; and Northeastern GCSA.

The Hudson Valley Golf Course Superintendents Association presented \$2,000 to the SUNY Delhi turfgrass program. Noram Chemical Co. presented a scholarship to Brian Bailey.

Maine turf conference loaded with experts

A lineup of experts from Ohio State University's Dr. Harry Niemczyk to architect Stephen Kay and superintendent Gordon Wittereen will speak at the Maine Turfgrass Conference and Show at the Holiday Inn by the Bay in Portland, March 24-25.

The first morning session, moderated by Chuck Ravis of Augusta Country Club, includes a welcome by MGCSA President David Kile, and presentations by Niemczyk on Biological Controls of Turf Insects; and Dr. Karl Deubert of University of Mas-

sachusetts Cranberry Experiment Station, on the Reaction of Pesticide Compounds in the Soil. The morning session also features the MCGSA awards and a trade show.

The afternoon session, moderated by Kile, features presentations by Wittereen, from the Board of Trade of Metro Toronto, on 25 years of Mistakes; Robert Noonan, Richardson and Troubh of Portland, on Workmen's Comp: Who Gets It and Why; and Kay of Bronxville, NY, on Keep 'Em on the Paths. The presentations will be followed by a trade

shot and hospitality.

The Wednesday session includes Golf Course Composting by Charles Passios of Hyannisport Club in Marston Mills, Mass.; Addressing Environmental Concerns, by Dr. Kim Erusha of the United States Golf Association in Far Hills, N.J.; The Latest on Endophytes by Dr. William Torello of U-Mass Amherst; The Effects of the Soil Environment on Insecticide Control by Niemczyk; and Winter Crown Hydration by Dr. John Roberts of the University of New Hampshire.

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Monsanto donates to GCSAA fund

\$10,000 gift split between scholarship and research

Monsanto Agricultural Co. of St. Louis has presented GCSAA Scholarship & Research with two gifts totaling \$10,000.

Half the company's contribution will be used for general support of education and scientific programs operated by the 35-year-old charitable organization.

The remaining \$5,000 will be included in the Chet Mendenhall Memorial Fund, a scholarship endowment named in honor of a pioneering member of GCSAA. The contribution also serves to renew Monsanto's charter membership in the Platinum Tee Club, the pre-

miere support group for GCSAA S&R.

"Our donation is a continuation of Monsanto's longstanding belief in supporting the professionals who use our products," said Thomas J. Hoogheem, the company's manager of environmental services. "We're happy to make an investment in the future of a great industry like golf."

"We're very pleased to have Monsanto back in the club again for 1992," said Joseph G. Baidy, chairman of GCSAA's Scholarship Committee. "We're also excited that they've chosen to dedicate part of their contribution to the Mendenhall Fund. It's a great tribute to one of the most important figures in our association's history."

Turf Advisory Service offer extended to public course first-time users

FAR HILLS, N.J. — The United States Golf Association is making an offer it hopes public courses won't be able to refuse.

The USGA is offering half-price Turf Advisory Service to public golf courses that accept green fees from the general public, do not have a membership that owns the course, and haven't used the TAS in the last three years.

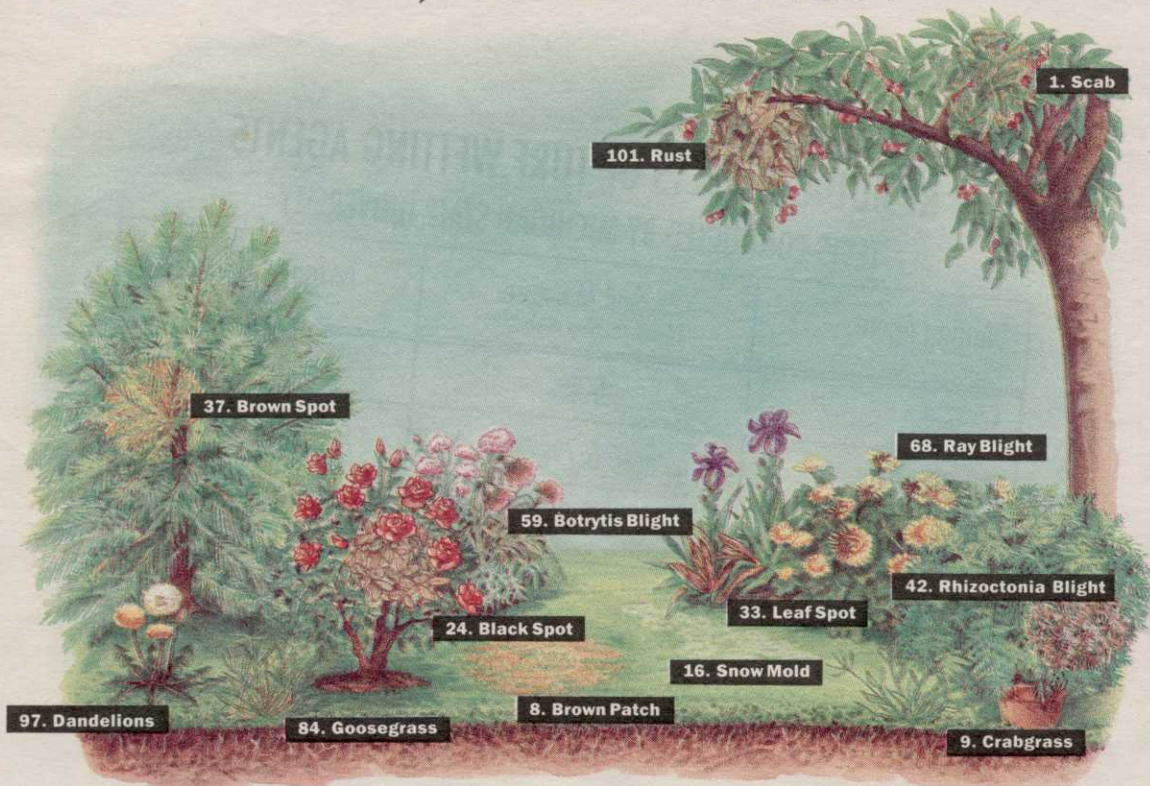
It hopes that providing expert agronomic advice to the courses can help improve the quality of playing conditions for many of the nation's public golfers. Also, it hopes the courses will then become annual subscribers

to the service.

The one-day fee is \$700 (usually the fee for the half-day program). The Turf Advisory Service shows facilities how to get the most out of a limited maintenance budget. The staff of 16 is based around the nation, and sees the problems and solutions for different turf regions first-hand.

The USGA Green Section has offered turfgrass research and advisory services since 1921. For more information about this one-time offer, contact USGA Green Section, Public Golf Course Offer, P.O. Box 708, Far Hills, N.J. 07931-0708; 908-234-2300.

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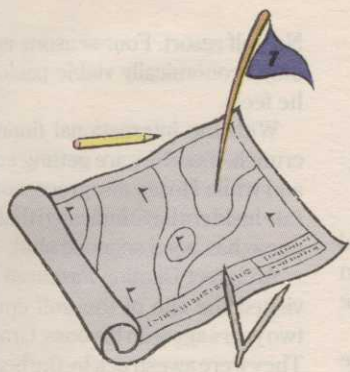
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CIRCLE #124

Briefs

**SANFORD, KEN GREEN TEAM UP IN N.Y.**

FISHKILL, N.Y. — Golf course architect John Sanford and PGA Tour player Ken Green will soon break ground on their latest collaboration—Hickman Hills Golf Course here.

Situated on 107 acres of rolling hills, the par-70 daily-fee course integrates existing areas of ledge rock, preserves much of the hardwoods, and is enhanced by a brook that meanders through three of the holes on the front nine.

"In designing these courses, we took into consideration the need to maintain their affordability. It is crucial, however, to also maintain the integrity of the design so you have a course that people want to play over and over again," said Sanford.

GARL DESIGNS SANDRIDGE'S SECOND 18

VERO BEACH, Fla. — Construction has begun on the second 18-hole layout at nearby Sandridge Golf Course. The course, designed by Ron Garl of Lakeland, is scheduled to open next December.

The new course will measure about 6,200 yards from the championship tees, compared to the existing 6,600-yard course. It's designed, said Sandridge golf director Bob Komarinetz, as a thinking man's golf course, oriented toward target golf.

The new layout includes the six lakes already on the property, a 5,000-square-foot clubhouse overlooking the 18th green, an expanded practice area and putting green. The price tag is \$5.5 million, and Komarinetz hopes to add some country-wide events to his club's schedule.

REES JONES VENTURES TO OREGON

Rees Jones will design his first course in the western United States — in the Oregon coastal community of Florence.

Jones will lend his talents to the Florence Resort Community (FLORECO), a 242-acre development that began construction in February. The development will include housing parcels and a hotel/commercial site, but the Jones course will be its center.

"We'll let Rees' own philosophy determine the final design," said Jack Roake, president of FLORECO. "We have a unique site that Rees himself calls superior. We want a classic course, and he's the best."

Working with Jones' team will be The Design Professional Group of Grants Pass, Ore. Engineer T.J. Bossard, community and land use planner Alex Forrester and designer/architect Ken Snelling have worked on numerous coastal residential communities.

ELKHORN CELEBRATES REMODELING

STOCKTON, Calif. — Elkhorn Country Club's recently completed remodel of its former clubhouse was celebrated with a grand opening Jan. 17.

Elkhorn's owners, Ty and Nancy Caplin, Stockton's 1991 Small Business Persons of the Year, and members will enjoy the results of a six-month extensive remodel by H & H Construction, the general contractor.

Builders honor Robert Trent Jones Sr.

Elder statesman of golf course architecture given Rossi Award

By Peter Blais

Golf course architect Robert Trent Jones Sr., builder/architect Perry Dye and builder Brent Wadsworth were honored during the Golf Course Builders Association of America's annual meeting in New Orleans.

Robert Trent Jones Sr. received the association's Donald Rossi Humanitarian Award. Jones, who emigrated to the United States from Wales at age 5, is generally referred to as the first student of golf course architecture, designed hundreds of courses throughout the world, started the American Society of Golf Course Architects and is still

designing courses at age 85. His two sons, Robert Jr. and Rees, are well-known architects in their own rights.

Architect Roger Ruelwich, who has worked with Jones since 1961 and still refers to his boss as Mr. Jones, said of his mentor: "Mr. Jones is really the creator of the modern profession of golf course architecture."

New GCBA President Jerry Piermann presented outgoing President Perry Dye with an award thanking him for his four years of service as the head of the organization. Dye is president of Denver-based Dye Designs.

The plaque read: "To a true visionary, whose leadership and dedication to the game inspired one of the brightest chapters in GCBA history."

Said Dye: "I can't tell you how lucky I was that my father (well-known architect Pete Dye) told me not to get into the golf business, because I immediately got into the golf busi-

ness. Back in 1972, my father was convinced tennis would take over the world and golf would fall on the short side.

"The game has been a great opportunity for me, my family (14 of whom work for 187-member Dye Designs), my parents and my grandparents."

For the third straight year, Plainfield, Ill.-based Wadsworth Golf Construction Co. received the *Golf Course News* Builder of the Year Award from publisher Charles von Brecht. Wadsworth has been in the golf business since 1954 and built hundreds of courses throughout the country.

Wadsworth Vice President Paul Eldredge accepted the award on Wadsworth's behalf.

"This is a credit to the architects and developers we've worked with," he said. "They have made it easy and pleasurable to do the work we've done."

Expectations are high at Pumpkin Ridge

Cupp Design, developer Pumpkin Ridge Partners carve two courses out of Tualatin foothills

By Mark Leslie

NORTH PLAINS, Ore. — Pumpkin Ridge, cut out of "a fabulous natural site" according to Bob Cupp Inc. senior designer John Fought, will open here April 1.

The facility, at the base of the Tualatin Mountains foothills 21 miles from downtown Portland, will open one private and one daily-fee course. The East Course will open for members only on April 1. When the West Course opens June 21, it will become the private course, and the East will open up to the public.

The 6,900-yard East Course, which will play to par 71, is an "old-style golf course — square tees and all," Fought said.

"There's not a bad golf hole in the 36," said project manager Gary Hellwege. "We're excited by it. I'm prejudiced, but I will not hesitate to say it will be spectacular."

Fought, Cupp's partner, said they used the natural flow of the property, with a ridge line dividing the two courses, and with forest on the foothill side of the site and farmland on the valley side.

Builders created a two- to three-acre lake, from which water is piped to the top of the ridge and flows down two manmade creeks through both courses. Another two lakes were created on the East Course and three on the West Course.

"We only moved 400,000 cubic yards for both courses. That tells you the kind of site it is," Fought said.

The 365-acre site includes two wetland areas that are low but with huge ash trees and "not at all marshy," he said.

Hellwege also pointed with pride to the facility's 30,000-square-foot 18-hole putting course, designed with "all the contour you'd ever want."

Portland businessmen Marvin French, Barney Hyde and Gaylord Davis formed Pumpkin Ridge Partners to develop the course, with funding from Oregon Central Corp.

Tour pro Bob Gilder is already claiming Pumpkin Ridge as his home course, saying it "is a real tournament golf course where I can sharpen my game, ... and it can be played by my family. The golf course is good for any



The 137-yard par-3 16th hole on Pumpkin Ridge's East Course shows the old-fashioned square tees Bob Cupp Inc. designed at this 36-hole facility outside Portland, Ore.



The 7th hole of the Pumpkin Ridge West Course meanders left 620 yards from the golf tees, 473 from the forward tees. Sand bunkers define the fairway and challenge the golfer.

caliber of golfer."

The 1984 PGA Professional of the Year, Jerry Mowlds is director of golf. Mowlds is a member of the PGA Pacific Northwest Hall of Fame, a director of the PGA of America, and has won the Oregon PGA Champion-

ship four times among other victories.

Bill Webster has left Seattle Golf Club to join Pumpkin Ridge as superintendent.

Hellwege said 200 of the targeted 500 West Course memberships had been sold by February.

\$12M spent on \$200M project and ground still not turned

Environmentalists detain destination resort

By Bob Spiwak

A heavy fog and three feet of snow cover the tiny settlement of Mazama, Wash., producing a landscape as dead as the dreams of a massive four-season resort at Early Winters, up the road.

That is the scenario painted by a Seattle newspaper, which stressed that the Early Winters Corp. was broke.

Corporate president Harry Hosey sees it differently, although admitting the threatened spotted owl may hold the ultimate fate of the resort in its talons.

Located in northwest Washington's Okanogan County in the eastern foothills of the Cascade Mountains, the proposed resort has had a history more stormy than a mountain blizzard over the past 20 years.

Long fought by environmentalists, with the Methow Valley Citizens' Council leading the attack, abetted by heavyweights like the Sierra Club, the fray has divided not only the community, but families as well.

First planned as a moderate-sized destination ski resort by the Aspen Corp., the project grew in size and expense. It became a proposed destination four-season resort, at one time planning for as many as 8,000 skiers on the hill at one time.

A golf course was added to the plans in the 1980s and architect Robert Muir Graves was hired to lay out the initial 18 holes and "golf academy" while providing for another 18.

A report stated that the resort had run out of money, that Hosey, who had laid off his staff of five, was in debt to consulting and engineering firms as well as Okanogan County, which had advanced \$30,000 for a sewer study. The corporation has spent almost \$12 million on the proposed \$200-million resort, and not a permit has been issued.

Portraying reports of bankruptcy as "almost totally garbage," Hosey said he had "the total support of my partners."

"My preference now is not to generate controversy or be in the media," he said. But, he and the resort are both in the media throughout Washington, where the spotted owl, a threatened species, is either loved by environmentalists or hated by the timber industry.

Hosey admitted that if the owl's presence at the resort site is documented, the project is doomed and he will sell off the base property of 1,200 acres. The golf course is located on that land.

The owls are nowhere near the golf site, if they even exist in the general area. Picture a persimmon driver; the ski hill would be at the top of the hotel on 6,000-foot Sandy Butte, which is national forest land.

At the toe of the club, extending halfway across the top, is the private land owned by Early Winters.

Forest Service biologists, possibly as far back as 1984, and definitely four years later, noted the butte as potential owl habitat and ordered further study. No spotted owls were seen in a 1988 survey.

In 1990, the Forest Service made a decision that confirmed (owl) "pair-occupancy" on Sandy Butte. "Right in the restaurant" (site), Hosey said.

At that time the hill was declared

With the international financial crunch, investors are getting edgy, and while Hosey disagrees, corporate insiders have indicated the purse has been snapped shut.

an Owl Habitat Conservation Area, and Hosey felt "the regulations were not onerous and did not preclude development."

Last September, however, Forest Service chief biologist Grant Gunderson advised that the ski hill project was dead, according to

Hosey. It was decided that removal of trees for the ski runs would lessen the "canopy" required by the little owls.

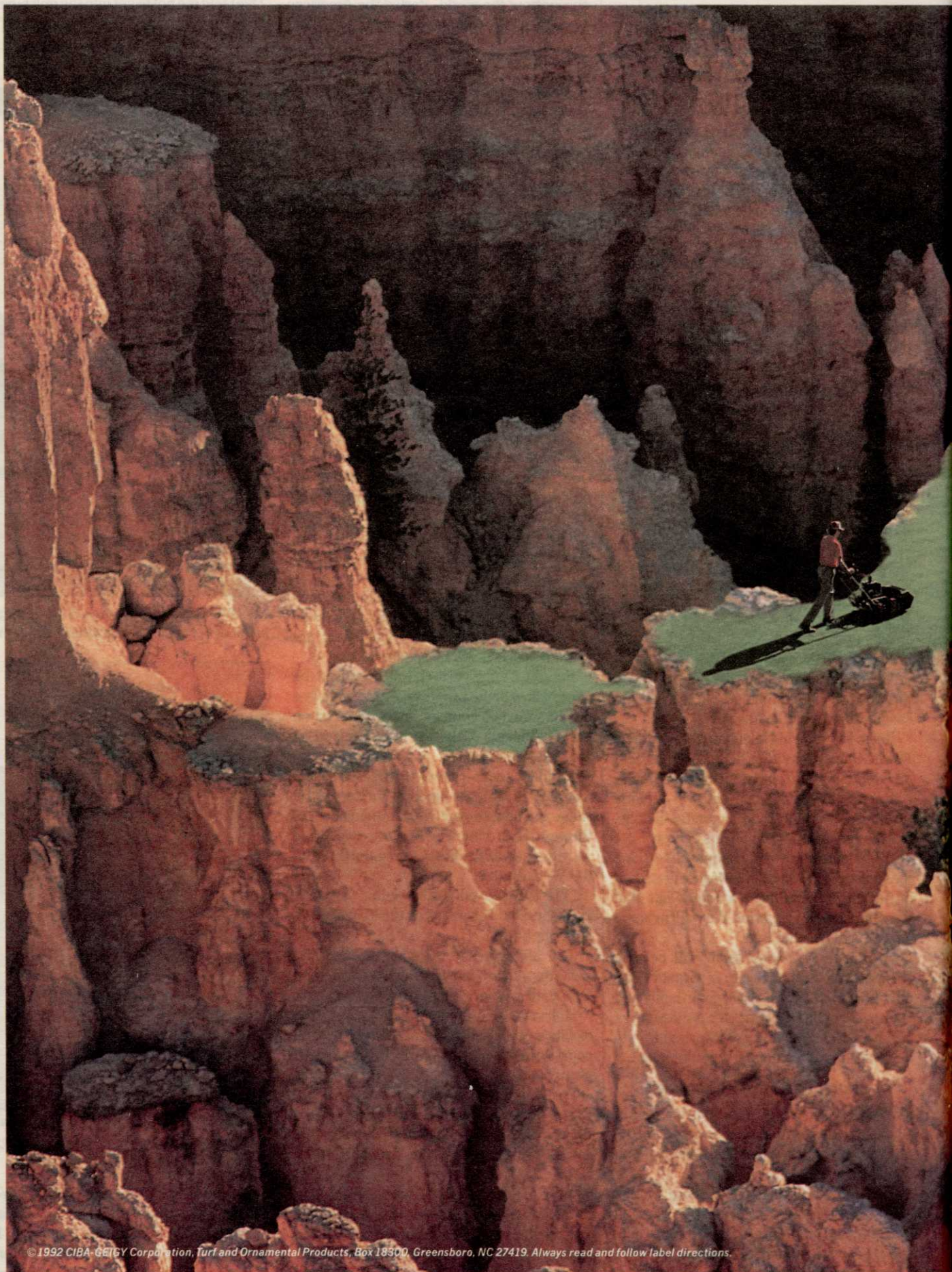
The issue is under review by the Forest Service, again. Hosey has no thoughts of only a summer resort on the 1,200-acre private tract.

No golf resort. Four-seasons is the only economically viable package, he feels.

With the international financial crunch, investors are getting edgy, and while Hosey disagrees, corporate insiders have indicated that the purse has been snapped shut.

Architect Damion Pascuzzo had visited the site of the golf course two years ago with his boss, Graves. They were awestruck by the beauty of the alpine, cliff-surrounded setting. Pascuzzo, now designer for

Continued on page 25



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Methow Valley, home of the wouldbe Early Wionters resort, offers spectacular views in every direction.

Photo by Bob Spiwak



Early Winters

Continued from page 24

Graves, along with associate Neal Meagher, said the firm's efforts on the course are still in the preliminary phases.

The course is on paper, but "...we haven't been given the full go-ahead," he said.

Meagher noted that any final plans depend on whether the project would call for 18 or 36 holes.

John Hayes, a local landscape consultant, is working quietly to put together "interested parties" who might purchase the resort if early Winters Corp. puts it up for

sale. Long a champion of retaining the rural character of the Methow Valley (there are less than 5,000 residents in its 70-mile length), he would favor a much smaller version than the present grandiose plans.

"Any kind of a resort, scaled down, would need a mix of golf and skiing to be economically effective," Hayes said.

When asked if the golf project would be started again from scratch, should his plan materialize, he replied, "I would guess you dance with the one that brought you," indicating that the Graves organization would remain on the job.

Citizens' Council attorney David Bricklin noted: "The number of hurdles that Hosey had to jump was increasing, not decreasing. Long before the spotted owl reared its head, Hosey was in a lot of trouble."

Vicki Welch, co-chairman of the Methow Valley Citizens' Council, asked her reaction to the story, said: "I feel joy. We were expecting something like this... We ran into people last summer who had done work for him (Hosey) who had not been paid."

Asked if the environmental group she leads would oppose a smaller resort, she said there would probably be no resistance to a scaled-down project. "It depends, of course, on the specifics of the project, and it would have to be examined for environmental impact."

Early Winters Corp. follows Aspen and Methow Recreation, Inc. as corporate entities attempting to produce a resort over the past two decades. A major blow was suffered in 1989 when the U.S. Supreme Court found the Forest Service Environmental Impact Statement faulty in certain areas, which delayed the permitting process.

That opponents of the project prevailed before the high court came as a surprise to backers, who were already mentally waxing skis and chipping to Graves' velvet greens.

Since then, it has been a downhill slalom for Early Winters and Hosey, who predicted ground would be broken for the golf course in 1991.

Then, still to be resolved is a matter of water usage involving the Yakima and Colville Indian nations. Water consumption for golf and artificial snow may impact the aquifer, according to the Department of Ecology, and with overuse it could limit or destroy fish spawning grounds which the Native Americans claim were given them in an 1888 treaty.

Ironically, in the early 1980s, public sentiment favored a small four-seasons resort. But as the plans got bigger, opposition grew. The corporation's energies and treasury have been expended on defending itself, on planning and consultants and attorneys in order to obtain the necessary permits.

In Northwest Indian lore, when the owl calls your name, you are going to die. The owl, a spotted one, may have called "Early Winters."

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European report maps state of golf in region

British research company releases wide-ranging study on golfers and facilities

LONDON — Almost 250 new golf courses opened in Europe during 1990, more than half of them in France (73 courses) and the British Isles (59 courses), according to European Golf Facilities 1991, a report published in London by DRT International.

The report states that in 1991, the British Isles ranked first, with 67 new courses out of an anticipated 240; France and Sweden were second and third with 40 and 35 new courses, respectively.

At the beginning of 1991, there were 3,678 golf courses in Europe. About 60 percent of these facilities are located in the British Isles, where there is one 18-hole course to every 26,600 people. Across Europe, the ratio is one 18-hole course per 112,000 inhabitants.

"In order to increase the level of supply across Europe to a level comparable with the British Isles, an additional 10,200 golf courses would need to be developed," said Graham Wason, a partner at Greene Belfied-Smith, DRT International's Travel and Leisure Division. "To justify this level of development, a huge increase in the number of people taking up golf, about 5 million new golfers, would be required."

Wason said this would be equivalent to more than a doubling the number of registered golfers. While this is unlikely in the short term, it illustrates that despite the apparent boom in the golf industry, Europe generally has a long way to go before it catches up with the British Isles.

"Many new golf courses have been developed without a proper analysis of competitive supply and potential demand," Wason said. "The number of golf courses advertised for sale is indicative of the problems encountered as a result of this, and of the need for a pan-European perspective on golf supply."

European Golf Facilities is an 80-page report providing a detailed description of golf supply in 20 European countries. Some highlights of the report:

- There are 3,678 golf facilities in Europe, accounting for a total of 52,500 holes.
- Scotland enjoys the highest level of golf supply in Europe with one 18-hole course per 13,000 inhabitants.
- At the other end of the spectrum is Yugoslavia, with an average of one course per 15 million inhabitants.
- On average, there are 18 holes of golf for every 112,000 Europeans versus 18 holes per 23,000 people in the United States.
- The areas outside the British Isles with the highest level of supply are either around major cities

such as Paris, Lisbon and Hamburg, or in traditional golf-tourism destinations such as the Algarve, Normandy and the Costa del Sol.

• The British Isles' golf facilities are significantly older than those in the rest of Europe. The average age is 75 years-plus. However, in counties where a high proportion of the courses are new, such as Bedfordshire and Buckinghamshire, the average age is much lower.

The median price of an 18-hole round of golf in Europe is 19 ECU (UK£ 13.30). Switzerland charges the highest greens fees, with a median price of 28 ECU (UK£ 19.60). The cheapest golf can be found in Scotland and Ireland, where the median price is 10 ECU (UK£ 7.00).

The report provides the following data for each European country:

- A map illustrating the con-

centration of supply according to the administrative regions (e.g. counties in Britain, departments in France).

• Statistics related to each administrative region, including:

- Number of facilities
- Number of holes
- Ranked access in country and Europe
- Average prices
- Age of facilities
- Classification of facilities

Foster signs on for two projects

Recently establishing his own design firm, Keith Foster has two projects that were set to begin construction in mid-February.

Pebble Creek is part of Robson Communities new master-planned community, west of Phoenix, Ariz. The second course is North Salt Lake City's (Utah) Municipal Golf Course.

The firm has also been retained to design courses in the Bullhead City/Laughlin, Nev., area, Missouri and California.

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New USGA president pledges research will continue

Continued from page 1

Bloch said the USGA is "on the cutting edge of a lot of exciting programs."

Environmental and turfgrass research is at the top of the list.

"The service we're providing golfers will only get better in the area of agronomy," he said. "Environmental research projects are overdue and hopefully we'll stimulate other people, other companies outside the sphere to invest."

"As long as we can see results, we

are not going to back away from it."

Noting that the USGA is in the beginnings of a 10-year turf research program, Bloch said: "We're beginning to see the results. New and improved grasses is a tremendous asset in the hands of superintendents because they are region-specific."

He cited:

- Buffalograss improvements, which is "exciting when you consider we're going to have a water shortage on this planet some day."
- Seeded Bermudagrass, which

is "long overdue and it came from our efforts."

• A lot of improved bentgrasses that will be introduced.

• Zoysiagrass, which "will be much more a grass of choice over the next few years."

• Poa annua, which he called "the real kicker."

"The result of this research is that we are going to be able to seed poa annua. And if you can seed it you can do a lot of things with it. You can develop species that are

really resistant to heat in the transition zone. Just think of what use there might be for overseeding Bermudagrass greens with poa annua instead of ryegrass. Poa gives better putting surfaces."

Bloch said the USGA is doing "a lot of exciting things that will help the superintendents and architects."

"We're working together with them. There is a lot of give and take on what they need and what we're trying to do, and how we can help each other. We're basically there to help them."

Bloch also pointed to environmental studies.

"The fate of chemicals and the need to know is getting more and more intense," he said, "because the lead time to build golf courses is getting longer and longer as the environmentalists demand this information."

Ultimately, Bloch said, the golf industry must show environmental and governmental bodies that building golf courses is a positive, not negative force for nature.

"The effect on the water table is one area of study. Another area is the use of effluent. It's a reason to build golf courses... The more research we can provide on what happens with fertilizers and pesticides, the more environmental and governmental bodies will be comfortable with building golf courses," he said.

"We've just completed the first year of fate studies, and I think people will be surprised just how little effect there is. But it's too early to report that. Within the bounds of capable use, this research will show that a golf course is not a contaminant."

"As a matter of fact, with the Audubon (Wildlife Sanctuary) program we may be able to show that we're a wildlife refuge and a place that is adding rather than subtracting."

Bloch foresees that in the next few years, the industry will see:

- speeded-up approval for construction permits;
- new grasses that will use less fertilizer and water, saving golf courses money; and
- better conditions on which to play the game.

"I think we're at about the level of spending that will get that done," he said.

But Bloch said it is time for the Turfgrass Information Service (at Michigan State University) to stand on its own.

"There are other organizations that should step in, like the GCSAA, architects and builders. GCSAA has large membership and the financial capability to provide this service for their members as they become more computer literate," he said.

Resort community wins town OK at Mammoth Mtn.

MAMMOTH MTN., Calif.—The town council has approved a 210-acre resort community at Mammoth.

The \$50-million first phase will include an 18-hole golf course, 200-room full-service hotel with restaurants, conference and convention facilities, golf clubhouse amenities and 40 to 60 single-family homes.

When Lodestar at Mammoth is finished, it will include two resort hotels and many year-round activities, as well as retail shops and restaurants along a lake.

The 6,400-yard, par-70 golf course is designed by Cal Olson Golf Architecture of Costa Mesa.

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Golf courses that have recently been approved around the United States

Golf Course News is publishing these lists monthly — from our sources and with the assistance of *Forecast Golf Marketing & Financial Systems, Inc.* of Richmond, Va.

The courses in the top table have been approved around the country in the past month.

The bottom chart contains the sites and contacts for new courses and renovations in the planning stages.

When those courses are ready to begin construction they will be listed again in this "Courses newly approved in the U.S." chart.

We would appreciate your help in updating this section.

To contact us call 207-846-0600 or write *Golf Course News*, P.O. Box 997, Yarmouth, Maine 04096.

Under "Type" — D= Daily Fee; P= Private; and M= Municipal.

Under "Class" — R= Regulation; E=Executive; P=Par 3.

Under "Work" — N=New; R=Renovation.

Location	Course Name	Type	Class	Work	Contact
Alabama					
Calhoun County	To Be Announced	M	R	N	Kenneth Joiner, County Administrator
California					
Orinda	Gateway Valley GC	D	R	N	Jack Nicklaus
Colorado					
Estes Park	Pinnacle Golf Club	D	R	N	Les Ferber
Florida					
Lecanto	Black Diamond Ranch	P	R	N	Tom Fazio
Georgia					
Acworth	Lake Acworth GC	M	R	N	
Hawaii					
Lanai City	Challenge at Manele GC	D			Jack Nicklaus
Maine					
Turner	Turner Highlands	N/A	R	N	Steve Leavitt
Minnesota					
Lakeville	Crystal Lake Golf Estates	D	R	N	Michael Sobota, Economic Development
Nevada					
Las Vegas	Mountain Spa Resort	D	R	N	Jack Sommer
North Carolina					
Monroe	Eagle Chase Golf Club	D	R	N	Raymond Mullis, President
Ohio					
Hamilton County	Winton Woods	M	R	R	Robert Kline, County Development
Oregon					
Woodburn	Tukwila	D	R	N	Robert Cupp & John Fought
Utah					
North Salt Lake	To Be Announced	M	R	N	
Washington					
Port Townsend	Miller Peninsula Golf Course	P	R	N	Jack Nicklaus

Courses newly planned in the Americas

Location	Type	Work	Contact	Location	Type	Work	Contact	Location	Type	Work	Contact
California				Maryland				Utah			
Artois	N/A	N		Parkton	N/A	N		Clearfield	M	N	City Hall
Carlsbad	M	N	City Council	Michigan				Layton	N/A	N	M. McBride
Palm Desert	D	N	Donald James	Alanson	D	N	Robert Shorter, 616/348-3999	Washington			
Riverside County	D	N	Donald James	Conway	D	N	Robert Shorter, 616/348-3999	Everett	N/A	N	Jack Frei
Santa Barbara	D	N	Coore & Crenshaw					Seattle	N/A	N	R. Trent Jones Jr.
Colorado				Montana				Wisconsin			
Carbondale	P	N	T. Weiskopf/Jay Morrish	Anaconda	N/A	N		Jackson	N/A	N	R. Shea
Florida				Kalispell	M	N	Bruce Williams, City Manager	Canada			
Vero Beach	P	N		New Jersey				Barrie	D	N	Robinson & Carrick Ass. 416/730-1813
Hawaii				Bedminster	P	A	Rees Jones Inc.	Bowen Island	R	N	Robinson & Carrick Ass. 604/681-7037
Kealahou	P	N		Burlington	M	N	Herman Costello, Mayor Planning Board	Huntsville	R	N	Robinson & Carrick Ass. 416/841-3612
Idaho				North Carolina				Ohio			
Lewiston Cnty. Comm.	M	N	Nez Perce	Hillsborough	N/A	N	Russell Breeden	Cadiz	M	N	Harold Erdos, Mayor
Illinois				North Carolina				Oklahoma			
Benton	M	R	L. Packard	Taylorsville	N/A	N		Tulsa	N/A	N	
Coal Valley	D	N		Ohio				Oregon			
Collinsville	M	N	Fred Dalton,	South Dakota				Eagle Point	N/A	N	R. Trent Jones
Mayor				Sioux Falls	M	N	Steve Metli, Planning Dir.	Florence	D	N	
Glen Ellyn	M	N	Carol Stream	Tennessee				South Dakota			
Park Dist.				Johnson City	M	N	City Comm.	Texas			
Plano	N/A	N		Texas				Weslaco	M	N	Econ. Dev. Corp.
Saint Charles	N/A	N									
Indiana											
South Bend	N/A	N	Ann Kolata,								
Redev. Dir.											
Iowa											
Ankeny	N/A	N	Denny Elwell								
Colo	M	N									



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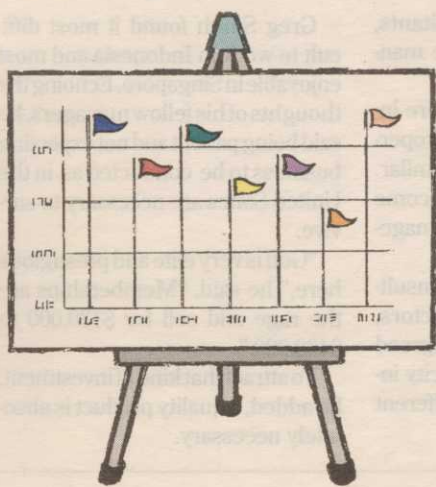
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Briefs



NGF NAMES CONTROLLER

JUPITER, Fla. — Gloria Ortega Rex has been named controller for the National Golf Foundation.

Prior to joining the NGF, Rex worked 10 years in corporate and public accounting. Most recently, she worked for First Federal of the Palm Beaches in West Palm Beach, Fla., where she was assistant vice president and assistant controller.

She also served three years as a senior auditor with the accounting firm Coopers and Lybrand in West Palm Beach.

Rex is a member of the Florida Institute of Certified Public Accountants and American Institute of Certified Public Accountants.

She earned her bachelor's degree in business administration with a major in accounting from the University of Florida. She is completing her MBA with a concentration in finance at Florida Atlantic University in Boca Raton.

MARRIOTT TO MANAGE IPSWICH CC

WASHINGTON, D.C. — Ipswich Limited Partnership has named Marriott Golf to manage Ipswich Country Club near Boston. It is the 17th facility in Marriott's golf management portfolio.

Under terms of the agreement, Marriott Golf is responsible for managing all phases of the operation, including membership activities, golf, merchandising, turf management, food and beverage facilities and catering.

Ipswich Country Club is set on 350 acres of wooded landscape 35 minutes from Boston on the North Shore. It boasts a 57,000-square-foot clubhouse reminiscent of a country estate and an 18-hole Robert Trent Jones Sr.-designed championship golf course. The facility also offers an outdoor swimming pool, fitness center, sauna and tennis.

Rob Bartley, formerly head golf professional at Marriott's Golf Club at Wind Watch on Long Island, has been named director of golf.

HOOD OPENS MYRTLE BEACH BRANCH

MYRTLE BEACH, S.C. — Hood Management Group, a Raleigh, N.C., real estate firm has opened a branch here specializing in consulting and recruitment services for country clubs.

Owner Gary Skirry opened the office in October to deal with managers and executive chiefs at country clubs.

"In today's fiercely competitive market, burdened with bankruptcies, low margins, impossible financing and fickle consumers, realizing a return on an investment is increasingly difficult," Skirry said.

Referring to HMG's executive search services, he said his extensive background in the hospitality field gives him a firsthand understanding of the industry's needs.

Golf course management companies gain popularity in Asian countries

Southeast Asia is particularly attractive for big and small firms

By Bob Spiwak

Starting from ground zero in golf course and property development experience, many Asian developers are hiring management companies to run their operations.

International Marketing Group, created in 1960 by Mark McCormack, is one of the largest working in the area.

"In the 1990s, Southeast Asia is going to be the growth area for all sports. Golf course design, development and management could represent huge dollars," McCormack said.

In the last three years, IMG has opened offices in Sydney, Hong Kong, Tokyo and Singapore, under the umbrella of IMG Resort Management. Heading the operation is Fred Settle, vice president of operations, Asia-Pacific.

Smaller management companies also exist. The Paradise Bay Golf Resort in Singapore is managed by Avtar Sighu. In addition to the course, his management responsibilities include 500 villas and 100 apartments.

Sighu said most Singapore-area clubs are self managed and rarely hire outside firms.



In the 1990s, Southeast Asia is going to be the growth area for all sports. Golf course design, development and management could represent huge dollars.'

— IMG President Mark McCormack

Australian Golf Management Services is directed by Greg Smith, who runs a five-person office in Singapore.

"What we do," he said, "is put people in place, then walk in and manage the operation.

Management companies' involvement varies. IMG's Settle noted his company works as a consultant, assisting with everything from agronomics and back-up support to full management of the entire facility.

"We will provide a general manager, course superintendent and head professional/director of golf," he said.

Tracy Kennedy is national marketing coordinator for Arnold Palmer Golf Course Management Co., an IMG subsidiary that

also manages golf properties. Kennedy stresses total involvement.

"We work with the clients developing marketing plans. We will even provide the score cards for the course and handle their press releases," she said.

With a multitude of cultures, religions, ethics and nationalities in the region, there are differences in how business is conducted.

Said Sighu: "With the mushrooming of golf, experienced people are scarce," particularly in course maintenance and overall management. "There are just different ways of doing things. Procedures are not as they are in the West."

Continued on page 30

GC of Miami operators see better times ahead

By Mark Leslie

The Persian Gulf War, bad local economic conditions, terrible springtime weather and unprecedented competition combined for a bad 1991 that has drawn local media fire against PGA Tour-operated Golf Club of Miami. But Dade County officials defend the PGA Tour operators, and both are optimistic the 54-hole facility has turned the corner toward profit-making times.

"Things have already turned," said Metro Dade County Administrative Assistant for Finance Dick Slocum. "The parking lot is packed."

Gary Dee, director of operations for PGA Tour Public Golf Inc., said: "While 1991 operating results were less than anticipated, we

think in 1992 things will continue to get better for us."

Dee and Slocum point to a combination of factors causing the facility to fall short of PGA Tour projections when it signed a management contract with Dade County in 1988.

The two Robert Trent Jones-designed golf courses — far from their superior condition in the days when Arnold Palmer was the professional and Jackie Gleason a member — had to be restored, including all new greens and tees. The clubhouse had partially burned down and many members had found other clubs. And the facility faced multiple other short- and long-term obstacles when neighbors asked Dade County to buy it to prevent a subdivision being built.

Dade, which successfully operates five other courses, bought the facility in 1988 and hired a manager to create a "type of mini-Doral complex," Slocum said. The residents were excited about that notion, especially after PGA Tour was hired and built the third 18-hole course.

"Whereas the county doesn't operate country club-type facilities, we said that if we could attract a hotel to the site we would require the hotel operator to sell memberships to the community. And we said we would provide a clubhouse," Slocum said.

"South Florida hasn't built a major golf hotel-resort since the early 1960s when Doral came on line. Convention planners and tourist

Continued on page 32

LinksCorp shoots for 20 courses

CHICAGO — Two leading golf management executives have teamed up with three Midwest venture capital firms to form LinksCorp, an equity-based company that hopes to acquire and manage up to 20 golf courses over the next five years throughout the United States.

LinksCorp, headquartered in Northfield, Ill., also acquired its first golf course, Lakeside Country Club in Atlanta, Ga.

Combining forces in this venture are Ben Blake, LinksCorp's chief executive officer, George R. Hanlon Jr., its president and chief financial officer, and their financial supporters — Batterson, Johnson & Wang Venture Partners and William Blair Venture Partners, both of Chicago, and Norwest Venture Partners, L.P. of Minneapolis.

"With the lack of equity in the marketplace today, coupled with the availability of quality golf courses for sale, we believe LinksCorp is in an excellent position to reach its growth goals while building a golf company comprised of well-managed and fun-to-play facilities," said Blake.

"One of our primary goals in forming LinksCorp was to establish a strong capital base to ensure our long-term viability," said Hanlon, founder of Southern Golf Management Group of Jacksonville, Fla. "The association with our venture capital partners has positioned us well and provides us with the financial strength needed to take advantage of current market conditions in the golf arena."

Prior to launching LinksCorp, Blake was executive vice president at Northbrook-based Kemper Sports Management, responsible for all golf operations including Kemper Lakes.

Blake, a member of the PGA of America, also has experience in tournament management as co-executive director of the 1989 PGA Championship and executive director of the LPGA Women's Kemper Open.

As owner of Southern Golf, Hanlon developed Rivers Edge Golf Course in Atlanta, and Oak Hills in Columbia, S.C. Prior to founding Southern, he was chief financial officer and executive vice president of Stokes-O'Steen Communities, Inc., a golf course community

Continued on page 32

Civil Rights Act could affect clubs

WASHINGTON, D.C. — The Civil Rights Act of 1991 is considered the most far-reaching bill enacted into law during the second session of the 102nd Congress. Its impact on employment discrimination is considerable, although tax-exempt, bona fide private clubs are exempt.

In an article written for the January/February 1992 issue of *Club Director*, the National Club Association counsel G. John Tysse noted in part:

The act amends two existing federal laws: Title VII of the 1964 Civil Rights Act and the recently enacted Americans with Disabilities Act. Those two laws prohibit discrimination by private employers against people on the basis of their race, sex, national origin, color, religion or disability.

The language in Title VII that exempts private clubs from its coverage has not changed. A bona fide private membership club that is exempt from taxation under Sec-

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Mgt. firms say S'east Asia will be future hot spot

Continued from page 29

Added Sighu: "In this (Singapore) area, there is more flexibility. In Thailand or Indonesia, there are a lot of socially higher-level people," and visitors' expectations vary from country to country.

Smith agrees lack of experience is a problem.

"The local people have a lack of construction experience...in building golf courses. The future big industry here will be the restoration and renovation of golf courses," he said.

"Different strokes for different folks," added Settle. "You have to expect major problems when you are dealing with different cultures and protocols. In fairness, we have to remember this when working in this part of the world."

Kennedy said the Palmer Co., "went through a period of time when people were leery of starting projects from the ground up. It's changing now. But we have to remember we are dealing with different equipment, different time frames, different cultures and protocols."

Settle feels time will rectify the problems as local contractors and managers gain experience.

"It's more of a training process than in the United States," he said. "(In Southeast Asia) They are slower to implement procedures, systems and programs, but it is more of a learning curve."

According to Smith, one way to avoid problems between owner and architect is by insisting a coordinator be on the job to oversee construction. Smith told of a course that did not have a coordinator. The

designer returned and found his specifications were not being followed. One green, in particular, was nowhere near the specifications in the profile. The two could not reach an accommodation and the designer walked off the job.

The designer said the owner had a master plan drawn up. On that basis, he sold memberships. Once the club was sold out, he "cut corners," even to the point of refusing to use clean sand for the greens.

Memberships are the most important consideration for many

properties, Sighu said. Paradise Bay has advertised locally, but not in Japan. The resort will open nine holes this summer and the remaining nine by year's end. Membership sales are a major part of his responsibilities.

In a prepared document, Settle noted: "While there is no 'winning formula' in resort or club development, inspired developers and their talented teams can plan carefully to build successful facilities. The strongest support and best friends to developers in such endeavors

are their economic consultants, master planners and on-site management."

Management companies are involved in a variety of Asian properties. Their problems are similar. Solutions, experts say, will come from experience and good management practices.

For Western designers, consultants, managers and contractors, patience is key. Managers agreed there can be no ethnocentricity involved when dealing with different cultures.

Greg Smith found it most difficult to work in Indonesia and most enjoyable in Singapore. Echoing the thoughts of his fellow managers, he said being patient and not expecting business to be conducted as in the United States are necessary to survive.

"Golf is very elite and prestigious here," he said. "Memberships are the rage and sell for \$130,000 to \$400,000."

To attract that kind of investment, he added, a quality product is absolutely necessary.

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Turtle Creek GC names new GM

ROCKLEDGE, Fla. — David Scull has been appointed the new director of golf and general manager of Turtle Creek Golf Club here.

Robert Holzman, Arnold Palmer Golf Management Co.'s chief operating officer, announced the appointment. Turtle Creek is managed by Palmer. The public facility has a championship 18-hole golf course and award-winning restaurant, The Fairways.

Scull is a Class "A" member of the PGA of America and has been in the golf club industry for 10 years. His most recent position was as golf professional and manager for River's Edge Golf Club in Atlanta, where he directed daily operations, membership sales and marketing. Prior to that, he worked with Summer Beach Resort in Amelia Island, Fla. as a golf professional with management responsibilities.

Scull was awarded a bachelor's degree in economics from the University of Texas and has attended PGA business schools over the years.

Attendees pleased with trade show's new format

Registration is up although weather depresses attendance

CHICAGO — The Mid-America Horticultural Trade Show attracted 8,579 growers, landscape professionals, suppliers, retailers and others to its 1992 show, held Jan. 16-18 at the Hyatt Regency.

Total attendance was 8,579, not including students and instructors. That was a decrease of 79 from last year. Total registration

was 9,586, up 89 over the previous year.

"I strongly suspect that attendance was down because of unfavorable weather forecasts which predicted heavy snows on two of the three show days," said Donn W. Sanford, Mid-Am's managing director. "I think that discouraged some attendees who usually drive in to see the show."

Both exhibitors and buyers reportedly were pleased with the show.

"I talked with a lot of people at

Mid-Am," said Mid-Am President Rich Schwarz, "and everyone was extremely positive. They thought the show was excellent."

Schwarz noted that exhibitors and buyers were particularly pleased with the Thursday-Saturday schedule which seemed to balance out the crowds over three days and give everybody a chance to talk.

"The Thursday through Saturday schedule is definitely better than the old schedule (Friday-Sunday) that Mid-Am had in past years,"

said exhibitor Ron Christensen of Christensen Power Equipment in Frankfort. "Before, Sunday was a wasted day."

Exhibitor Christine Cherry, of Zelenka Nursery, Inc., in Grand Haven, Mich., agreed with Christensen, adding that the number of people at Mid-Am kept them busy, and that a lot of both browsing and buying activities took place.

"One thing I find the most productive about the Mid-Am show," said Christensen, "is that the

people we meet are qualified buyers."

"They're people who are truly interested in our products, who we can contact at a later date."

Mid-Am is sponsored by the Illinois Nurserymen Association, Illinois Landscape Contractors Association, and the Wisconsin Landscape Federation. It is endorsed by the Iowa Nurserymen Association, the Minnesota Nursery & Landscape Association and the Nebraska Association of Nurserymen.

GolfCorp offers new program

DALLAS — GolfCorp, an operator of public-fee golf, has launched the first phase of its new pro shop merchandise discount program, called "Buyer's Access."

GolfCorp is offering this type of deep-discount membership — known in the industry as the "Mill River Plan" or "Cost Plus" — throughout its network of facilities.

"Today's sophisticated public golfer is constantly looking for added-value and a 'private club experience' without the private club price," said Bob Husband, chairman of GolfCorp. "Conversely, as a public-fee operator, we are always looking for ways to grow our base of clientele and instill customer loyalty."

"We strongly feel Buyer's Access is a significant step forward to meet those demands of our clientele, as well as be a stimulus for our own growth goals."

Buyer's Access members can purchase golf merchandise, equipment and clothing — including name brands — at significantly discounted prices. Additionally, cardholders may special-order catalogue items through each GolfCorp pro shop's "Catalogue Ordering Centers" at special savings.

"The program has been launched at 23 of our facilities in Philadelphia, five courses in Texas, and eight courses in California," said Husband.

McIntosh joins Club Operations

Bill McIntosh has been appointed director of golf operations for the north region of Club Operations & Property Management of Tallahassee, Fla.

Ken Prep, director of operations for the region, announced McIntosh will provide COPM's 25 regional clubs with their golf operations requirements.

McIntosh has been a Class "A" member of the PGA of America for 19 years and has been involved with numerous clubs. McIntosh will retain his present position also as general manager and director of golf at Winchester Country Club in Virginia.

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Many factors blamed for poor showing of Miami course

Continued from page 29

development people here have realized for years we need more first-class hotel rooms."

But those plans were made before 1991. Little did they know the United States would go to war in January 1991. Or that Canadians and Europeans, who usually flood into Florida, were cautioned by their governments not to travel. Or that 30,000 jobs would be lost in the area and that Eastern and Pan Am airlines, Southeast Bank and savings and loan institutions would go un-

der.

"Combine that with the normal elasticity of south Florida pricing," Slocum said, and you have trouble. "The public golf market in south Florida is a unique animal. We misread the public golfers. Public golfers here would rather drive a half hour to save \$5, and I've never seen so many ads and deals being offered (as in early 1991)."

Dee said, "We were left with 78 feverish golf operators competing for far fewer golfers than normal."

The facility was 10,000 rounds below its budget projection for the

first four months of the year, yet finished 1991 just 13,000 rounds below projections, "so we basically stabilized after the first four months," Dee said.

Slocum said the Golf Club of Miami got a great boost when the Tour brought in general manager Paul O'Dell from Turnberry Isle. O'Dell, he said, is expert in marketing golf packages for corporate meetings and that sort of event.

Next on the agenda are the clubhouse building and the hoped-for hotel.

"The financial iceberg is begin-

ning to melt," Slocum said. The county has approved \$3.3 million to build a new clubhouse, and officials are seeking a private developer to build a hotel on the site, he said.

"South Florida needs first-class hotel rooms. This will help immensely to draw visitors."

Dee said the Tour has amended its relationship with the county, taking no management fees for 1991. He said the \$140,000 a local newspaper reported was paid for management fees, actually was a reimbursement for operating losses on

the South Course. The Tour is responsible for operating losses on the North Course and the county on the South Course.

The county commissioners voted 8-1 in July 1989 to confirm the contract with PGA Tour to manage the facility.

Tour management reported it reduced the facility's operating expenses by \$500,000 — in proactive recession management strategies — to approximately \$2 million.

With all the changes and course upgrades, "they'll certainly make a profit this year," Slocum said.

LinksCorp

Continued from page 29

developer based in Jacksonville, Fla.

Batterson, Johnson & Wang manages a fund of \$33 million to provide equity capital to new or growing businesses with the potential to become major enterprises. Managing General Partner Leonard Batterson serves as chairman of the board of LinksCorp.

William Blair Venture Partners, founded in 1982, also provides capital to early- and later-stage businesses, and has more than \$135 million of committed capital. The firm is affiliated with William Blair & Co., a full-line investment banking firm headquartered in Chicago.

Norwest Venture Capital has invested approximately \$300 million in more than 250 businesses since its inception in 1961 and manages four investment funds with nearly \$500 million of capital and commitments, including Norwest Venture Partners, L.P.

Civil Rights Act

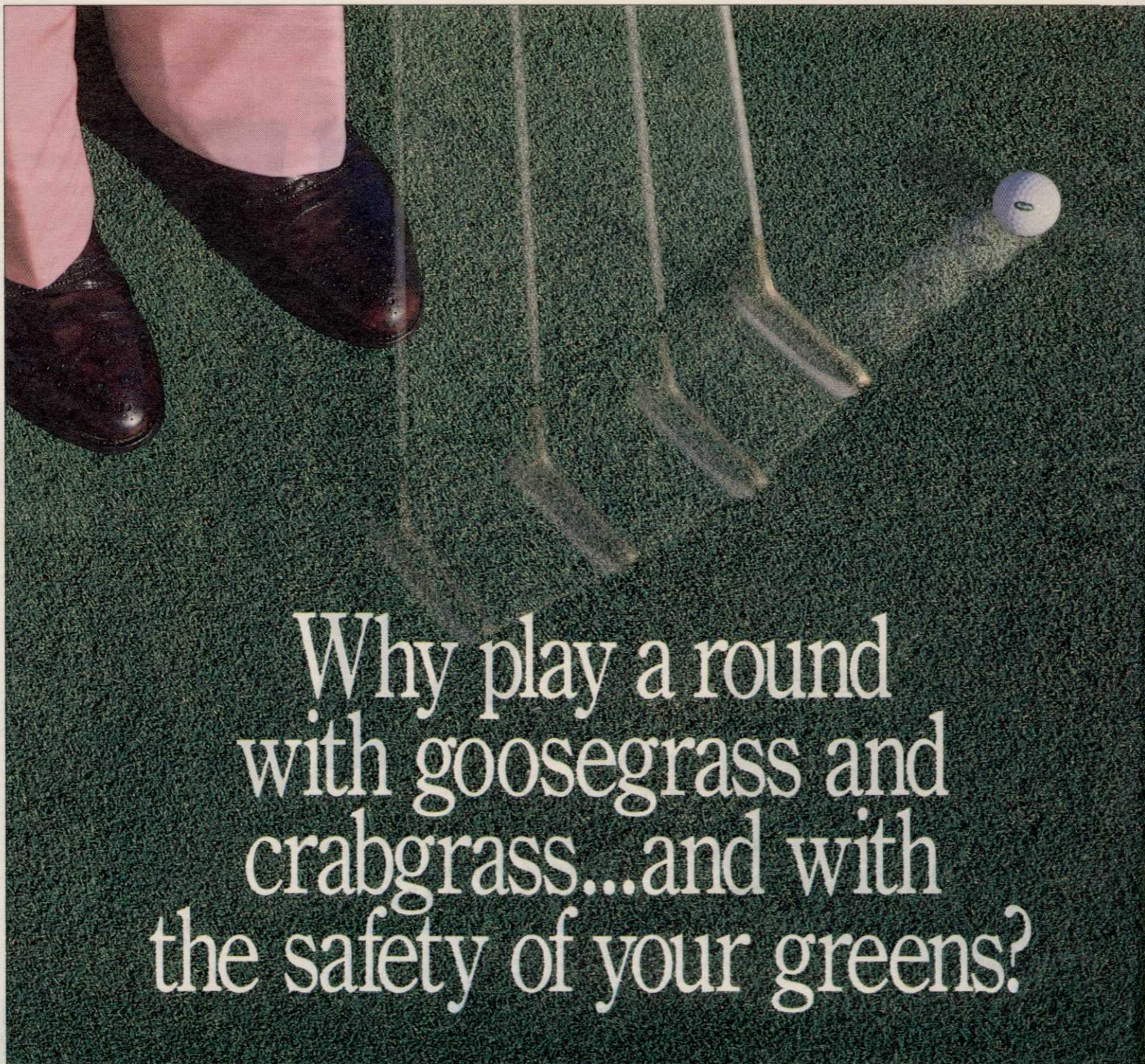
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tion 501 (c) of the Internal Revenue Code will not be subject to the new law.

The EEOC's position also requires clubs to be "distinctly private," and private clubs still might be subject to state and local anti-discrimination laws, even if they remain exempt from the new federal law. Also, some states allow victims of job-related discrimination to sue under common-law tort theories, such as wrongful termination or intentional infliction of emotional distress.

The new federal act includes most private businesses with 15 or more employees, and also includes for-profit clubs; nonprofit, taxable clubs; and those tax-exempt clubs that do not qualify as distinctly private. The act will mean higher monetary penalties in cases where intentional discrimination against minorities, women and individuals is proved. This includes suits for sexual harassment.

The act puts a cap on the total amount of damages a victim can win.



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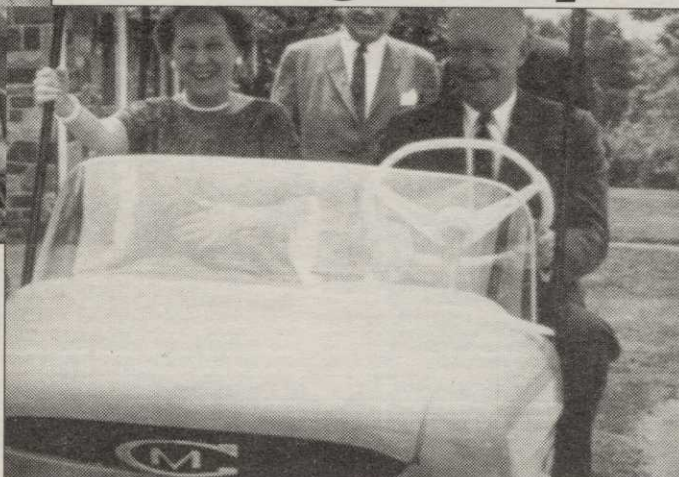
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Utility vehicle makers find their select niche in the golf industry marketplace

By Kit Bradshaw

There's a buzzword going around the halls of marketing and advertising lately: niche marketing.

Basically it means finding the niche or corner of the market that's not being served and filling that niche with a product or service.

But don't tell the manufacturers of utility vehicles that this is a new idea. For them, it's their modus operandi. If there is anything consistent in the world of utility vehicles, it's providing a product for a particular niche of the market.

Utility vehicles, as mundane as they may sound, can be pretty alluring to a golf course superintendent. They range from modifications of golf cars designed to hold a few people and a small amount of payload to tough workhorses that resemble small trucks. What makes utility vehicles so interesting is their versatility.

Some of them are sheer people movers, and they are found in various configurations on golf courses, resorts, enclosed communities and even manufacturing plants. Most of these people movers also have small cargo boxes, designed to tote equipment, tools, fertilizer or whatnot from one side of a complex to another.

Some jazzier versions of these utility vehicles are designed for the golf course superintendent himself, as his personal course vehicle, if you will, and can be electric or gas-powered.

Other, more rugged utility vehicles come with a vast array of accessories. They can be equipped to do spraying, top dress greens, move greens mowers, or seed an area of the course. Most of these utility vehicles come in gas or diesel-powered models, which give a lot of service before they need to be refueled.

Their payload is greater, compared to the smaller, people mover type of vehicle because of their accessory package, and they most likely have some type of optional hydraulic equipment to make life easier for the grounds crew.

If there is a "Top Gun" in the utility vehicle showdown, it has to be Cushman. Cushman, Inc., now a division of Ransomes America Corp., has been wheeling through golf courses since 1964, the longest of any utility vehicle company. Its Turf-Truckster is probably considered the standard in the industry — tough, reliable and multi-purpose.

Marv Jacques, Ransomes America Corp. director of engineering and technology, says the Truckster had an immediate following when it was introduced in 1964, and it became one of the big product lines for the company.

"There was tremendous call for it. Initially, it was designed to carry around people and equipment," he said. "Then, we began improving it and adding implements, such as seeders, top dressers, spreaders, sprayers, and that made it even more popular. We developed a pin

We wanted to find ways to provide more productivity in the market segment, and we wanted a vehicle that provided what I call "versatile capacity." Finally, we wanted reliability, since our customers demand this.'

— Rick Cairns
The Toro Co.

disconnect system, which meant that you could attach and reattach the implements quickly. The pin-disconnect system, the power takeoff, which allows you to run the implements from the engine, and the dump box were all improvements on the original three-wheeled Truckster."

Recently, Jacques said, the company has added a fifth-wheel hitch system, which offers four different items that can be part of this fifth wheel system: dump trailer, top dresser, fifth-wheel sprayer, large area aerator. The fifth-wheel system allows the use of higher capacity accessories.

And although the Truckster, with its 2,500-pound rated capacity is still the workhorse of the line, Cushman has also branched out into lighter duty utility vehicles.

The GT-1 Series is designed for moving people and lighter loads. It comes in a gas model, with both eight- and 14-horsepower engines, and it can be accessorized with a unit for picking up balls on a driving range.

The GT America is a similar unit, but, according to Jacques, it is a little more upscale, and comes in both gas and electric models. Its target is the superintendent or club manager.

There's also a lighter-duty version of the Turf Truckster,

the Turf Runabout, which is what Jacques calls an "in-between" vehicle. It doesn't offer implements and has a lower payload capacity. The Turf Runabout is designed for people and equipment moving only. There's a new model of the Runabout which was unveiled at the GCSAA Convention and Show, a four-wheel model with a water-cooled engine and fold-down sides and tailgate.

Cushman is aware other companies are gunning for it. At the show, Cushman unveiled a concept vehicle, called the UTV 2000, with a multitude of options and accessories.

The UTV 2000 isn't in production yet — it was designed as a prototype to generate feedback from the superintendents at the show.

As Jacques said: "We must be market-oriented in our products. We want input from the superintendents so we know if the features on the UTV 2000 are the ones they want, and if they have other ideas."

Cushman is probably wise to be looking over its shoulder these days. There's a lot of competition nipping at its heels.

Rick Cairns of The Toro Co. does not hesitate to say the company's new utility vehicle line, which replaces the Workmaster, is targeted toward the Cushman Truckster market.

"These new vehicles have a significant load capacity, and provide reliability and maneuverability in a four-wheel vehicle," Cairns said.

"Since we are targeting right at the market where Cushman has a leadership share, we know there are a lot of Cushman attachments in the barn, so to speak. So we have designed these new vehicles to accept more key Cushman attachments — sprayers, top dressers, spreaders — including the fifth wheel attachments. What we tried to do is provide a system so that golf course superintendents who have made an investment in another attachment can use our product as well."

Cairns said that normally, these attachments only use two-thirds of the Toro capacity. So Toro has designed a separated bed area which adds this one-third capacity to the vehicles. This separated bed area, which is right behind the operator, can be equipped with scissors power lift for the tree trimming.

In addition, Toro provides attachments that are specifically designed for these new vehicles. "For instance," Cairns said, "our full-size sprayer is a 200-gallon sprayer, but because of the larger tire sizes and options, it has the same tire footprint as a lighter vehicle and it won't damage the turf."

Cairns said several factors were considered in designing these new vehicles.

"We wanted to find ways to provide more productivity in the market segment, and we wanted a vehicle that provided what I call 'versatile capacity.' Finally, we wanted reliability, since our customers demand this, and we

Continued on page 40



Cushman has long been the standard-bearer of utility vehicles. This is its 1992Turf-Truckster.

New 'players' in utility field have done their research

By Kit Bradshaw

Although the first utility vehicle was essentially a modified golf car, it wasn't until the 1960s that utility vehicles really became a new segment of the market.

Cushman Inc., now a division of Ransomes America Corp., came into the market in 1964. At last year's GCSAA Convention and Show, Cushman held a contest to discover the oldest Cushman Truckster still in use. The winner? A 1964 model.

Just as with facsimile machines, cables television and VCR's, Cushman not only developed a utility vehicle, but created a market for the vehicle that was not recognized before. But others soon followed, and today, there are more than just a handful of companies in the utility vehicle market to a greater or lesser degree.

Smithco arrived on the scene in 1967, and is still selling its Red Rider and Bandit models.

E-Z-GO Textron began offering utility vehicles in the late 1960s-early 1970s and is still expanding its model line. Jacobsen/Textron is also still in the marketplace.

The Toro Co. has a slightly



The oldest Cushman utility vehicle — Model 880-325 — found at Wading River Golf Course in Charley, Mass., served well for many years. Its descendant as it right.



different history in the utility vehicle arena. Its Workmaster came out in the mid-1970s, as a middle-of-the-road vehicle with a limited number of accessories.

Rick Cairns of Toro said the Workmaster "became a vehicle that met a lot of niche needs, and was a product that provided runabout capability with a hydrostatic transmission". On the positive side, the Workmaster filled this niche very well and met a lot of people's needs. But it stayed in this niche. And many of our customers expected us to fill their work vehicle needs by expanding its capabilities.

"We, however, never came back to the vehicle to make these changes. Now, the Workmaster has not been made for a year, and it is being replaced by our new utility vehicle line."

The most recent entrants are Club Car and Deere & Co.

Club Car began its utility vehicle line with the 1986 Carryall II model, and has been developing products since that time. Michael Alexander at Club Car said the company's entry into the market came because of the inadequacy of modified golf cars for the turf maintenance areas.

"We looked at this industry from

a different perspective," said Alexander. "We knew that the modified golf car, with the cargo box on the back, was serviceable, but it simply wasn't built for the demands of golf course work, so we looked to fill that need for a different utility vehicle that could do a lot of different jobs on the course."

Deere & Co., which has been involved in the utility vehicle market for five years, came into this area through the lawn and turf maintenance field, where its equipment was already being used.

Clair Peterson at Deere said: "We were looking at new

opportunities, and since we were already involved in the lawn and turf-care industries, providing the vehicles was a logical next step. In addition, we could use components that were already designed, such as engines and drive trains, and the manufacturing expertise we had developed over 25 years to give us an advantage in the utility vehicle area."

All of the companies interviewed are not resting on their historical laurels, but are constantly seeking new opportunities in the marketplace. So, for them, the past is still just a prologue.

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Trends tending toward future 'polarization' in products

By Kit Bradshaw

There are two major trends in the utility vehicles market. One is the demand for more versatility, reliability and durability and the other is what Rick Cairns at The Toro Co. calls a "polarization" of the industry.

In the equipment area, gas and electric-powered vehicles predominate, but Jim Byrnes of Jacobsen/ Textron, which makes a diesel engine model, said he sees the diesel models growing in popularity because they provide a power source that can be used to operate several different options.

Don Smith of Smithco adds that although his company offers a four-wheel-drive vehicle, he doesn't see a movement toward four-wheel-drives in all utility vehicles.

"Generally speaking," Smith said, "you don't need four-wheel-drive for a golf course. It has very limited use. What I do see, however, is the movement toward larger tires to help protect the turf, especially with the larger equipment, and a trend toward water-cooled diesel engines."

Clair Peterson at Deere & Co. said he sees increased multi-purpose uses for these vehicles.

"They basically started out as people movers, and then they had equipment attached to them to make them do a number of jobs. Sometimes you compromise the ability of the machines to function by adding these attachments, because they were designed for one job, and they then were required to do others.

"What we've done, for instance, is to make a design that will specifically handle three different jobs—spreader, sprayer and utility hauler—and made sure that the traction unit can accommodate all of these uses. You don't do everything at once on a golf course, so you can get one traction unit, and the three separate



Top dresser attachments show versatility for some utility vehicles, like this 2315 Diesel Truck made by Jacobsen.

accessories, and you don't compromise the machinery's ability to function because the unit is designed for these jobs."

Ron Skenes at E-Z-GO pointed out that the customer primarily wants versatility and durability. "The buyer wants something that will run hard for a long time," he said. "The trend is to offer as many attachments and options as possible, which adds to the versatility. But at the same time the vehicle must be made durable, because this is a key requirement as well."

Michael Alexander at Club car added that ease of service is another key factor to keeping the buyer happy. And, he noted, "I don't think that the market demands that the units be quiet. But if you can offer this amenity as part of the equipment, then the superintendent gets an extra benefit."

Service is the key, according to Cushman's Doug Frey. "There are a lot of companies in the utility vehicle

market," he said, "and there have been for some time. But we feel that our support programs, and the service the customer gets is one of the keys to our success."

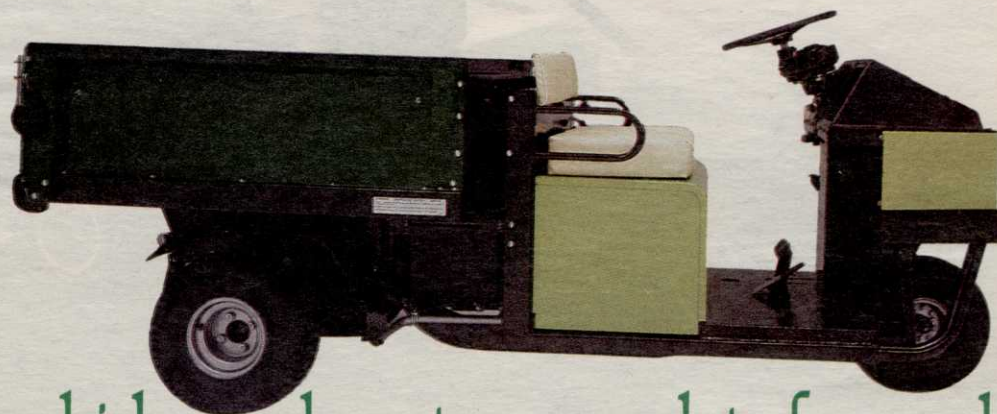
With all the companies involved in making a broad range of utility vehicles, there is a second trend, according with Cairns.

"If you look at trends in the market," he said, "there seems to be a lot of interest in the lightweight utility vehicles because of the price of these units. Even with this trend, there is still plenty of market left. There is also a trend toward the heavy-duty type of vehicles.

"I'm not saying that there isn't room in the middle of these two types of equipment, but there does seem to be a polarization in the industry."



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Manufacturers continually finding new markets for vehicles

By Kit Bradshaw

While most people in the golf industry consider utility vehicles to be designed for their needs — and in many cases they are — there are other uses for these handy vehicles.

Perhaps the most visible use for utility vehicles comes in the area of transporting people around large resort areas. Here, larger personnel transports, such as Club Car's Tourall Series, and its Trans-Sender and Trans-Porter are filling a need to move people and in some cases, their luggage from the check-in area to the hotel room or

condominium. The Tourall Series is also popular with real-estate types, who need a quick, easy way to get prospective clients to the homes and condos in a development.

Cushman's GT America, an upscale version of its GT-1 Series, is popular in gas or electric models at large estates and at stables.

E-Z-GO and Smithco point out that utility vehicles are an ideal way to move people and equipment at cemeteries and football stadiums. E-Z-GO's Ron Skenes added that colleges and industrial parks are using utility vehicles as well. Even farmers are using these handy vehicles on their multi-

acre properties.

Don Smith of Smithco noted that the Bandit model is specifically designed for rugged use because of its four-wheel-drive capabilities.

"We are selling them to areas where there is new construction, such as golf course sites, and to school systems that have schools under construction and need to move about the property," Smith said.

And don't forget about industry. Utility vehicles are handy in manufacturing and shipping plants and in large complexes where car travel would be too time-consuming.

LEASING AVAILABLE

Each of these markets, from golf courses to the industrial park, give new opportunities for manufacturers. And, although purchasing a utility vehicle is generally the norm, several companies provide leasing programs that are individualized to the needs of the customers. The manufacturers note that new golf courses might lease utility vehicles to help with their cash flow, while established courses might look at purchasing as a good investment in a piece of equipment that has a five to seven year history.

Where will the utility vehicles be found next? According to those in the industry, the next markets could come from anywhere.

"The market is growing within the golf industry," said E-Z-GO's Ron Skenes, "because new courses are still being built. In other segments, the possibilities are nearly limitless. When people discover how versatile these utility vehicles can be, it opens up new markets."

Club Car has new offers

AUGUSTA, Ga. — Club Car has introduced the new Trans-sender and Trans-porter, new golf car-type limos that carry up to eight people (or five with luggage).

In gasoline or electric models, the cars are touted as a more efficient people-mover for touring resorts or moving people around a plant, campus, theme park or auto dealership.

Melex 512 adds power

RALEIGH, N.C. — Melex has introduced the Melex 512, a golf car featuring a helical drive train with more torque and power to the wheels, and a new GE electric motor.

The vehicle also features the Curtis/PMC speed control system that allows the golf car to travel at controlled speed, as opposed to full throttle.

The two new features on the Melex 512 give a 16-percent increase in efficiency. The 512 is also lighter and roomier than the car it replaces.

Smithco adds trap rake

Smithco is introducing a new sand trap finishing system on its Super Rake and Easy Rider rakes. The new twin rake system delivers a smoother, firmer surface which permits the best trap play by golfers.

This exclusive-design raking system includes a new pre-rake component which creates a double raking action and three-phase conditioning.

Following the cultivator's deep penetration, the trowel plates firm and pre-rake the sand, preparing it more evenly for finishing by the following five section, floating, finishing rake.

All Smithco equipment is available through 80 dealers throughout the United States and Canada, as well as internationally.

For more information contact Smithco at 11 West Ave., Wayne, Pa. 19087; 215-688-4009.

Daihatsu variety-wise

LOS ALAMITOS, Calif. — The Hijet by Daihatsu offers numerous body and cab designs in its utility vehicle.

Four models — the Cut-a-Way, Jumbo cab, Tipper and Liftpick/tipper — have many optional equipment packages including a security patrol package, refuse box and utility body.

The models feature water-cooled, four-cycle gasoline engines with a four speed transmission, drum brakes, MacPherson struts on the front and rack & pinion steering.

GOLF COURSE NEWS



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As more competitors enter the utility vehicle

Continued from page 35

achieved that goal by designing our own trans-axle power train and a superior suspension system."

Where Cushman and Toro came into the utility vehicle industry from the workhorse side, Deere & Co. started in the lawncare industry. Its entry into the utility vehicle arena began five years ago, and Clair Peterson of Deere says it was a natural extension of 25 years in the lawncare field.

"The utility vehicles that Deere & Co. build are manufactured by the same division that is involved in lawn and grounds care," Peterson said. "We've been involved in lawn and turf care for years, so the development of the utility vehicles to serve the professionals in these areas was a natural."

The company's AMT 626 is designed to carry two people and up to 600 pounds of cargo, he said, and is targeted toward the market that needs this specific type of equipment.

"The big news, however," Peterson said, "is that we have introduced a brand new utility vehicle, the 1800, and this has been designed from scratch to be nothing but a utility vehicle."

"This first generation of the 1800, which replaces our 1500 model, is being introduced as a sprayer, using the Broyhill a 200 U.S. Gallon Sprayer. But down the road, it will accommodate a utility bed and spreader system. It features a 21-foot spraying width, a breakaway boom, front and rear, a four-cycle liquid-cooled Kawasaki engine and hydrostatic transmission with oil cooler. The four-wheel stance gives it a low center of gravity without sacrificing ground clearance," Peterson said. "As far as we're concerned, it's a big step forward in utility vehicle technology."

Don Smith, vice president of Smithco, Inc. in Pennsylvania, says his company offers two different utility vehicles.



Kawasaki feels it has aptly named its Mule 500.

The Red Rider is a three-wheeled vehicle, powered by a nine-horsepower Kawasaki air-cooled engine. According to Smith, it's designed strictly for transportation of people and equipment.

"This is at the lower end of our price spectrum," Smith said, "and it is the type of vehicle you would use on a course or a school property where you just needed to move an operator and his mower from one place to another."

Smithco's other vehicle, the Bandit, is at Smithco's high end in price, but it brings with it a four-wheel drive, an unusual feature in utility vehicles. With a 23-horsepower engine and a 1,500-pound payload, the Bandit is designed for more rugged terrain, such as construction areas.

In the same tough and rugged category is Jacobson/Textron, which has the 2315 model, a three-wheeled 23-horsepower liquid-cooled diesel engine model that offers five-speed transmission. The same model also comes in a 20-horsepower gasoline engine design.

Standard on the 2315 model are a complete hydraulic package, including a dump bed, independent PTO, lights, and full instrumentation.

"We have both hydraulic- and engine-powered top dressers, spreader, sprayers, and aerators," said Jim Byrnes of Jacobson/Textron. "The model comes with a universal mounting kit, so the superintendent can use attachments from Cushman or Smithco that they may already own."

The company also makes a runabout model, the 810 Express, which is gas-powered, and the 610 Express that is electric-powered. Both have their advocates, according to Byrnes.

"Most courses choose the gas-powered model," he said, "but if the superintendent is at a course where they are very sensitive about noise, such as a residential course, then choose the electric model."

Byrnes said the Express models are people and equipment movers, and do not come with attachments.

Two names in the golf car industry have also targeted the utility vehicle market. They are E-Z-GO Textron and Club Car.

E-Z-GO has had a utility vehicle since the late 1960s, and, according to Ron Skenes of E-Z-GO, the vehicle was designed specifically for turf maintenance applications.

"The neat thing about utility vehicles is that they are multi-purpose," said Skenes. "For instance, you can start with our smaller vehicle, the GTX 804, which is similar to a golf car, with four wheels, but a 1,000-pound payload capacity. You can use it for moving bags of fertilizer or you can fit it with attachments, such as a sprayer."

"If you need a bigger vehicle, then you can look at the GXT 1500, which has five-speed manual transmission and a 1,500-pound payload. This is a big, heavy-duty type of



Vehicles meant to play a round don't work.

marketplace, more specific niches are filled

vehicle, attachments, such as a top dresser or sprayer. It has a 20-horsepower gasoline engine. Although it can reach speeds up to 24 miles an hour," Skenes said, "speed isn't really a consideration."

"We offer gas-powered engines because of the work these types of vehicles must do. In many applications, gas-powered engines give the superintendent and his crew the range they need to operate on the course, and although electric-powered vehicles now have longer range, they still can't match the gas-powered models in a lot of applications."

Skenes added that the models come with a lot of variations, making them even more multi-purpose. These include options with the cabs, lights, types of sprayers, aerators and loading ramps.

"By accessorizing to suit their needs, superintendents can make these models multifunctional," Skenes said.

One of the newer kids on the block in the utility vehicle market is Club Car, which began in 1985 with the Carryall II. Michael Alexander of Club Car said that at the time, "The Carryall II was a wedge between the high-end heavy-duty work trucks and the low-priced converted golf cars."

Alexander said the Carryall II drew customers from the lower-priced market because of the quality and durability associated with the Club Car name.

Yet it also attracted those who had heavy-duty utility vehicles but needed to broaden their fleet.

In what Alexander terms a "reverse move," Club Car then began offering the Carryall I in 1987, after the Carryall II was introduced. This Carryall I vehicle replaced the converted golf car, and provided basic transportation for people and equipment.

Club Car has taken niche marketing to a whole new dimension.



Toro's new turf vehicle is designed to haul more bulk and weight capacity.

The Carryall II comes in a flatbed or cargo bed model, with the cargo bed model being the most popular among golf course superintendents. Carryall II also comes as the Carryall II Plus, either as a pickup or flatbed, and offers about three miles per hour extra speed. It is designed for improved surfaces, but not for public roadways.

For 1992, Club Car's Carryall line has a new power train, with a four-cycle, nine-horsepower overhead valve engine, equipped with a standard oil filter cartridge and RPM limiter. This engine also has a "Quiet-Tone" muffler and promises quieter operations, according to Alexander. "Fuel economy and durability have been improved," he said. A fuel gauge and power-ribbed tires are also new standard features.

And the list goes on.

According to Alexander, Club Car's Carryall line has one of the largest lists of optional equipment available.

"Different locations have different wants and needs," he said. "We developed our optional equipment to allow a

superintendent to custom order a Carryall to fit his exact needs." Club Car offers a hydraulic dump unit, tailgate loading ramp, light packages and canopy tops with or without weather enclosures. In addition, there is a driving range protective enclosure and a portable refreshment center for on-course beverage and snack sales.

"On the heels of the Carryall I, we saw a need for an independent line of personnel carriers. So we developed the Tourall Series," Alexander said. "The Tourall Series vehicles are designed to move people... They are personnel carriers. They move four people easily from one part of a complex to another."

"Now, however, we are expanding this type of market with the Trans-Sender, which can carry up to eight people, and the Trans-Porter, which can carry five people plus their luggage. The Trans-Porter is an alternative to areas which would normally transport people in vans, or with vehicles that had trailers attached for the luggage."

There seems to be no end in sight for utility vehicles. Each one has a specific niche, and within that niche they are multi-functional. But all the companies that offer utility vehicles have one thing in common. They all are listening to the customer.

This is a picky customer, particularly the golf course superintendent. He demands reliability, durability, multi-purpose applications, and good service.

Thirty years ago, this superintendent couldn't have imagined the wealth of utility vehicles that would vie for every need, even some needs he may not have been aware of just a few short years ago.

And the engineers at these manufacturing companies are working feverishly to fill every need, either through improvements on current models or the introduction of new models. Now, that's niche marketing.



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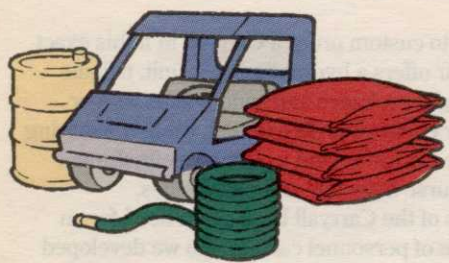
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RANSOMES

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Briefs



LACY JOINS PARKER FERTILIZER

SYLACAUGA, Ala. — Parker Fertilizer Co., Inc. has named Tim Lacy Director of Sales of its Professional Turf Division.

According to Division President David Pursell, Lacy's "knowledge and experience in golf as well as the lawn care industry, will enable us to identify and better serve those customers."

Lacy will leave his position at Mississippi State University, where he has served as campus horticulturist and golf course superintendent since 1985. He has instructed many future golf course superintendents through MSU's golf course operations class. Prior to working at MSU, Lacy managed a Jackson, Miss.-based lawn care company for seven years.

Lacy holds memberships in the Golf Course Superintendents Association of America as well as many regional associations. He is past president of the Mississippi Turfgrass Association, and is president of the Southern Turfgrass Association.

RANSOMES OPENS JAPANESE SUBSIDIARY

Ransomes has announced formation of Ransomes KK in Osaka, Japan.

Ransomes has been trading successfully in Japan for a number of years, and over the last five years the volume of sales has increased significantly, officials report.

As a result, Ransomes has decided to form its own company, based in Osaka and staffed by Japanese nationals. Katsuji Ohashi has been appointed managing director.

Commenting on this new development, Group Chief Executive Bob Dodsworth said, "This is the latest step by the Ransomes Commercial Division to increase international business in the Pacific Basin where it has been very successful in recent years."

EDGINGS COMPANY FORMED

VILLA PARK, Ill. — Oly-Ola Sales, Inc. has formed Oly-Ola Recreational Edgings, Inc. to develop and market polyethylene/vinyl edging products for the athletic, parks and recreation industries.

The first products available from Oly-Ola Recreational Edgings include Safety-Edg curbing and Safety-Line marker.

Safety-Edg is a flexible, low-maintenance landscape curb.

Safety-Line marker is designed to replace chalk lines on outdoor athletic fields and golf course driving ranges.

EPA REGISTRATION GRANTED

INDIANAPOLIS — New Pageant DF insecticide from DowElanco has received federal EPA registration for mole cricket control in turfgrasses.

Likewise, Dursban 50WSP insecticide — already used to control a broad spectrum of pests on turf, ornamentals and trees — has received a label amendment, allowing for its use to control mole crickets in turfgrasses.

Suppliers see boom in Southeast Asia

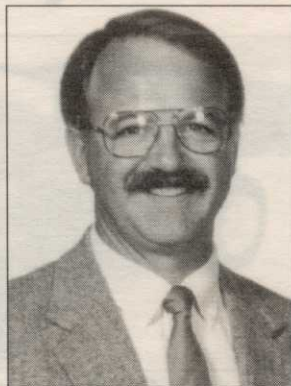
Japan remains biggest market but land scarcity and ecological requirements will slow growth

By Bob Spiwak

Golf industry executives dealing with the Pacific Rim seem unanimous in the thought that Southeast Asia, now in bud, will bloom as the industry's next hot spot.

While Japan is the biggest market currently, a slowdown is foreseen there as land becomes more scarce and ecological requirements grow ever tighter. And, contrary to the automotive fallout after President Bush's "Jobs-jobs-jobs" mission to Tokyo in January, there has been little problem with protectionism or closed markets in the Land of the Rising Sun.

Says Steve Garske, president of Par Aide in St. Paul, Minn., "Our relationship with the Japanese is very, very good" ... "On



both a business and personal basis."

Garske relates that the Japanese business people his company deals with tend to view the trade problems between the two countries as political, not economic. "They look at it (the growing hostilities) and just shake their heads," Garske said.

The manufacturer of ball washers, cups,

China will be a strong market 'when they enter the 21st century.'

— Mike Robinson

Seed Research of Oregon

tee signs and other course equipment noted that Japan has been the steadiest and best market over the years, but sees his "greatest potential in Thailand and Malaysia."

Standard Golf, Par Aide's largest competitor, has been in the golf course equipment business for almost 70 years. Direc-

Continued on page 46

Ocean Course to become environmental model

KIAWAH ISLAND, S.C. — A prototype golf course that's good for the environment is the aim of The Monsanto Agricultural Co., the United States Golf Association and the PGA of America. The three have established a \$400,000 grant to make the Ocean Course at Kiawah Island a national example of how to manage a golf course with the environment's best interest in mind.

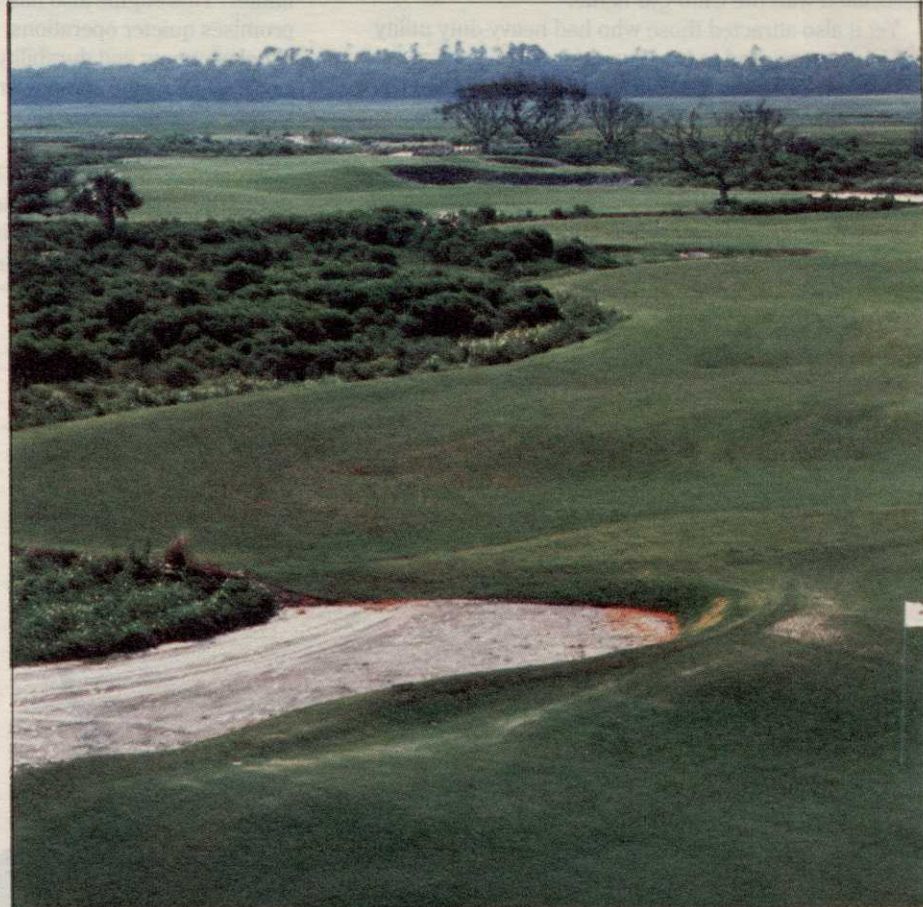
The grant was donated to Clemson University's Institute of Wildlife and Environmental Toxicology, which is conducting the three-year research program.

Ron Kendall, head of the project and the director of the Institute of Wildlife and Environmental Toxicology, was quoted recently as saying, "The findings from our research can be applied at all golf courses, to improve turf management and minimize the impact chemicals and golf course management procedures may have on wildlife."

The research project will have a long-term impact on future development and maintenance of courses throughout the United States. PGA Executive Director and Chief Executive Officer Jim Awtrey noted, "The partnership between the golf associations, corporate America and the scientific community is an excellent example of the teamwork needed to study and promote the development and maintenance of environmentally sensitive golf courses."

Monsanto donated half the grant. The USGA added \$150,000 and the PGA — which sanctions the Ryder Cup, held last fall at The Ocean Course — contributed \$50,000.

The course, designed by Pete Dye, is in view of the Atlantic and surrounded by wet-



The Ocean Course at Kiawah Island will become a national example of sound environmental management

lands and marsh areas. Both water and wildlife are abundant, making it an ideal place for environmental research.

Robert B. Shapiro, president of Monsanto, said: "This grant will help provide valuable information to address a variety of environ-

mental concerns in the golf industry. We're looking at the entire spectrum of controls on golf courses — from biological to chemical — and deciding how to make the best selection of these controls based on the golf course's ecosystem."

Exhibitors optimistic about show and future

By Peter Blais

Confidence was not as high as the boom years of the late 1980s, but exhibitors at the recent Golf Course Superintendents Association of America Conference and Show in New Orleans were more optimistic than a year ago when the Persian Gulf War and recession were both grabbing headlines.

"We've seen a phenomenal change from a year ago at the Las Vegas show," said Rain Bird Director of Sales Steve Christie. "There is a lot more activity."

The introduction of three new products and an updated computer controller helped

generate more interest, Christie said. So, too, have the lack of international hostilities and an economy seemingly poised for recovery.

"Architects and contractors say they have a fair amount of work coming up. That wasn't so last year. International work was strong then, but not the domestic side. This year the domestic market seems stronger and the international market is still going well," he said.

Dakota Peat President Michael Pierce was even more optimistic. Orders were four times higher than a year earlier for the company's contractor-size 2200 soil blender.

Additionally, at least 30 superintendents said

they would approach their greens committees with proposals to buy the smaller 220 unit, designed for fertilizer and top dressing applications as well as in-house renovation jobs.

It's a combination of increased name recognition (the company entered the blender business just three years ago) and the economy picking up, Pierce said. "It appears many projects are starting to come off hold."

Dave Derrick, sales and marketing manager for Patterson Fan Co., said he was getting twice as many responses as at the 1991 show. The United States Golf Association's

Continued on page 43

University and laboratory tests confirm benefits of Isolite

WESTMINSTER, Colo. — Results from university and laboratory testing confirm that the porous ceramic technology of Isolite significantly increases root mass, relieves compaction, increases retention of plant-available water in soils and delays wilt in the turfgrasses tested.

In announcing the research data, Innova Corp., which markets Isolite nationwide, noted that the tests confirm findings in the field.

The independent tests, performed by Dr. Tony Koski, assistant professor of horticulture at Colorado State University in Fort Collins, and by Chuck Dixon of Turf Diagnostics and Design in Kansas, demonstrated Isolite's ability to favorably modify

soil conditions.

Koski's testing focused on moisture retention, while Dixon's dealt with Isolite's effects on various root zone mixes.

Calling Isolite a "unique soil modified" Dixon said, "Not only does Isolite provide water management in the soil, but it also provides air management.

"Unlike traditional soil supplements, Isolite holds water, but also gives it back to the roots of the plants. As the water is given up, pores fill with oxygen, providing a balance of water and oxygen in the soil. This is a very positive attribute of the Isolite technology."

Dixon's test results also showed that Isolite decreased the bulk density of soil, and bal-

anced the capillary and noncapillary pore space.

"One of the attributes of Isolite that amazed me was the stability of the granules," Dixon remarked. "This indicated that Isolite will remain stable in a sand system."

Koski used laboratory, greenhouse and field testing as part of his research. In the field, Koski tested Isolite in a green built to USGA specifications, with very close tolerances.

"We compared Isolite in a USGA specification 90/10 sand/peat mix to a sand/peat mix by itself," Koski said. "Our tests showed that Isolite increased water retention and plant-available water compared to sand/peat alone."

"One of the most interesting parts of this test," he added, "is that it showed the volume of roots in the Isolite amended green was increased at all irrigation levels, but the most significant differentials were in the low irrigation levels."

Resiliency — a key factor to soil scientists involved with sports turf — was significantly increased when Isolite was added to the soil, according to Koski.

"We found we had increased resiliency in Isolite amended soils, even at low irrigation levels," Koski said. "In fact, the 40-percent irrigation level plots with Isolite were more resilient than the 80-percent irrigation level plots without Isolite."

Tee-2-Green tabs Duich as consultant

HUBBARD, Ore. — Dr. Joseph M. Duich has joined Tee-2-Green Corp. as technical advisor and consultant.

Duich was professor of turfgrass science at Pennsylvania State University for more than 36 years, retiring Dec. 31.

While at Penn State, Duich assisted Professor H.B. Musser in developing Penncross creeping bentgrass, released in 1955. Penncross was the first advanced creeping bentgrass cultivar exclusively for golf course use. Duich later developed Penneagle and PennLinks creeping bentgrasses.

He taught turfgrass science to hundreds of golf course superintendents, and has often consulted with, and spoken to golf course associations.

As consultant and technical advisor for Tee-2-Green Corp., Duich will address golf course superintendents' questions and management practice inquiries concerning the 'Penn Pals' creeping bentgrasses.

Exhibitors

Continued from page 42

positive response to fans to cool stressed greens, plus improved recognition of the 2-year-old company has helped boost interest.

"Customers who bought one or two fans last year are coming back for a couple of more this year," he said. "Most courses average four fans."

E-Z-GO President L.T. Walden noted a "better mood" among pros at this year's PGA Show in Orlando and superintendents at the GCSAA event.

"Things were down last year," he recalled. "I don't know why. Golf course construction just seemed to be down. You figure 60 new cars at an 18-hole course and that hurts."

Charles Barebo of Otterbine said sales leads were higher quality, though traffic at the pond aeration company's booth was off 10 to 15 percent from 1991.

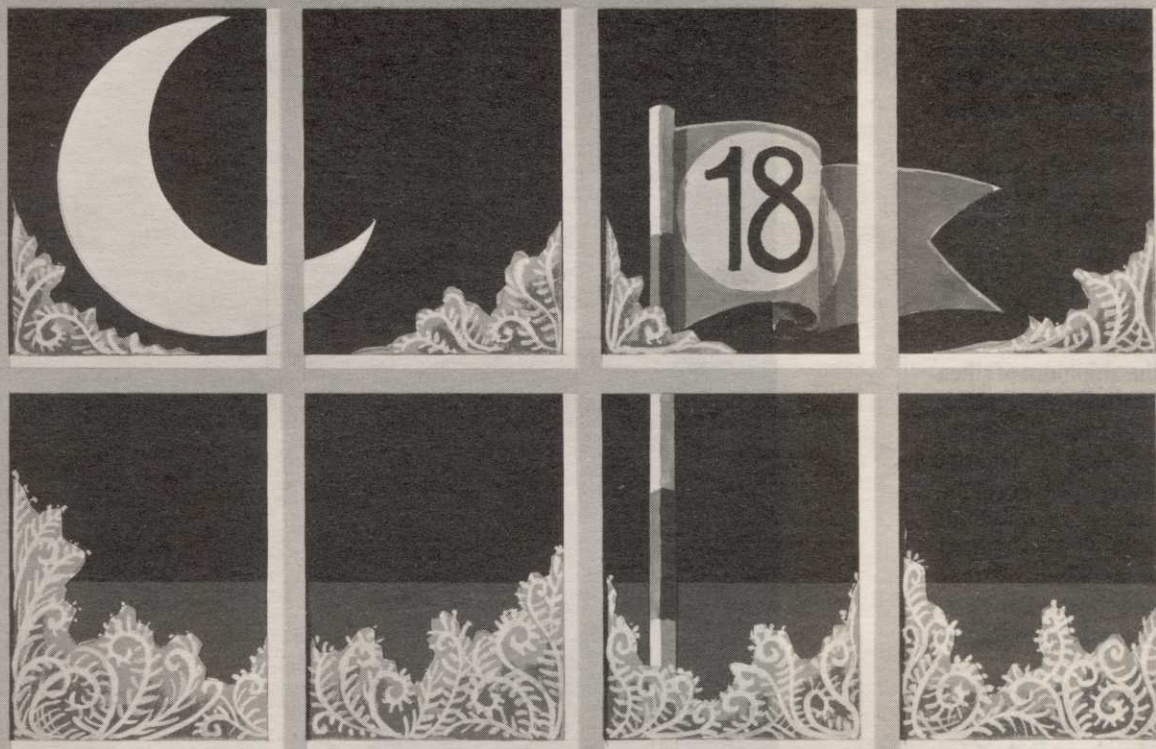
"We've used the recession to improve our distribution and quality control while introducing some new products," the company president said. "We'll be in better position to take advantage of an improved economy when we come out of this. Things should really skyrocket."

Several new companies were among the 550 exhibitors. GCSAA spokesman Scott Smith said attendance will be around 1991's 16,000, but short of the record in Orlando two years ago.

"This is our first time here," said Barbara Gonzalez, senior coordinator of business development with Arnold Palmer Golf Course Management Co.

"We've seen about 100 people every day. Many were contacts for remodeling. We had a lot of foreign interest, too. People came through here from Canada, Mexico and South America. Some had topo maps, so you knew they were serious," she said.

GOLF COURSE NEWS



Avoiding Frost At Any Cost

When vacationing linksters arrive at your course they want it to look just like it did in the brochures. They don't care how cold it gets at night, they came down to play some golf. They don't mind wearing a heavy sweater for an early morning round, but if frost and winter stress prevent your course from looking and playing up to par, they'll just keep going south.

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Southeast Asia fast becoming major golf market

Continued from page 42

tor of Marketing John Kelly likewise sees Japan as the hottest market, but tempers this with a look into the future.

"I'm not too sure how much farther Japan can go," he said. Guam is the place Kelly sees as a burgeoning market. In the Pacific Rim for a quarter century, Standard has seen a steady increase in growth, according to Kelly. Putting it into perspective, he notes that the United States is still the major market, accounting for around 85 percent of total sales, and Europe as twice the market of Asia. But he feels the Asian opportunities are just beginning to present themselves.

Guam is the hub of activity for Greensmix Soil Blenders of Wisconsin, according to president Christine Faulks.

Faulks said, "We are a young company, and very aggressive." Working with architects like Ron Fream, Arnold Palmer and Jack Nicklaus, the company blends mixes on site. "We have extremely high shipping costs," she said, referring to the shipment of silica sand from Australia and sphagnum peat moss from Canada to the sites for mixing. In concert with the company's plans to enter the Asian market, custom-built machinery is fitted into special containers for shipment.

Only one year in the Far East, Faulks sees potential throughout the area.

Mike Robinson, president of Seed Research of Oregon, said the company has been in Asia for five years, and its business there far exceeds what is done in Europe. A major reason is that there aren't the restrictive licensing fees and long waits encountered in the Atlantic countries.

Robinson cited China as a place of great potential, "when they enter the 21st century."

Japan is still his largest market, and he noted his firm's new SR 10 and SR 20 bentgrasses have been tested for three years with good results. All sales and distribution are done through an agent, he said, and "a lot of American companies don't want to do it their (Japan's) way. They want to do it as at home."

He sees this as a possible cause of some frictions.

Frank Dolan of E-Z-GO sees the Asian countries as "... all about three years away from being major golf car consumers." He is outspoken in his frustration with tariffs in the Orient. "It's extremely disappointing," he said, "when a \$3,900 (golf) car for example, costs \$5,500 by the time it gets to the course."

Thailand, he said, has a 300-percent duty on his product. There, a vehicle costing \$2,500 ends up at \$7,500.

Dolan is unhappy with a deal made in Georgia orchestrated by Governor Harris and Rep. Newt



'(the) greatest potential (is) in Thailand and Malaysia.'

— Steve Garske
president of Par Aide

Gingrich.

To lure the Japanese manufacturer Yamaha, a major competitor, gets what Dolan estimates as a \$1,500 per car advantage through an assembly plant located in

Georgia. The company was sold to Georgia by Gingrich and Harris and given tax breaks. "E-Z-GO and Club Car don't get the same advantage," he said. Yamaha was given the break and uses all the

state facilities, like highways and services.

"My hat's off to them," Dolan said. "We see them ship sophisticated parts in pop-open scientific packages. There is no welding, no molding, no designing taking place in the U.S."

This sentiment is not echoed by Clarke Staples of Cushman Inc., a Ransomes company. With a product line similar to those of E-Z-GO and Yamaha, he considers Japan "a super customer."

The Japanese see golf as an

American sport and look upon Americans as experts. Staples, international marketing and services director of Cushman, sees Southeast Asia as the coming market.

He cited reports that Japan will cease all course construction when it reaches 2,000 courses as an opportunity for other countries' golf-related tourism.

As with other executives, Staples pointed out that it can be cheaper and faster for a Japanese golfer to fly to another country



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for industry suppliers working in the Pacific Basin

than to play at home, where it is expensive and courses are full.

For Bill Rose of Tee-2-Green in Oregon, Japan is the largest Asian customer, with Penncross bentgrass the company's biggest selling product. The only restriction on his product is the requirement that the grass seed contain less than .03 percent soil.

Rose said there were "a lot of Chinese visitors to our field day. They were very nice. Some, I think, were government people."

Rose is hopeful for a market in

China. He said Thailand "seems to be using a lot of seed, but we haven't sold any there."

Korea and Taiwan are burgeoning markets, he said. The company has been in Asia a decade.

Curt Kimpfbeck of Jacobsen likewise sees China and Thailand as coming markets. "China has got to become modernized," he said. "The hierarchy are all in their 80s. The new group of rulers will modernize and do something for the people—like bringing in

sports."

Jacobsen has distributors throughout the Pacific Rim and has opened a factory branch in Sidney, Australia, to accommodate the Asian growth.

Kimpfbeck said turf equipment is duty-free in Japan, and was recently at 5 percent. He cannot explain the reduction, especially as Tysuchia and Baroness are Japanese turf equipment manufacturers. He said Japan is slowing down as the banks tighten credit.

For O.M. Scott's Korbin Riley,

"We're just sitting back and watching mainland China right now."

Thailand is what he sees as the hottest market after Japan, and he feels Asia golf "will increase faster than the rest of the world."

Japan is getting tougher on the use of pesticides, he said citing Chiba Prefecture as denying their use in any way.

Scott has been in Japan 30 years, in Australia for four. Riley said, "Our business has increased in Asia and we expect it to continue

to increase."

That Malaysia and Indonesia are hot markets is "old news" to Rain Bird's Skip Prusia, regional manager for Asia.

"Japan," Prusia said, "opens more courses per year than any other country, maybe more than the rest combined."

In the long term, Prusia thinks Vietnam will be a major market, citing rising land prices and a growing development of tourism.

Like Kimpfbeck, he sees any slowdown in Japan as a result of economic factors.

Rain Bird, too, has its eye on China, and Prusia estimates there are 13 or 14 courses already outside Hong Kong.

In China, his company's business has been predominantly golf-related.

Kubota Tractor Corp. is a Japanese company going back a hundred years. Jack Cross, sales and marketing director, pointed to the Southeast Asian countries as "a good area for us." He noted that Australia, too, is a growing market.

With tractors as the company's major component, along with small construction machinery, Cross said Kubota is trying to "move slowly" into the golf course business. A new product, Ductiline pipe, used for moving water and oil, has met with acceptance.

But Cross said the company's primary involvement in the specific golf market has been with gang reels for mowers, adding that Kubota is "starting to get into reel mowers."

Cross sees Bangkok as "a big, coming area."

Barebo, Inc. is a manufacturer of water management and aeration equipment whose Asian business is handled by Alan Lapham, president of Water Resources International in Pasadena. He sees Korea as the current hot market for Otterbine products, with Thailand and Japan close behind.

In the long run, Lapham thinks Japan will remain the dominant market for golf course products, explaining that the nation expects to have 2,000 courses by the turn of the century.

China, he said, is "not a market I'm focusing on," but he feels it will become a factor in the future.

As the product is used heavily in golf as well as municipalities, it is his feeling that wherever there is a golf market, there will be a need for the Barebo-Otterbine line.

Japan, it appears, will remain the dominant market for golf course products.

Whether the rumored cessation of golf course construction will commence at 2,000 courses remains to be seen. With the Japanese passion for the game, other markets will attract those, as well as golfers from around the world.

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Kimm defends EPA's position while Stossel

Continued from page 1

Inert ingredients, metabolites and contaminants also found in pesticides are potentially dangerous to the environment and human health, he added.

Agriculture uses far more pesticides overall than the golf and lawn-care industries, Feldman acknowledged. But golf courses use four to seven times as much pesticides per treated acre as most farms. For example, golf courses average 18 pounds per acre of pesticide compared to just 2.3 pounds for soybeans.

"In terms of potential exposure and environmental contamination, we have to look at rates of application," he said.

Yet no EPA mechanism exists for reviewing information on the harmful effects or risks of pesticide use on golf courses, Feldman said. Ten of the 34 major turf pesticides have been associated with cancer in animal studies, he added.

The EPA is charged with weighing the risks against the benefits of using pesticides, Feldman noted. Yet EPA does not require routine efficacy studies to determine if new golf course pesticides are effective, he said. Such studies are only done if it becomes obvious there is a problem.

"You (superintendents) are the benefit decision makers out there," Feldman said. "You buy the pesticide. The EPA assumes it works, otherwise you wouldn't buy it."

When EPA reviews a chemical, it simply looks at the economic cost of replacing it with another chemical, instead of also examining alternatives to chemical treatments, such as Integrated Pest Management strategies, Feldman said.

"We are saying that we should ask 'What are the most appropriate alternatives?' What benefits are being derived that can't be reasonably achieved through some other method," Feldman said.

"For turf, we're saying look at grass varieties that are suitable for local conditions. They may not be the prettiest and they may not be the ones you want to use in your area. But let's take a look at them."

"We need to look at heterogeneous lawn culture, high organic matter, proper soil pH, mowing height, infrequent watering and monitoring."

"Many of you say 'Well, I do all that. I spray pesticides and I have my pesticide counts down 50 percent from what they were five years ago.' We want to see more than that. We want to push you. Our goal is to get to cultural practices that eliminate (pesticides) where possible."

Eighty percent of Americans identify themselves as environmentalists, Feldman said. To implement those environmentalist beliefs will require re-evaluating pesticide production, application, disposal and storage, he added.

The potential for accidents, spills and misapplications of pesticides must also be factored into any risk assessment, the advocacy group leader said. The EPA doesn't take those possi-

ties into consideration, he added.

"We cannot rely on the EPA registration number. It doesn't assure us of safety. The EPA needs to come up with a checklist of the least-toxic criteria and we need to make management decisions that identify the least hazardous of the arsenal of materials available. Your trade association (GCSAA) should be helping you come up with this list," Feldman concluded.

THE EPA'S RESPONSE

The EPA's goal is also to reduce golf course pesticide use, countered Kimm.

The federal agency is currently re-registering many chemicals. In fact, more EPA testing of pesticides is taking place than ever before, the 21-year agency veteran said.

What concerns Kimm is the "widespread" migration of pesticides into ground water. EPA nationwide studies revealed pesticides in 10 percent of public wells and 4 percent of domestic wells. That means traces of pesticides can likely be found in hundreds of thousands of wells throughout the United States, he said.

But the same studies "rarely" show pesticides occurring at levels that present health risks, he added.

"We are not looking at a major health risk. But we are looking at an emerging problem. It is important that the agency and the states get serious about pesticide use so we don't get into much more serious problems down the road," Kimm said.

How is EPA dealing with ground water contamination?

The primary focus is on prevention, keeping pesticides out of ground water before they pose sig-

nificant risks, Kimm said.

Second, how and in what quantity contamination occurs is such a localized issue that it needs to be addressed in different ways, ranging from outright pesticide bans to reduced application frequencies to increased use of biologicals, Kimm said.

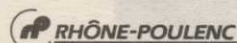
Third is the need for flexibility. EPA realizes the different circumstances in different regions of the country and is turning power over to the states to determine how to deal with pesticides through State Management Plans.

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CIRCLE #138

explains media's role in environmental issues

The EPA will recommend that chemicals having significant leaching potential not be used in states without sufficient State Management Plans.

"We believe this is the appropriate way of dealing with the long-term problem," the EPA administrator said.

The chemical reregistration process is well underway. Public concern is generating much new information about pesticides. Manufacturers have been very cooperative about sharing that information, Kimm said.

A safer pesticides policy is being issued for public comment, Kimm added. IPM, biological controls and judicious pesticide use are being encouraged to reduce overall chemical applications.

As for the State Management Plans, many states have received EPA seed money to begin the process and 61 states and other government entities are developing such plans, Kimm said.

The short-term impact of these changes on golf will probably be the limiting or restriction of some products, Kimm said.

The long-term impact should be increased public confidence concerning the safety of pesticide use, he added.

"This fading public confidence in government across the board, EPA in particular, state and local governments, and institutions like golf course managers (superintendents) is something we all need to be conscious of and deal with in the future," he concluded.

THE MEDIA'S ROLE

The general concern surrounding golf courses and pesticides seems to boil down to whether "Left to your own devices, you (superintendents) would poison your customers and kill the town," Stossel said, with a trace of sarcasm. "But with the regulator and the advocacy group, hopefully you won't."

Stossel did a story three years ago on lawn-care chemicals that included a piece on Navy Lt. George Pryor, who couldn't figure out why he kept getting sick after playing golf. Unknown to Pryor, his course used the fungicide dachonil, which contains cyanide.

Pryor got sick. His skin began falling off in pieces the size of legal pads, his wife said. In 10 days, he was dead. Although Stossel reported many people play on courses that used dachonil and did not get sick, what people remembered was Pryor's skin falling off.

"Some of that is unavoidable. It's the nature of news to focus on the dramatic and the negative. If Victor says playing golf is safe, it's not news. But if Jay says, 'You play golf you're going to die,' it's more likely to be covered."

With golf course pesticides, the argument generally evolves into risks versus benefits, Stossel said. What is the potential risk of using chemicals and does it outweigh the benefit?

Pesticides suffer from being relatively new products. Older ones, like natural gas that kills 400 people per year, or swimming pools that claim 1,000 lives annually, might not be approved in today's regulatory climate.

GOLF COURSE NEWS

But people accept the risks because they are older, traditional products, Stossel said.

"Our (media's) job is to protect people by giving them information. That's different from the regulator who says 'yes' or 'no.' We have a press that says 'Here's some advice. Here's what the experts say. It's good or it's bad. You make the choice.' That works better," he said.

Providing that information helps the marketplace police itself, which is often more efficient and less expensive than having the government do

it through regulation, Stossel said.

Still, some regulations may be necessary in areas like the environment, Stossel said. The person applying dangerous chemicals today could be long gone when the water supply is contaminated 10 years from now.

"Certainly, in environmental areas, a good case can be made for regulation. How much is another question," he said.

In Lt. Pryor's case, his wife argued that signs should have been posted after chemical applications. He might have connected that with

headaches he felt before he died and stayed away from the course on those days, she said.

"I understand some of you are now putting signs up," the Emmy Award winner said. "It seems to me that is the way many of these troubles could be managed."

"It is true that today we are exposed to more dangerous-sounding things than ever before—pesticides, fungicides, lawn chemicals, food additives, pollution. The result? We're living twice as long. We forget that 100 years ago most people were dead

by the time they were my age (early 40s).

"What gave us this longer life span is technology. If someone I love dies, it's natural for me to say I want more protection, I want these people put out of business, I want a layer of lawyer to keep this from happening."

"But we don't get that extra protection for most people by adding that layer of government. We get it by giving information and letting the technology happen. I hope the lawyers in this country allow us to keep making that bet."

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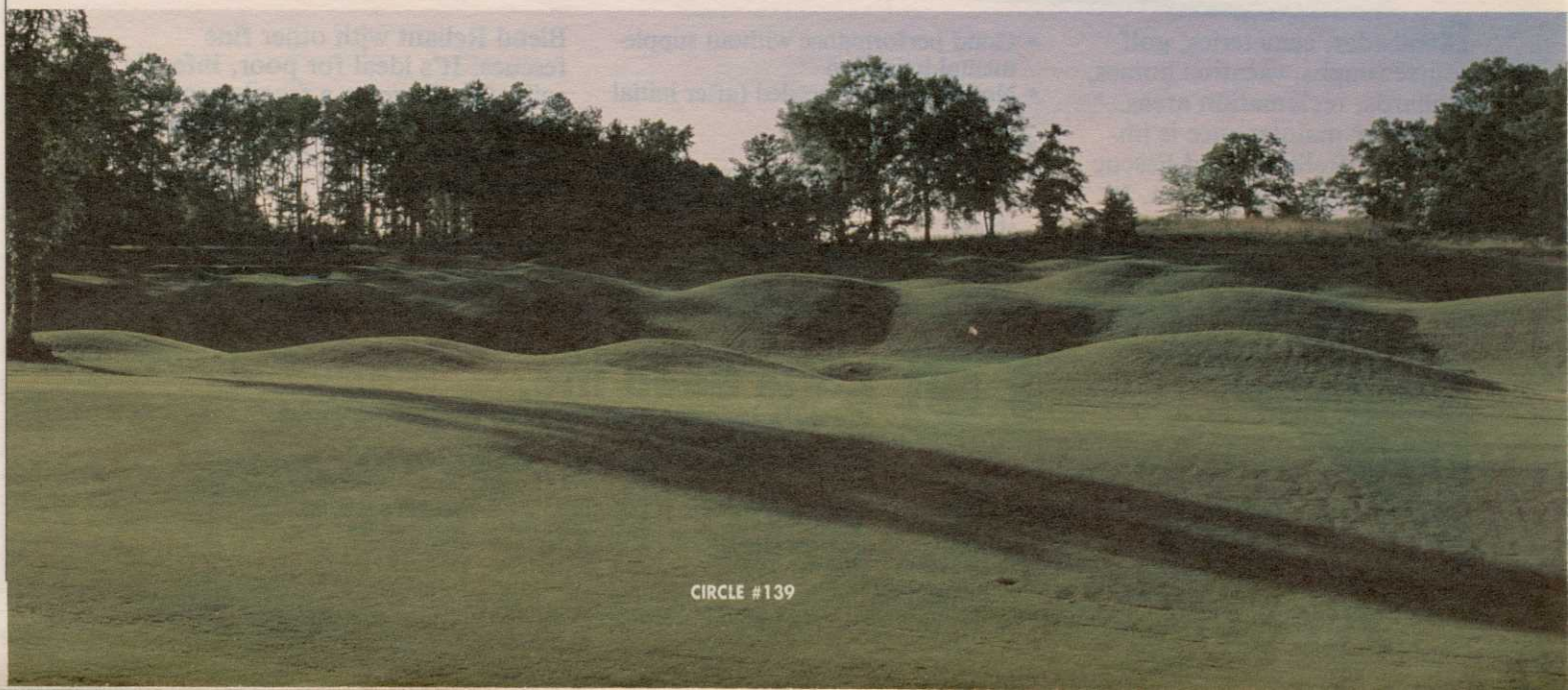
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DES PLAINES, Ill. — Sandoz Crop Protection Corp. has introduced Steward, a biological insecticide for turf and ornamental plants.

Based on a strain of *Bacillus thuringiensis* (B.t.), Steward is active against certain lepidopterous species, including armyworms, cutworms, loopers and sod webworms. It also controls bagworms,

budworms, gypsy moths, leafrollers and tent caterpillars. Upon ingestion, the B.t. reacts with lepidoptera stomach enzymes and induces paralysis and septicemia. Most lepidoptera stop feeding within two to four hours of ingestion and are dead in three to five days.

"Unlike broad spectrum insecticides, Steward is targeted specifi-

cally against lepidoptera so it is safe to beneficial predator insects. There is no pre-harvest interval or re-entry restriction for workers. Steward has residual activity of seven to 10 days," said Ron Fister, director of turf and ornamental sales for Sandoz Crop Protection.

Depending on the target insect, two ounces to one and a half pounds

of Steward should be applied per acre. Available in a two-pound jug, Steward's water dispersible granular formulation offers growers and applicators convenient handling, easy measurement and extended shelf life.

Contact Sandoz Crop Protection Corp. at 708-390-3755.

CIRCLE #304

Flowers, clover and low-growing grass combined in new Fleur de Lawn seed

PORTLAND, Ore. — Pro-Time Lawn Seed has introduced Fleur de Lawn, its new lawn seed mixture

that features tiny flowers and strawberry clover, combined with low-growing grass.

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tain the carefree effect.

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CIRCLE #305



Dixon ZTR 542 mower

Smaller Dixon mower available

COFFEYVILLE, Kan. — Dixon Industries, a Blount, Inc. company, now offers a new 42-inch hydrostatic ZTR mower. Like its bigger 50-inch companion, the new ZTR 542 features Hydro Gear drive.

ZTR 542 incorporates the zero turning radius mobility that is the ZTR mower's trademark.

Both 500 Series ZTR mowers, this new 42-inch, 16-hp ZTR 542 and the 50-inch, 20-hp ZTR 503, are powered by Kohler engines. Tough, never-rust HDPE bodies are lightweight and tilt up for easy maintenance and servicing. Along with convenient hand controls, Dixon's ergonomically designed seats provide operator comfort, lessening fatigue and making longer productive hours per day possible.

Contact Department GN-3, Dixon Industries, Inc., P.O. Box 1569, Coffeyville, Kan. 67337-0945; 800-635-7500.

CIRCLE #306

Grace Sierra adds fungicides

MILPITAS, Calif. — Grace-Sierra Horticultural Products Co. has introduced VORLAN turf fungicide and FUNGO systemic turf and ornamental fungicide in safe and convenient dry flowable forms. New, VORLAN DF and FUNGO 85 DF provide excellent control of key diseases. The dry flowable forms are easy to dispense and packaged in small, space-saving cardboard boxes that do not require special disposal services.

VORLAN DF is safe on all turf grasses. The unique chemistry makes it both a preventative and a curative. VORLAN DF provides long-lasting (up to 28 days) control of Dollar Spot — even resistant strains, Leaf Spots, Red Thread and Pink Snow Mold.

New FUNGO 85 DF controls most major turf diseases, including Brown Patch, Fusarium Blight, Summer Patch, Necrotic Ring Spot and Anthracnose. Systemic action provides effective disease control for up to 14 days. FUNGO 85 DF is also labeled for control of major ornamental diseases.

VORLAN DF and FUNGO 85 DF are available in 6- by 2-pound cases. Both products are not yet available for sale in California.

For more information, turf managers can contact local turf distributors, or call Grace-Sierra at 800-492-8255.

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CIRCLE #140

GOLF COURSE NEWS

Thompson unveils large-turf controllers

CHINO, Calif. — Thompson Manufacturing announces the TC-T series of large turf controllers.

These solid-state stand-alone controllers are available in 18-, 24-, 30- and 36-station models. Standard features include easy-to-program key panel and display with English and Spanish language messages. Four main watering programs are provided — three non-overlapping, and an additional overlapping watering program for drip or low-flow irrigation.

Each main program has the capability for water budgeting from 0 to 255 percent of the set time. All programs have a walk-through mode, 12 start times per day, weekly calendar or 1 to 99 skip-day operation, manual program start and advance, an automatic watering mode, and an off mode.

All stations feature 15 repeats, manual station start and stop, and run times that can be set in seconds, minutes, or hours from 1 second to 255 hours. Manual stations that are turned on and forgotten will turn off automatically after their run time has expired preventing flooding, conserving water, and eliminating the need to return to turn the station off.

Each station also includes an Independent Station Control program for needs such as fountains, lighting, drip, or miscellaneous applications. These ISC programs may be used at the same time as the four main programs.

The TC-T turf controller features a master valve output, surge protection, a real time clock / calendar that retains time and day of the week, and all irrigation programs for up to 10 years without batteries. Power outages, dropouts, or even leaving the power off do not affect the stored programs, and the clock continues to run even with the power off.

Optional Flow sensing and flow data logging with automatic Hi flow shut off, soil moisture sensing, and automatic rain switch operation is built in to the controller. The Hi flow alarm detects broken pipes,

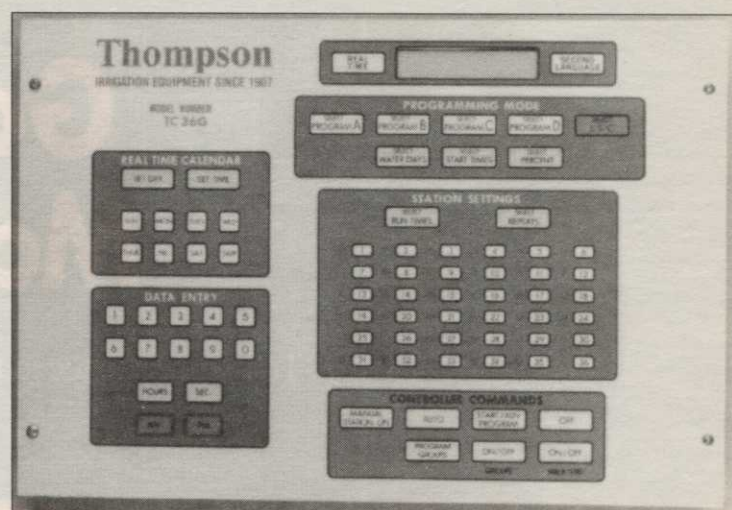
prevents flooding, conserves water, and the display indicates a flow alarm. The station will shut off after hi flow detection, and advance to the next station in the irrigation program. All Hi and Low flow alarms can be displayed to determine which station has a problem. All that is needed to activate these features is to attach the flow meter and sensors. The optional sensors can be added at any time, the TC-T turf controller automatically detects the presence of these sensors and uses them.

The TC-T is compatible with the Thompson Mini-Mark central

computer system, so that many controllers may be linked economically into a single system now or in the future. Two-way communication is available with wire, radio, telephone, or RS 232 serial computer network options. The modular communication interface circuit board is easily installed at any time. All sensor data and alarms are communicated to the central computer.

Contact Thompson Manufacturing Co., P.O. Box 1500, Chino, Calif., 91708; 714-591-4851.

CIRCLE #308



Thompson TC-T large turf controller

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CIRCLE #309

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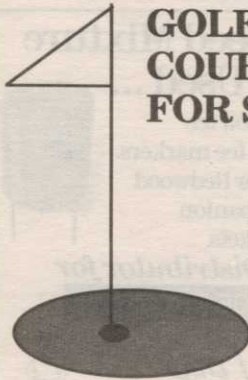
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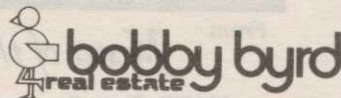
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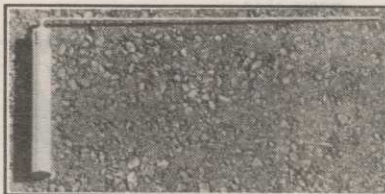
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Language guide publishers turn sights on Japan

By Mark Leslie

If you can travel throughout Europe and the Americas now with your trusty "Do You Speak Golf?" book in your pocket but you're looking toward a trip to Japan with trepidation, don't worry.

The publishers of the handy foreign language guide for the golf course are coming out with a Japanese version in May.

Gregg M. Cox of Pandemic International Publishers, Inc. said his Japanese version is formatted basically the same as the first one released last year, which translated English phrases into the languages of Western Europe and North, Central and South America in an easy-to-understand pronunciation guide. It covered French, Italian, Spanish, Portuguese, German, Norwegian, Swedish, Danish and Dutch.

The new book will be laced with basic conversation and idiomatic expressions as well as the meat-and-potatoes of "pass the 1-iron (ichi inn)," Cox said. If you need a caddy or wish to wager on a hole, here are the passwords.

Just as the European edition was written with several golfers, Cox tapped the wisdom of Japanese golfers in preparing the new version of "Do You Speak Golf?"

It translates English to Japanese and Japanese to English, with phonetics helping pronunciation.

The project was delayed, Cox said, by waiting for a keyboard with Japanese characters.

He only hopes it sells as well as the European issue.

"We've been inundated with calls," he said, adding it has been sold at some European golf courses, and European book distributors started marketing it in February.

The price is \$8.95, plus \$2 for shipping and handling. Mail orders should be addressed to Pandemic International Publishers, Inc., P.O. Box 61849, Vancouver, Wash. 98666.

Standard Golf releases new accessories guide

Standard Golf Co.'s colorful, 44-page, 1992 *Catalog of Golf Course Accessories* includes many products designed to satisfy superintendents' requests.

The new Debris Rake solves the problem of picking up pine needles and other small debris. Its tempered steel wire teeth grab everything in their path.

The best-seller line of Dimple-T markers has expanded to include personalized and numbered styles. Many Standard Golf tee markers are now available in black, in addition to the traditional red, white, blue and yellow.

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For the catalog, more information and the names of nearby authorized distributors, write Standard Golf Co., P.O. Box 68, Cedar Falls, Iowa 50613 or call 319-266-2638.

March

3 — GCSAA Seminar on spray technicians in West Palm Beach, Fla.*

3-4 — GCSAA Seminar on Golf Course Design Principles in Cincinnati.*

3-5 — Massachusetts Turfgrass Conference and Industrial Trade Show in Springfield. Contact 413-549-5295.

9-10 — GCSAA Seminar on Landscape Design & Plant Materials in Bloomington, Ill.*

9-11 — GCSAA Seminar on developing and maintaining effective management employee relationship in Tarrytown, N.Y.*

10 — GCSAA Seminar on spray technicians in Mamaroneck, N.Y.*

10 — GCSAA Seminar on Turfgrass Stress Management in West Chester, Pa.*

15-17 — National Golf Foundation symposium on Obstacles Overcome by Successful Golf Course Operators at Ponte Vedra Beach, Fla. Contact 407-744-6006.

16-17 — GCSAA Seminar on Environmental Considerations in Golf Course Management in Minneapolis.*

18-19 — Financing Golf Course Developments seminar in San Diego. Contact 800-285-2332.

22-25 — National Club Association Club Leadership Conference in Pinehurst, N.C. Contact 202-625-2080.

24 — USGA Regional Conference in Wakefield, Mass. Contact 908-234-2300.

24-25 — Maine Turfgrass Conference & Show in Portland. Contact Chuck Ravis at 207-395-4298.

26-29 — Golf Asia 92 in Singapore. Telephone 65 2966961

30-31 — Meet the Lenders Conference in Orlando, Fla. Contact 415-382-2486.

31 — U.S. Golf Association Regional Conference in Atlanta. Contact 404-769-4076.

April

5-7 — NGF seminar on Golf Course Operations in the '90s - Issues Affecting the Future of Successful Operations in Newport Beach, Calif. Contact Roger Yaffe at 407-744-6006.

6-7 — GCSAA Seminar on Landscape Design & Plant Materials in Bolton, Mass.*

9 — Water conservation and quality seminar in Sanford, Fla. Contact Seminole County Extension Service at 407-323-2500 ext. 5559.

13-14 — Southeastern Turfgrass Conference at Tifton, Ga. Contact 404-769-4076.

22-23 — Club Industry West at Long Beach, Calif. Contact Karen Reynolds-Feld at 800-541-7706.

28-30 — Agri-business computer conference in Sanford, Fla. Contact Seminole County Extension Service at 407-323-2500 ext. 5559.

May

2-6 — American Society of Golf Course Architects annual meeting on Long Island, N.Y. Contact 312-372-7090.

3-5 — NGF Seminar on Public/Private Joint Ventures in Golf Course Development in Irving, Texas. Contact Roger Yaffe at NGF, at 407-744-6006

* — For more information or to register, contact Betsy Evans, education coordinator, 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. One-day seminars cost \$100 for GCSAA members and \$120 for non-members; two-day seminars cost \$180 for members and \$210 for non-members.

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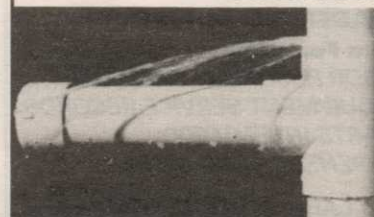
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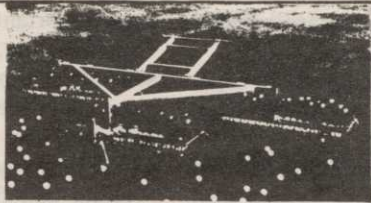
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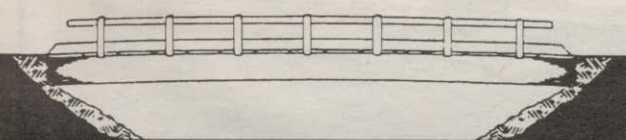
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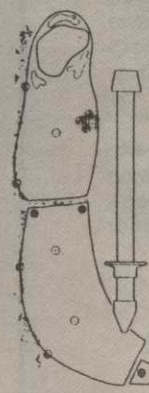


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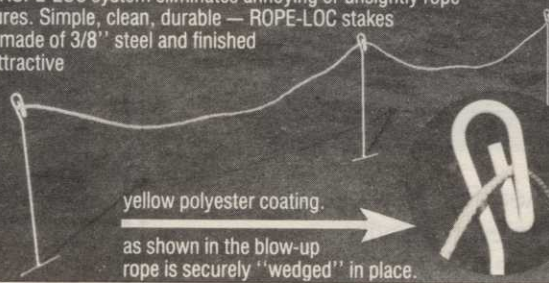
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Golfers benefit from city's composting program

Residents excited by Cheyenne plan that saves money, reduces fertilizer use and improves turf

By Vern Putney

The Cheyenne, Wyo., Parks & Recreation Department's composting program, for more than 20 years grinding along in comparative silence, suddenly has struck a strong chord of interest among city golfers, the general public and the State Department of Environmental Quality Solid Waste Management.

Cheyenne residents now are taking bags of leaves and grass to six pits designed to provide compost for grounds improvement at Prairie View and Airport golf courses.

The pits were opened up after the Laramie County Resource Council suggested the public contributions to help preserve the environment.

The idea has been a success all around.

"It reduced the amount of pickup for the sanitation department. We can use the leaves. Everyone's a winner," said Dave Romero, Cheyenne Parks Department director. He added the program also saves \$13 a ton that would have to otherwise be paid for landfill fees, reduces use of fertilizers at the golf courses, "and gives us good turf development."

Romero explained: "Grass and leaves placed in the pit are left for six years, during which they break down into compost.

"The compost then is put through a grinder and sifted to make a top dressing for the grounds surrounding the golf courses. The top dressing is put on the courses' fairways and areas surrounding the trees."

Intrigued, state environmental officials visited a compost site last October and have received a detailed operations report from Romero.

Each fall and spring, Romero said, leaves and grass clippings collected from Cheyenne's city parks, golf courses and streets are dumped at the pits. About 60 tons of materials can fill one pit.

As leaves and grass clippings are dumped, equipment periodically pushes the organics forward to the end of the pit, creating more space within each pit and more compaction.

Romero said on the average, 17 to 20 half-ton truckloads are dumped each Saturday. Winter weather conditions have reduced this level substantially.

Approximately 50 to 60 tons are processed each year and used on the golf courses. Weather conditions are a factor. Dry conditions are necessary prior to



It reduced the amount of pickup for the sanitation department. We can use the leaves. Everyone's a winner.'

— Dave Romero, director
Cheyenne Parks Department

grinding compost. No organics are included other than leaves and grass.

No negative conditions have been experienced in processing or stockpiling compost, Romero added.

"Moisture going into the pits has boosted the decomposition process. Leaves also are not being grinded before dumping into the pits. Therefore, wind conditions have not created debris blowing around the pits and has been very well contained in the pits."

Romero emphasized to the Department of Environmental Quality that the procedures and practices outlined have inexpensively disposed of leaves and grass clippings without using landfill sites and —

most important — not polluting the air.

Composting, he said, has improved the soil's physical properties and also improved grass root development. The compost has lightened clay and enhanced soil aggregation in sandy areas.

Other benefits include decreasing soil crusting and cracking; improving water infiltration and retention; and improving aeration.

Volunteers from the Resources Council man the pits, which are enclosed by a chainlink fence, to ensure plastic bags and other non-biodegradable things are not dumped.

The general public can also use the compost, if they like, Romero said.

YOU'LL LOVE OUR GROUND EFFECTS.



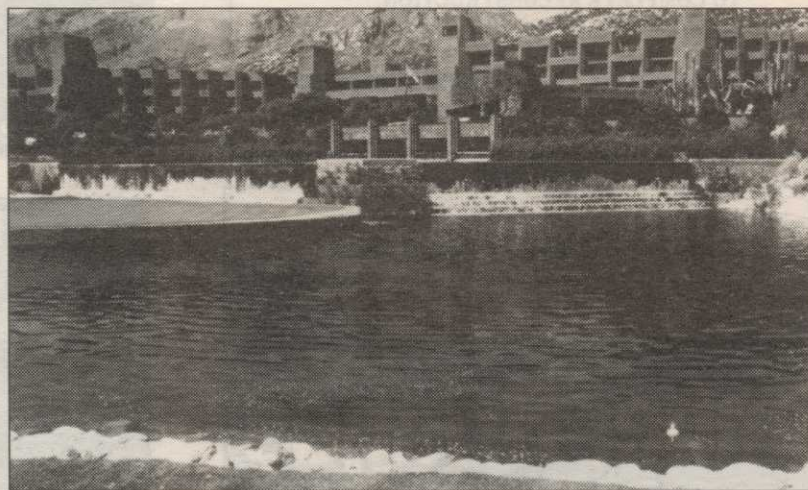
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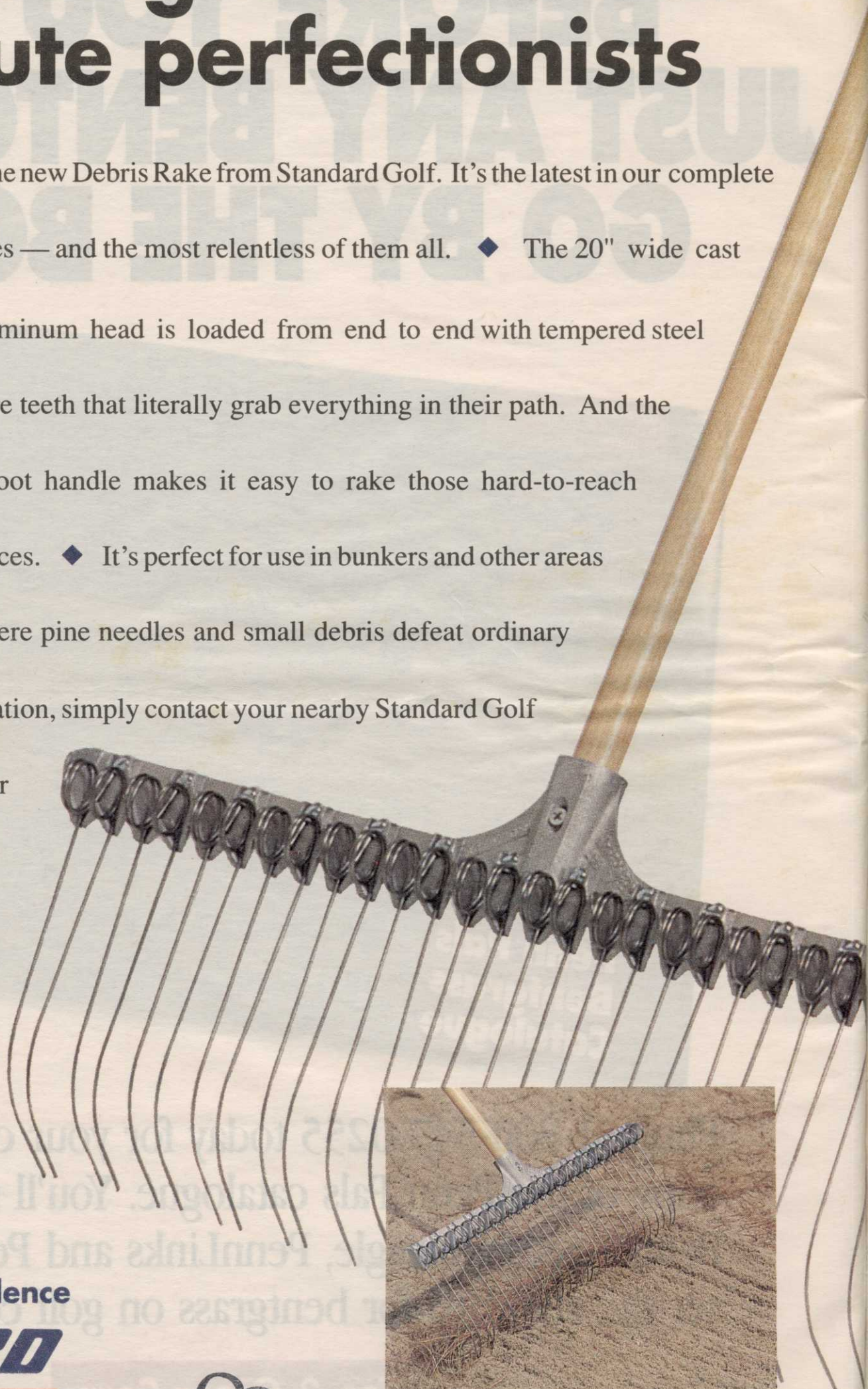
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teeth!**

aluminum head is loaded from end to end with tempered steel wire teeth that literally grab everything in their path. And the 5-foot handle makes it easy to rake those hard-to-reach places. ♦ It's perfect for use in bunkers and other areas where pine needles and small debris defeat ordinary

rakes. ♦ For more information, simply contact your nearby Standard Golf distributor and ask about our Debris Rake. "Needles" to say, it's the rake for absolute perfectionists.



The Standard of Excellence

**STANDARD
GOLF** Pro-Line



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