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No. 8

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION  
VOLUME 5, NUMBER 8  
AUGUST 1993

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Ownership of the Robert Trent Jones Trail in Alabama has been transferred to the state pension system, which provided the project's \$100 million funding ..... 4

### Just Fine, Thank You

Tough and environmentally friendly, fine fescues have carved themselves a niche in northern golf industry circles, above the transition zone ..... 22-24



STILL GOING...

Geoffrey Cornish — seen here (left) conferring with Fred Licht, wetlands expert at a Cornish project in Bath, Maine — is still cranking out golf courses and literature. For a Q&A with one of architecture's grand old men, see page 25.

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## Mississippi flooding leaves cruel legacy

Slow, arduous recovery foreseen

By HAL PHILLIPS

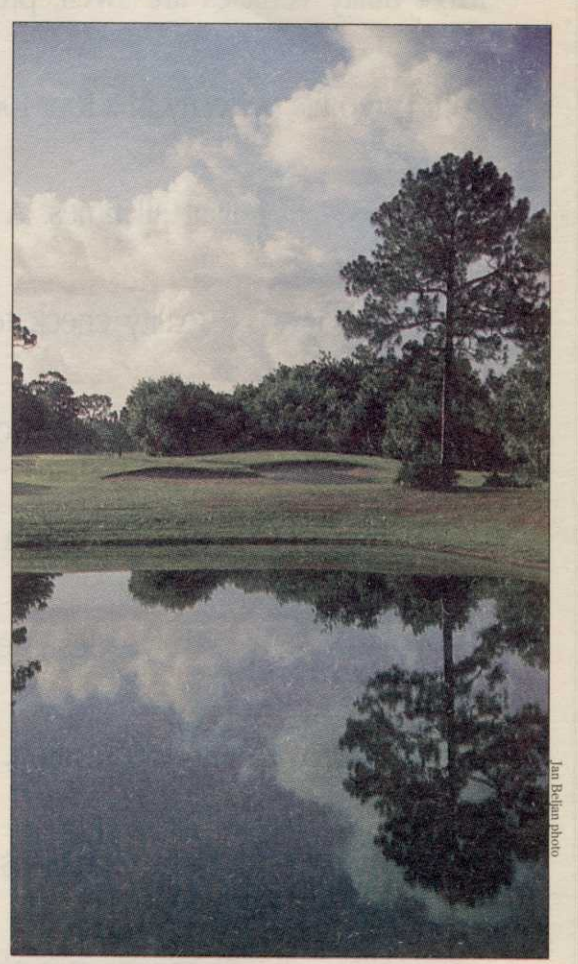
DAVENPORT, Iowa — Long after the rains have stopped and the flood waters subsided, superintendents in the upper Mississippi River basin will be dealing with the lingering effects of the heaviest summer rains since 1965.

"We get one day of sunshine and three days of rain, and that's the way it's been for three weeks," explained Tim Westland, superintendent of Thunder Hills Country Club in Peosta, Iowa. "I've been in this business for 22 years and I've never seen anything like it."

Hardest hit were river-side golf courses in the Quad Cities area of Iowa and Illinois. As thunderstorms swelled tributaries in Wisconsin and Minnesota, levies were pushed to their limits further downstream. As flood walls gave way and creeks swelled over their banks, fairways sat beneath several inches of muddy water which, after it receded, left thick layers of silt.

Though the river peaked somewhere around July 11, many superintendents in the region are now faced

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Jan Ruchman photo

### EXECUTIVE REFLECTIONS

Once hailed as golf's hot, new design trend, executive courses — like Tom Fazio's River Bend Golf Club in Tequesta, Fla. (above) — seem to have lost their appeal. Why? Experts agree that much of the problem has been poor perception and even worse marketing. For a special report on executive courses, and how they might be saved, turn to page 31.

## Turf experts: 'Advances on all fronts!'

By MARK LESLIE

WEST PALM BEACH, Fla. — Major progress has been made on many research fronts but additional, more thorough studies are needed in such areas as biorational insecticides and integrated control of turfgrass diseases, according to scientists gathered here from around the world.

While research studies gave golf courses high grades for environmental soundness, farms and homelawns didn't fare as well, according to the 11 keynote addresses, 15 symposia and 121 papers presented at the 7th International Turfgrass Research Conference held in late July.

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Auctioneer Don Kennedy recognizes an early bidder during the proceedings on Carmel Valley Ranch.

## Newcomer KSL Recreation the big winner at Landmark auction

By HAL PHILLIPS

DALLAS — The long-awaited Landmark auction proved a coming out party for the year-old KSL Recreation Group Ltd., a Colorado-based management firm that snapped up the two most expensive properties up for bid here at the Fairmont Hotel.

In purchasing PGA West for \$140 million and La Quinta for \$136.4 million, KSL — backed by the Wall Street firm of Kolhberg, Kravis, Roberts & Company (KKR) — made an impressive debut in golf industry circles. KSL further enhanced its standing less than a week before the July 14 auction when it purchased the troubled Fairway Group, the nation's fourth largest operator of golf facilities (see story page 35).

In other sales, Club Corp. of America paid \$35.6 million for Mission Hills Country Club in Rancho

Continued on page 34

## Budget squeeze takes toll on hardware sales

By MARK LESLIE

Whittled-down capital budgets, the sluggish economy and increasingly specialized, expensive new equipment are causing golf course superintendents to hold onto their hardware longer and rush for parts to keep it tuned.

"A lot of superintendents are under budget constraints. They are holding onto equipment a little longer than they'd like," said Steve Nelson, Jacobsen Textron's manager of parts and accessories and supply. "And that's good for parts sales."

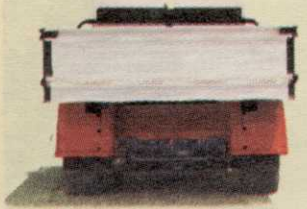
Most experts agree the recession has caused clubs to postpone capital purchases and to buy parts instead. While Jacobsen, Toro and other major manufacturers report positive sales in new equipment and parts sales, golf course superintendents say they're keeping used gear longer simply because their budgets are smaller.

"There's no question people are buying fewer

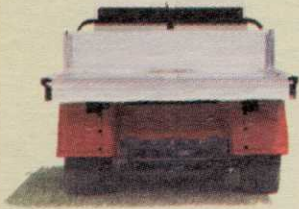
Continued on page 42



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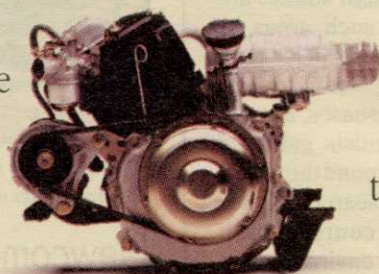
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## NEWS IN BRIEF

**ST. PETERSBURG, Fla.** — *Golf Course News* Publisher Charles von Brecht has announced that Mary Anderson has joined the newspaper as a sales assistant. She will work directly with Simone Marsteller until the middle of August, when Marsteller will leave *Golf Course News* to enter Stetson Law School. Anderson has a bachelor of arts in mass communications, with a minor in business, from the University of South Florida.

**WARREN, Mich.** — Officials and townspeople here have questions for Mayor Ronald Bonkowski about his plan for the city to purchase more than 300 vacant acres (valued at \$12 million) from General Motors Corp. for an \$80 million golf and residential complex. The town will hold future meetings to hear the plan's feasibility and financing.

**MIDLOTHIAN, Va.** — The directors of Forecast Golf Marketing and Financial Systems, Inc. have elected James Murphy to the position of president, replacing Scott Marlowe, who has left the company to pursue other interests. For the last three years Murphy served as the firm's vice president and director of marketing. Forecast has also moved its corporate offices to 1403 Huguenot Road, #103, Midlothian, VA, 23113. Forecast's phone (804-379-5760) and fax (804-378-4907) numbers have not changed.

## No pipedream: The ultimate practice facility is here

By MARK LESLIE

CINCINNATI, Ohio — The ultimate golf facility is in the ground. So says course architect Mike Hurdzan, whose latest venture into executive golf course design opened June 7 as part of Meadow Links and Golf Academy in Hamilton County's Winton Woods Park here.

"This is the ideal learning center," said the Columbus-based Hurdzan. "We have another one in construction in Vancouver [British Columbia] and one in its first phase in Grand Rapids, Mich.

"This is the model of what we would be building," he laughed, "if I were made king."

Hurdzan names five requisites for his perfect learning center:

1) A full-sized 18-hole golf course that plays to par 71 or 72 and measures from 5,000 to 7,200 yards.

"But that only appeals to golfers. If we get smart — and we must — we have to allow for the entry-level experience. How are we going to do that?" Hurdzan asked.

Ski areas have bunny slopes, he said. "But where are the bunny slopes in golf? We don't have one, so we throw people out into a regulation course. It's like trying to learn to surf at the Pipeline."

Accompany the 18-hole course with "the ideal entry-level golf situation — a driving range," he said. There the golfer learns the mechanics of hitting the ball and putting.

2) A short-game center, where golfers learn to play 20 yards out from the green — "over bunkers, out of bunkers, through bunkers," Hurdzan said. "You play to a green and learn to hit all kinds of shots."



The lush, almost gothic first hole at Winton Woods in Hamilton County, Ohio, appears to be anything but a scaled down, rinky-dink design.

3) A large putting green. Part of it should be flat where golfers can learn to make a proper stroke; and part of it should be undulating so they can learn to read breaks.

4) Practice holes. "This is where you learn the etiquette of who goes first, where you stand, how to tee up, rake bunkers, who holds the flag..."

5) The executive golf course. "This is sort of what the intermediate slope is in skiing," Hurdzan said. "You're not intimidated by the length. That's what most beginning golfers lack the most — length."

Marty Kavanaugh, head professional and director of golf for the Hamilton County

Park District's seven golf facilities, is excited about Meadow Links and Golf Academy. He hopes to follow the June 7 opening of the course by opening the practice facility in July.

He said the newest is similar but more extensive than his Little Miami Golf Center, which registers more golfers than even the 70,000-rounds-a-year Mill Course.

Kavanaugh said the featured nine-hole "mid-length" (not "executive") Meadow Links course is combined with a state-of-the-art driving range including 50 tees, 40 of which are heated and covered; a five-

Continued on page 35

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## Ownership shuffled on the Jones Trail

By MARK LESLIE

Sunbelt Corp. and Retirement Systems of Alabama have reworked their agreement on the 18-course Robert Trent Jones Golf Trail, transferring ownership to RSA while retaining Sunbelt as manager on a long-term basis.

Sunbelt—owned two-thirds by Bobby Vaughn and one-third by RSA—had borrowed \$100 million from RSA funds at 12-percent annual interest to build the Trail. Sunbelt was not required to begin payment on the principal for five

years, but with interest rates plummeting to eight percent, RSA head Dr. David Bronner proposed that Sunbelt transfer title to the courses to RSA and RSA lease them back to Sunbelt. The \$100 million debt was, in effect, forgiven.

The changes take the pressure off Sunbelt. RSA expects to see its \$100 million investment returned in the form of profit-sharing and land value appreciation. More important, Bronner feels, is the Trail attracting tourists, and their

money, to Alabama, which can be billed as a destination golf state.

"Basically, it's a transfer of the assets," said Vaughn. "I don't think the public will ever know the difference. All that is always transparent to the customer anyway."

Vaughn said "nothing has changed" in the operation of the courses, 14 of which are doing business with the opening in the last six weeks of the short course at Grand National in Opelinka and all 36 holes in Dothan.

Asked when the Trail would

turn a profit, Vaughn said that was impossible to predict. But he added: "We're already showing profits in several of the past months in some of the operations. Traditionally, in the golf course environment, when you're dealing with real estate, most people don't see positive cash flows until years seven to 10.

"I like our chances... I think at the end of 1995 or 1996 we'll have a good indication how things are going. But, early indications are great."

Sunbelt's four remaining unfinished courses are 36-hole facilities in Greenville and Calhoun

County, which Vaughn hopes to open by October.

"That's where all our construction efforts are for the most part. Basically, we're done with construction other than grow-in," he said.

If all 18 courses are open in October, that would be three years since inception of the Trail.

"We believe it's the largest golf course construction project ever attempted anywhere in the world at one time, in one place. I think we've done it in time frames that are off the charts as well," Vaughn said.

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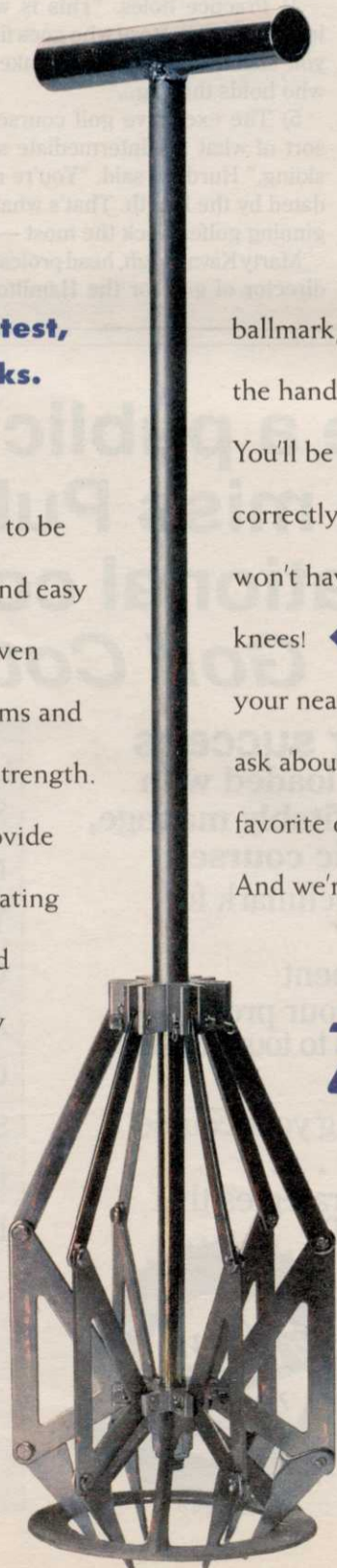
Bob Barrett, who had been second in command at Sunbelt, has left to coordinate Drummond Corp.'s golf holdings in Florida, California and Alabama. Drummond is a Jasper, Ala.-based mining company that has branched out into golf.

Barrett, who has worked at Augusta National and Shoal Creek, will continue to work with Sunbelt as a consultant.

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### EIP for Marin project?

DILLION BEACH, Calif.—The county Planning Department has invited citizens to comment on the potential environmental impact of the \$50 million Marin Coast Golf Ranch, north of here. This golf ranch project calls for turning 1,254 acres of coastal ranchland into a 36-hole golf resort. It would also have a \$3 million lodge with 200 rooms, a conference center and a tennis club.

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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*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. Subscriptions to Canadian golf facilities cost \$25 annually; other paid subscriptions to the U.S. and Canada cost \$35. All foreign subscriptions cost \$125 annually to cover air delivery. All payments must be made in U.S. funds drawn on a U.S. bank. **For subscriber services, please call 215-788-7112.** Send address changes to *Golf Course News*, P.O. Box 3047, Langhorne, Pa. 19047-3047.



## Abutters oppose course slated for N.H. horse farm

KINGSTON, N.H. — Plans to convert the 100-acre Lucky V horse farm into a nine-hole golf course is not sitting well with the farm's neighbors, who have petitioned the local planning board to disapprove the application.

Frank Colanton said he has an agreement to purchase the farm from the University of New Hampshire (UNH), and he wants to act on his plan as soon as possible.

John Murphy does not want to see the plan take effect anytime soon. He has presented to the board a petition opposing the plan. The petition lists several reasons: Increased traffic at the farm entrance; elimination of the tranquil countryside and privacy; decrease in property values; and strayed golf balls.

Even the couple that has lived on the UNH farm for the past seven years is against the golf course. Robin Verdillo told the *Union Leader*. "We're interested in seeing that Kingston remains agricultural. That's why we're opposed to the golf course."

Officials from the university and Colanton claim they had signed an agreement to sell the farm to Colanton.

## Go-slow policy on Santa Rosa Island project

PENSACOLA BEACH, Fla. — A resort with golf, tennis and high-rise hotels could provide economic benefits while using part of Santa Rosa Island in an environmentally sensitive manner, developers recently said.

Consultants hired by the Santa Rosa Island Authority recently heard from citizens, town officials and developers to explore the feasibility of building a course on 372-acre undeveloped acres of environmentally sensitive land.

While developers and business advocates see the economic benefits of such a resort, environmentalists are more cautious. They fear the golf course would cause pollution and want the area left undeveloped. They also worry that traffic generated by the course would further congest beach roads.

## Board attacks Simi Valley resort deal

SIMI VALLEY, Calif. — The Moorpark City Council has blasted plans for a 700-acre resort with a golf course in Happy Camp Canyon Regional Park.

Citing adverse environmental, traffic and economic impacts, every councilman voiced objections to the project, presented by Our Resorts.

## Change of scene for Nicklaus project

SHREVEPORT, La. — After encountering drainage problems and spending \$50,000 on a feasibility study, developer Ed Taunton has decided to move a Jack Nicklaus-designed golf course from its original site, near Route 220 at Swan Lake Rd., to Bossier Parish.

An increase from 18 to 27 holes accompanies the move. The new course with two club-

houses is scheduled to open in the fall of 1994.

Taunton told *The Times*, "It was an expensive lesson to learn, but the new area gives us more variety and options to do a lot more things."

In addition to the drainage problems, the original site sat in the flight paths of B-52 traffic out of Barksdale Air Force Base.

## Tulsa development may go public

TULSA, Okla. — A 300-acre, 18-hole golf course and residential development is planned south of Tulsa, and the developer is negotiating a deal that might allow the public to own shares in the project.

Tulsa-based River Oaks Development Corp. plans to begin developing this month a championship golf course along a mile of the Arkansas River's north bank, near 131st Street and straddling Sheridan Road.

River Oaks Associates, a de-

velopment team assembled by Tulsa developer Steve Wallace, is considering the formation of an equity-based Real Estate Investment Trust (REIT) to own and operate the golf course portion of the project once it is completed.

Interest in the trust would be available through a public share offering.

Pittman Poe & Associates is the designer of River Oaks course that is expected to be completed by early fall 1994.



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## Governor sees clear sailing for Irwin project

COLUMBIA, S.C. — The governor's office said a \$400 million, 976-acre theme park resort with a 27-hole golf course planned for the former Myrtle Beach Air Force Base should not encounter any local or state obstacles that might delay the start of construction later this year.

If built, the theme park — to be called "Legends America" — will sport two hotels, a 27-hole golf course designed by Hale Irwin, a 6,000-seat amphitheater and 200,000 square feet of retail shops.

"There's nothing from the city that should stop it," Rachel Broadhurst, chairwoman of Myrtle Beach Planning & Zoning Commission, explained to the *The State*.

In addition to winning approval from the city Planning Commission and City Council, developers Timberland Properties Inc. of Surfside Beach expect the resort should clear the state's wetland laws. The proposed resort site — on the northwest side of the base at the north gate — has about 170 acres of wetlands but the plans call for very little impact on the environmentally sensitive sections.

If construction begins later this year, the golf course should open in fall 1995. The theme park and resort are scheduled to open in early 1996.

## Landowner has second thoughts about land gift

ST. JOSEPH, Mo. — The owner of a 217-acre land parcel, which had been the proposed site for an 18-hole golf course, is having second thoughts about donating the land to the city.

The owner is reportedly disillusioned at the amount of the time passed since the course was initially discussed.

"There are some questions about whether he is still willing to do it," Ray Sisson told the *St. Joseph News-Press*. Sisson, an apparent spokesman for the owner, has been involved in the ongoing project from its early stages.

"I don't have much confidence in the way it is structured right now," he continued. "Right now, he's basically saying the land is for sale, maybe."

In questions is the land's availability, not to mention financing for the proposed golf course. City Manager Patt Lilly said investors won't provide funds unless the land will become available.

According to Lilly, the developer — Golf Services Group of Houston — is currently updating its feasibility study, which will be used to secure funding for the project.

## S.C. board backs golf community

COLUMBIA, S.C. — The Richland County Planning Commission has supported a recreation-oriented community here featuring a golf course just outside Blythewood.

The City Council needs to approve North Carolina developer Michael Nixon's request to rezone 500 acres before construction can begin.

In order for the zoning

change to be granted, a public hearing must be held and the County Council must approve it on three separate votes.

Nixon is seeking the land use change on behalf of the local owners of the undeveloped, wooded property, bordering some residential communities and Sandy Level Baptist Church. Nixon wants the land to be changed from rural to a development district.

## Perot Jr. plans course for Circle I

WESTLAKE, Texas — Ross Perot Jr. is considering making a golf course the centerpiece of a residential development on the rolling, 2,000-acre Circle I Ranch, a senior associate said.

"If and when a golf course is built on the Circle I, it will be a championship-caliber facility," Frank Zaccanelli told the *Fort Worth Star Telegram*.

Zaccanelli is president of Hillwood Development Corp., the key development arm for the Perot Group. "It will be one of the finest

courses in the country."

Word of Perot's concept comes just weeks after his purchase of the Westlake ranch for an estimated \$20 million from the bankrupt estate of oilman Nelson Bunker Hunt.

This purchase may have marked Perot's venture into the golf course business. He is considering purchase of established golf resorts around the country in the future, though he came up empty at the recent Landmark auction in Dallas (see page 1).



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## New life for former S&L holding

DENVER — The owners of Interlocken Business Park in Broomfield plan to buy the adjacent "Broomfield 400" property and develop a 27-hole golf course and 263-room hotel on the site as part of a \$40 to \$50 million development.

The purchase is expected to close this fall.

The 406-acre parcel was owned by former Denver developer Bill Walters in the mid-1980s. The Federal Deposit Insurance Corp. (FDIC) acquired the property

from Walters' lender, the failed Silverado Banking, Savings and Loan. The FDIC was marketing the land for slightly more than \$2 million, or less than \$5,000 per acre.

The total cost of the development includes the land purchase, hotel, 18-hole golf course and a new intersection at 96th Street and U.S. Highway 36.

According to Interlocken officials, construction on the development would be completed in two to three years.

## Financing issues delay airport design

SPRINGFIELD, Ill. — Uncertainty about securing financing and building costs has delayed construction of the Springfield Airport Authority's proposed public golf course. Airport Director Bruce Carter said the course may not open until 1995.

Originally, construction on the 160-acre, 18-hole course was to begin in April, with an opening set for the middle of

next summer. But Carter said he wants to make sure the airport authority can afford the course. If interest rates on a proposed \$5.2 million bond issue balloon, or if fewer golfers use the course than expected, the airport authority would pay the price, he said. In addition, he wants to ensure that construction costs don't exceed the current estimate of \$4.2 million.

## Course abutters not thrilled with replacement idea

JENKINS, Ky. — Elkhorn Country Club is 44 years old and the only golf course for miles. It will soon be taken over by a strip mine, but the company that owns Elkhorn has agreed to build a new golf course nearby, to be completed by summer 1994.

A subsidiary of TECO Coal Co. owns the golf course property. Currently, the company is blasting and extracting coal near the edges of the greens, a distracting menace for golfers.

Some locals are unhappy with TECO's plans to destroy the existing golf course. "I was born here," Sandra Hilton told the *Lexington Herald-Leader*. "The golf course and everything have been here as long as I've been here. I hate to see it destroyed."

## Money problems at Indian Trace

SHELBYVILLE, Ind. — Indian Trace, the multimillion-dollar golf course and housing development proposed in Jackson Township, has fallen behind the timetable submitted by developers in January to Shelby County commissioners.

According to the timetable, the developer, Indian Trace Development Group, were to have purchased 300 acres west of Interstate 65 and south of State Road 252 by June 1. Indian Trace has not purchased land in the area, according to the Shelby County auditor's office.

Carl Crider, head of Indian Trace Development, said his firm had a couple of delays in securing financing from the banks. This explains why the land has not yet been purchased, he said.

"The parameters have never been chiseled in stone," Crider explained to the *Shelbyville News*. "I assure you that everything is still going forward."

## Lely Lakes project gets go-ahead

NAPLES, Fla. — The Collier County Commissioners voted 4-0 to approve Lely Development Corp.'s plan to build a housing project and a 27-hole golf course in East Naples.

The Naples-based company earned the rezoning of 1,495 acres of land just south of U.S. 41 East for the residential golf community. To be known as Lely Lakes, the community will feature up to 720 single-family homes built around a 27-hole golf course. With construction expected to begin in the middle of 1994, Lely Lakes will be one of the largest communities ever built in Collier County.



# What A Surprise When The Flower Beds Also Perked Up.

And it's amazing what gets done when a crew has even a few free days a month to do the little extra things. So if you've got areas on your course that you'd like to spend more



time on (while you spend less mowing tees, fairways, and roughs) try new Primo.

It can make virtually everything on your course look good. Especially you.

*It Makes The Best Grass Even Better.*



## Georgia's Bibb County targeted for development

MACON, Ga. — Bibb County Commissioner Joe Allen is excited about a recent proposal by Golf Services Group (GSG) Inc. of Knoxville, Tenn., which hopes to build an 18-hole, 400-acre golf course in the Arrowhead Park area of Lake Tobesofkee.

Allen told the *Macon Telegraph*, "The land is valuable, but it's just sitting here. It's not working for us. If there were a golf course, there would be people out here seven days a week, 365 days a year. This is a gold mine."

GSG has offered to do a feasibility study, design and build the course and lease/purchase it through Bibb County. GSG would generate revenue by operating the course while the county would make money through the 25-year lease agreement.

## Second course for Hutchinson Island?

SAVANNAH, Ga. — The possibility of a second hotel and golf course on Hutchinson Island grew stronger with announcement of negotiations between Greenbrier Resort Management Co. and LJ Hooker for such a facility.

In April, John McCleskey, president of Atlanta-based Metroplex Properties and development manager of the Hooker project, announced plans for a hotel, an apartment development and golf course on the island.

If the proposed \$74 million Maritime and Trade Center (MTC) is built on Hutchinson Island, it is highly likely the second hotel and golf course would be constructed.

The location of the MTC will be decided in the future.

## Charlotte County eyes 36 new holes

CHARLOTTE HARBOR, Fla. — The Caliente Springs development — which includes a proposed 36-hole golf course — is awaiting approval from government agencies, including the Charlotte County Commissioners, according to John Downey, president of Downey Custom Homes.

The project, located on Burnt Store Road, will include a 36-hole design by Gary Player Design Co., a hotel, clubhouse and athletic club. Downey said Charlotte has been losing people to Sarasota, Lee and Collier counties because it doesn't have a true golf community.

## Plan: Golfers on new courses to prop environmental trust fund

SIMI VALLEY, Calif. — In a scenario that may become more common as environmental concerns continue to collide with those of development, golfers will contribute to a trust fund — earmarked to maintain trails, bike paths, wetlands and wildlife corridors near a proposed residential project in the northern portion of Simi Valley — under a Rancho Simi Recreation and Park District plan.

The trust fund is associated with

the Whiteface Project, which involves depletion of 2,600 acres and the construction of more than 1,100 homes and two golf courses. The park district is trying to make the project's approval from the Planning Commission contingent on the trust fund idea.

The golfers on the new courses would be required to pay \$2 per round until the fund exceeds \$250,000, said Don Hunt, Park District assistant general manager.

## Twin Pines plans 9-hole expansion

FLORENCE, Fla. — The Twin Pines Country Club will soon expand from nine to 18 holes. As soon as the final land transfer with Champion International goes through, work will begin on a new 10 holes. One existing hole will be eliminated.

Gary Roger Baird is the course architect. The expansion should be completed by late 1994 or early 1995 and

will enable Twin Pines to double its membership.

The deal with Champion includes finding an equal amount of property in Minnesota, then swapping it for the 300-plus acres that will comprise the new holes.

Other land will be converted and earmarked for residential homes. In addition, the plan calls for 190 lots to be sold to home buyers.





# Indoor turf test a success; golf applications evolving

From Staff Reports

*'One possibility would be for shady fairways and greens. A number of golf courses are already using plant growth regulators on problem areas.'*

— Michigan State's  
Dr. John Trey Rogers

EAST LANSING, Mich. — Golf courses with heavily shaded areas that spell death to turfgrass could benefit from a new technology developed for indoor stadiums by Michigan State University researchers.

MSU scientists report success already, saying their invention survived well in Detroit's Silverdome during recent soccer play, and it will be used there again for next year's World Cup soccer tournament.

"Turfgrass science being relatively new, we've caught up a lot on our ability to maintain grass under hard conditions," said Dr. David Gilstrap, coordinator of MSU's turfgrass management program.

So how did the scientists overcome growing grass in a stadium that has no natural light, and where athletes' cleats dig and cut?

Drs. John Trey Rogers, Paul Rieke and John Stier share the accolades for the solution.

Rogers explained that they mixed three Kentucky bluegrasses — one

of which was chosen for its shade adaptability — with three perennial ryegrasses — also with one variety chosen for shade tolerance. The blues comprised 85 percent of the total mix.

The mix was grown on paper mulch at a Southern California sod farm and was put on a high-sand root zone similar to United States Golf Association greens specifications. When the sod was ready, it was transplanted to 2,000 hexagonal metal boxes filled with six inches of topsoil. The boxes,

or modules — about 40 inches on a side, 7-1/2 feet across and weighing 3,000 pounds each — were transported to the Silverdome.

The hexagonal boxes — chosen because when put down they have only three points at a corner — were laid in the Silverdome, along with a few triangular and trapezoidal boxes to square off the field. After play, the field was literally picked up and placed in the parking lot, where it now sits in the sunlight waiting for next year's World Cup.

Rogers said the soil "is a very tricky portion of the total turf system. You want soil that is easily drained but not easily compacted. You want it to resist compaction and you want a lot of pore space but it still has to have stability. If the soil is too loose, it would be difficult to grow grass on it and it would be easy to tear up."

The MSU crew is using a mix of eight parts sand, one part native sandy loam and one part Michigan peat. Rogers said the technology could also be used for indoor golf courses and driving ranges.

"There are already some that let in 40 to 50 percent of the available light," he said. "The more we can do to improve the technology, the more opportunities there will be for playing outdoor sports on a year-around basis in Northern states."

Gilstrap foresaw a golf course superintendent using the turf on heavily shaded areas. "They could rotate the modules in and out... Go in when the turf starts to thin out and swap playing surfaces. They could move the modules to an area, fertilize them and when they have recovered, rotate them back into play," he said.

Asked if there are other commercial spin-offs, Rogers said: "One possibility would be for shady fairways and greens. A number of golf courses are already using plant growth regulators on problem areas. But it's all being done on a 'best-guess' basis. We think our research should provide some answers as to how much to use under various conditions."

Rogers said the technology may first be embraced in Europe where the main sport is soccer and most stadiums could be built and maintained for that purpose only. The turf could then be permanently installed, he said.

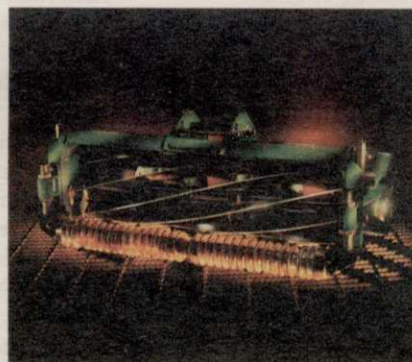
For the World Cup games the scientists expect to keep the turf in shape with:

- Supplemental light to simulate sunlight.
- Over-the-top irrigation because there's little evaporation inside the Silverdome.
- Addition of nitrogen and potash to maintain soil fertility, nitrogen being critical because it has to peak out at the exactly right time. "We don't want grass to be going into a heavy growth spurt just before a game. At the same time, the grass has to have enough nitrogen to recuperate quickly after the game," Rogers said.
- Plant growth regulators to prevent the grass cells from getting spindly under the shady conditions.

## John Deere helps Prestonwood handle its own golf boom

The golf boom has definitely hit Prestonwood Country Club in Cary, North Carolina. With 27 regulation and four practice holes already in place, work began on another 18 holes in the spring of 1992.

"Our membership is growing," says superintendent Ron Gilmore, "and when the new course is completed I think we'll have more holes than any other private facility in the state."



Ron Gilmore (left) has found that John Deere ESP cutting units do indeed deliver "Extra Strength and Precision." They stay in adjustment, hold an edge, and deliver a precision cut day after day.

"We're lucky to have equipment that can handle the increased workload. We have a John Deere 3365 Professional Turf Mower on our fairways now. It worked 9 hours a day, three days a week this year. When the new course opens, it will probably be working 5-6 days a week."

"I know the new ESP cutting units will hold up. We used them all summer before we had to sharpen them, and they held their height adjustments so well we only had to check them once a week."

"The 3365 also runs cooler. We had problems with other mowers overheating in the summer. The radiator and air-flow design on the 3365 allows it to keep working through the hot months without stopping."

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CIRCLE #106



# Member groups out of their league in Dallas

If you couldn't make it to Dallas for the Bastille Day festivities, here are a few behind-the-scenes highlights from the Landmark auction:

It's hard to feel true sympathy for the members of PGA West and Palm Beach Polo and Country Club, who may have lost their bids but still have their Jaguars. However, they never stood a fighting chance when the Wall Street behemoths set their minds to acquiring these jewels of the golf resort world.

Jim Gilstrap worked long and hard to organize his fellow PGA West members and raise money — a lot of money. The PGA West member group was prepared to spend about \$105 million, and ended up bidding \$131 million with the help of real-estate partner Alan Paulson ("He was buying the dirt, we were buying the golf," Gilstrap explained).

But it mattered little when the smoke cleared. "We were afraid it might turn into a Wall Street bidding war, and it turned into a Wall Street bidding war," said Gilstrap, whose club was sold to KSL Recreation for \$140 million. "Those firms can justify paying anything for anything, which gave us the mess we had in the 1980s."

Jim Wanless, an attorney who represented the Palm Beach members, said his people were



Hal Phillips,  
editor

prepared to spend \$17 million, but the golf and polo resort ended up drawing a winning bid of \$27.1 million from Tri-State Group, Inc.

"We thought we had a chance, but it was simply more than we were prepared to pay," Wanless explained. "It was much higher than I expected. I represent developers all over the country, but these prices really surprised me."

Gilstrap concurred.

"We had four of the top golf appraisers in the country come in and appraise the property," he said, "and the winning bid exceeded their estimates by 100 percent. So either the appraisers don't know the value of these golf courses, or the Wall Street folks don't."

"Who knows? History will tell us who was right."

...

Lamar Kelly, vice chairman of the Resolution Trust Corp., had nothing but praise for the Santa Monica-based auction house, Kennedy Wilson, which presided over the Dallas auction.

"I really have to congratulate Kennedy Wilson," Kelly said during the post-auction press conference. "They squeezed every dime out of these

Continued on page 34

## AND THIS JUST IN...

Could it be that venerated newsman Paul Harvey has experienced a change of heart? The following report was filed by colleague Peter Blais, who had the radio tuned to Harvey during a recent lunch break:

"After lambasting the golf industry for irresponsible pesticide use in his March 25 comment, Harvey on July 9 urged high school and college students to consider golf course superintendent as a career.

College students are finding they can start at a \$25,000 annual salary in the golf industry, Harvey noted.

And with the number of U.S. farms declining, job prospects for agronomy students are much brighter in golf course maintenance than agriculture, he added."

# Coffman treatise socks it to 'new age environmentalism'

Double talk, distorted facts, massive grandstanding and blatant deception. Sounds like the latest fiction from Robert Ludlum. But, in fact, it is fact.

*Environmentalism! The Dawn of Aquarius or the Twilight of a New Dark Age?* by Dr. Michael S. Coffman is a new book that will stand on your ear. A loaded cannon aimed at the super-active environmentalists of the globe, *Environmentalism!* should get into the hands of every concerned golf course superintendent in the land.

Coffman, a former professor of forest ecology at Michigan Technological University, exposes the alarming agenda of the New Age environmentalists and "Deep Ecology," a small subgroup who are nevertheless the ones "most writers cite in

the media and focus on in the literature."

You don't have to agree with Coffman's tenets about New Age and the destructive effects of its beliefs of pantheism, gnosticism, syncretism and Eastern mysticism and metaphysics...

although I do. You don't have to buy his linkage of mysticism to mainstream environmental groups like the National Wildlife Association, Sierra Club and Audubon Society... but Coffman says he has documents to prove it.

## THE DUPING OF AMERICA

Whether putting a looking glass on Findhorn (the small spiritual community in the north of Scotland), or quoting



Mark Leslie,  
managing editor

extensively from the high-profile leaders (like Greenpeace co-founder Robert Hunter), Coffman unveils their foibles and fantasies.

And he doesn't rely on opinion. Rather he presents scientific facts concerning a

range of issues that certain environmental groups have distorted, twisted and outright lied about.

"Much that comes from environmental groups today is, at best, groundless opinion based on half-truths, even outright lies," Coffman writes.

He quotes from author Andrew Dobson, who said environmental groups spout groundless opinion to strike terror into the hearts of people and generate social change.

And he presents an extensive casebook of condemnation.

- The spotted owl in the Northwest — Although activists succeeded in closing down 11 million acres (3 million acres of private land) to cutting at the cost of tens of thousands of jobs, Coffman said the spotted owl has been found "to reproduce and thrive in certain kinds of managed forests — even in scrub oak forests!"

- The Alar scare in the apple industry — The National Resources Defense Council in February 1989 orchestrated reports that Alar applied to apples could be poisoning the nation's children. Orchardists have lost millions of dollars because of these reports and the subsequent inability to use Alar on their apples. Yet, how many Americans heard the report

exonerating Alar?

- The alarm over 2,4,5-T — Concerns have been shown to be groundless, when it is manufactured and used properly, Coffman said. He added that herbicides can actually enhance wildlife habitat and biological diversity.

- Acid rain; dioxin at Times Beach, Mo.; toxic chemicals at Love Canal, N.Y.; radiation at Three Mile Island, Pa... The list goes on.

Use acid rain as an indicator, multiply it many times over, and you'll get an inkling of the effects of these activists on our society — and our pocketbooks.

"Most people will find it hard to believe that acid rain is not the disaster the environmentalists have made it out be. But the fact is, nearly \$600 million of research done by the National Acid Precipitation Assessment Program was almost totally ignored in formulating the renewal to the Clean Air Act in 1990. Many analyses have shown that billions of dollars could have been saved if the Act properly considered the results of this massive scientific investigation," Coffman says.

"It is not that science showed acid rain didn't cause damage. It does. Rather, it is the gross distortion of what science showed to be a 'manageable problem.'"

Higher percentages of acid in waterways cited by environmental groups include "lakes that have **always** been acid because of **natural** reasons — not acid rain," Coffman says.

The cost? Legislation passed in an atmosphere "bordering on hysteria" will cost between \$40

Continued on page 12

## Letters

### THE MAN BEHIND...

To the editor:

Great article in the June 1993 issue, entitled "Behind Every Great Golf Course Architect!"

I just want to say I really enjoyed the information concerning the people behind the scenes of big-name golf course architects. I could really relate to most every point in the article.

For the last seven years I have worked as a designer for two different architects. For the last six years I worked for Dye Designs, Inc. in Denver. I was one of the key people behind the scenes in the design of several golf courses, with

the name of Dye on the golf courses. We worked on Pete Dye and Perry Dye projects. I was involved in 88 projects and working on the technical drawings. Rarely do assistant designers such as myself really receive the recognition that is due them. Obviously, the golf course design business is a "name game."

With my background, I contributed heavily to the creation of several Dye courses, promoted mostly by Perry Dye.

Again, thanks for such a revealing article. Most every golf course involves a team, and not just one person's name.

Thanks again.

Blake Stirling  
Golf Course Architect

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GOLF COURSE NEWS



## Communication, integration the keys to creating profitable developments

By SAM SWANSON

In today's sophisticated golf industry, it is more and more apparent that continuity and coordination in the planning, design, construction and management of golf course properties is more and more desirable. The control of costs and expenses are paramount to today's developers.

Many owners envision their golf course to be the next Augusta National or Pine Valley. While this attitude is admirable, it is probably unrealistic. Whose job, then, is it to advise and consult with the owner to produce the best available facility for the allotted budget? We at Golf Resources, Inc. feel it is the entire team that will be working on the project that needs to address these issues with the owner in developing a plan for the development and construction process to provide him the best available product for the dollars invested.

The golf course architect, agronomist, and management company should jointly be involved in initial planning of golf course design. It is extremely difficult for each individual area of expertise to work autonomously without the others' input and create an efficient, functional facility. The design affects the maintenance as it relates to ease and cost of maintenance, playability, maintainability, etc. The design also affects the functionality issues, whether it be country club, resort, or daily-fee golf facility. Unfortunately, we all have budgets we have to work within, and by these experts working together on the front-end, along with other subconsultants, a continuity and consensus for the overall theme and operational philosophy of the property can be achieved.

In the initial planning stages of any course, it is imperative that these three disciplines identify the owner's goals and objectives. Is the goal to make this the hardest course in the country? Should there be a PGA Tour stop there? Should it be public, private, semiprivate or resort? Will it be a "cart mandatory" course? Will there be a complete food and beverage operation or just snack operations? Does residential real estate surround the property, or will it be a stand-alone operation? How do the financial projections reflect the amount of money available for ongoing maintenance? What is the construction budget? Is the irrigation budget sufficient? Where is the maintenance facility going to be located? Where will the cart staging area and cart barn be? Do the 1st and 10th tees both start at the clubhouse?

These questions need to be addressed and answered before any plans are drawn or a bulldozer is put on the property. Not only should substantial cost savings be recognized throughout construction, but also ongoing operational savings should be achieved throughout the life of the project. There will always be changes to the facility because patrons' needs and habits change constantly, and remodel-

Sam Swanson is president of Golf Resources, Inc., a Dallas-based golf architectural, management, agronomic and brokerage firm.



Sam Swanson

ing is an ongoing issue at any golf course or club.

However, you want to minimize those costs. Once the facility is open for play, the operations people, along with the agronomist, must work hand-in-hand in providing as much quality throughout the golf course and clubhouse as possible. This involves not only course conditioning but also service as it relates to food and beverages, golf shop operations, client relations, etc.

The golfers who have a wonderful time playing on beautifully manicured tees, fairways and greens but do not receive excellent service for food in the clubhouse may complain about their day.

On the other hand, the food and

Continued on page 12

## 1983-93: Seed Research turns 10

By SKIP LYNCH

CORVALLIS, Ore. — In an age when four of five businesses fold within three years, and nine of 10 companies go out of business within their first 10 years, Mike Robinson has beaten the odds. August 1993 marks the 10th anniversary of the Robinson's American Dream: Seed Research of Oregon.

Opportunity knocked for Robinson in the summer of 1983. When a cool, wet summer decimated the Oregon bentgrass crop and a large supply of Merit Kentucky bluegrass appeared, Seed Research got its running start. Working with Rothwell Seeds of Ontario, Canada, and Full Circle Incorporated of Madras, Ore., Robinson turned Prominent creeping bentgrass and Merit into money makers.

But selling other people's varieties was not his goal.

"We knew that we would need to market other company's varieties until we were able to collect our own germplasm and produce our own varieties," he recalls. "It was a necessary evil of starting up."

He then set out a strategy he believed the market was bound to follow: Endophyte-enhanced turfgrasses and varieties bred primarily for golf course use.

Although the harmful effects of the endophytic fungi were well known within the livestock industry, research in the 1980s was just beginning to prove the beneficial side of the endophytes in turf. Endophytes were being shown to be very effective natural insecticides while providing a great deal of disease resistance. Robinson, with the invaluable help of Dr. Reed Funk of Rutgers University, set out to develop high endophyte levels in every variety that could be infected.

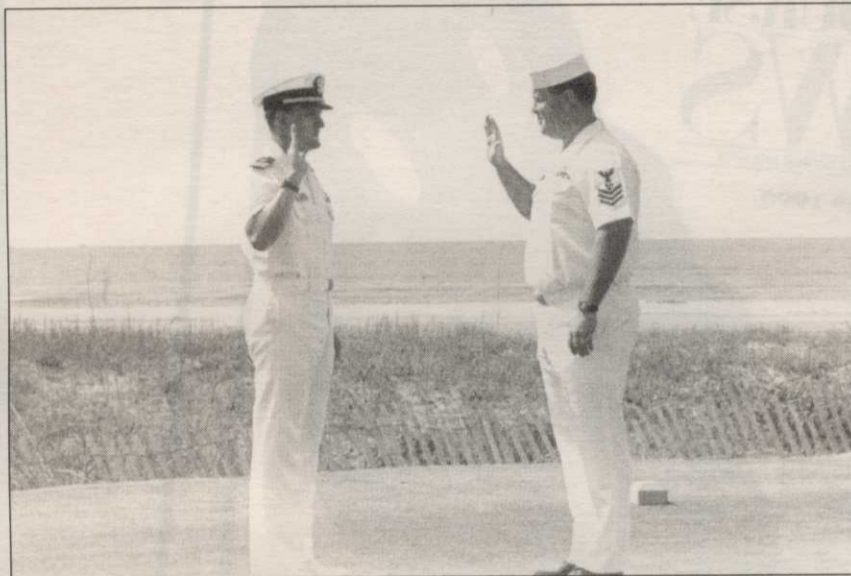
The first Seed Research of Oregon endophyte-enhanced varieties went into production in 1985. SR 4000 perennial ryegrass, SR 3000 hard fescue, and Titan tall fescue came to market in 1986. SR 3000 remains one of the highest rated fine fescues in the NTEP trials. Today, varieties such as SR 4200 perennial ryegrass, SR 5000 Chewings fescue and SR 82000 tall fescue are the beneficiaries of Seed Research's commitment to endophyte research and genetic superiority.

The other direction Robinson wanted to take his company was into the lion's den that is the bentgrass market. He realized there were few choices in the creeping bentgrass market, and one variety seemed to have the market cornered.

Recognizing that marketing meant nothing without quality, Robinson purchased the germplasm rights to Dr.

Continued on page 12

Skip Lynch is national sales manager for Seed Research of Oregon.



### ANOTHER TOUR OF DUTY?

Some guys just can't get enough golf: MMI (ss) John L. Heyer Jr. (right) chooses the 17th tee at Pete Dye's Ocean Course on Kiawah Island to re-enlist in the U.S. Navy. LCDR Tim Disher performs the ceremony.

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## Golf Course Construction & Renovation



## Teamwork

Continued from page 11

service may be wonderful and the condition of the course may be horrible. Either way, you have a dissatisfied customer. It takes an overall team approach to make sure that all phases of the golf and clubhouse experience are at the optimum quality level that can be achieved within the budgetary parameters.

The dollars need to be spent in the areas that provide the most service for the owner and to the customer.

In summary, the buzz words of the 1990s are efficiency, functionality, and economic benefit. One discipline

working alone does not have the experience necessary to provide the owner the needed expertise to develop the overall theme of the project. One discipline acting alone can lead an owner astray in focusing on one area and not taking into consideration the other critical areas of the project.

As in any business, mistakes are more apt to be made on the front-end than at any other time. It is imperative that the design, agronomy and management disciplines be identified as early as possible and be brought together as part of the team. If each individual is looking out for the best interest of the owner, they will realize that this team concept is the best and most cost-efficient way for the owner to achieve his goals.

## Book Review

Continued from page 10

billion and \$400 billion over the next 10 years, Coffman writes.

Yet, "current literature from most environmental organizations still claims it to be destroying the earth," Coffman says, blasting the "blatant deception."

From wetlands to endangered species, from global warming to the New World View, Coffman unveils and derails claims of the environmental movement.

Coffman admits his book sounds

unreal. "If you are a logical, rational so-called 'left-brained' thinker, all of this is getting a little bizarre," he says. "The New Age belief system is so convoluted that it is difficult for an ordered mind to even read and understand it, let alone believe it. How could anyone fall for such a bizarre plate of mental mush?"

Indeed.

"*Environmentalism! The Dawn of Aquarius or the Twilight of a New Dark Age*" is published by *Environmental Perspectives, Inc.*, 1229 Broadway, Suite 313, Bangor, Maine 04401; telephone 207-945-9878. It is available for \$9.95 plus \$2 shipping.



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Mike Robinson, president of SRO.

## Seed Research turns 10

Continued from page 11

Kneebone's bentgrass breeding program at the University of Arizona, and Dr. Skogley's best bentgrass variety from the University of Rhode Island. The materials which came from these programs would soon become SR 1020 and Providence creeping bentgrass. SR 1020, introduced to the market in 1986, was bred for heat and drought tolerance. Providence, which followed closely in 1987, was the result of many years of breeding and selection for exceptional disease resistance and putting quality in cooler regions.

Today, Seed Research bentgrasses are major players in the market. On the strength of great NTEP results (Providence has been #1 for the last two years), proven performance and a nearly religious commitment to seed quality, Providence and SR 1020 have become industry standards.

In 10 short years, the successes of the Seed Research Distributor Network have produced a burgeoning list of golf courses using SRO varieties — no less than 10 courses with SRO bentgrass greens and 15 with SRO perennial ryegrass fairways will hold PGA, LPGA and Senior tour stops this year.

And sales have not been limited to North America. Seed Research has been greatly successful in the Japanese, Australian and European markets.

"The most rewarding part of the last 10 years has been all of the outstanding people that we have been able to work with," says Robinson, who went from working out of his home to employing 36 full-time people here in Corvallis and two satellite offices. "I've found that when you develop a quality organization with excellent products and service, you attract quality people. This includes employees, seed growers, distributors, university personnel and all of the top turfgrass professionals throughout the world."



BRIEFS



FINE-TUNING SKILLS

ALFRED, N.Y. — The New York State Turfgrass Association and State University of New York Alfred are cosponsoring a seminar, "Fine-Tuning Your Turf and Grounds Skills," on Aug. 31 at SUNY Alfred. The seminar illustrates how to save money by using proper calibration techniques and simple math to determine the differences in the unit cost of fertilizers. A discussion and demonstration of scouting for white grubs and pruning for plant health will also be included. More information is available from NYSTA at 800-873-TURF.



FURTHER ACHIEVEMENT

*Golf Digest* has named superintendent David W. Mahoney of Siwanoy Country Club in Bronxville, N.Y., as a new member of the Course Selection Panel for the magazine's biannual 100 Greatest Golf Courses and annual Best New Courses balloting. He reportedly was chosen because of his single-digit golf handicap, excellent golf course architecture knowledge, and course-conditioning expertise. He is one of only a handful of superintendents on this national panel.

APPLICATIONS ACCEPTED

UNIVERSITY PARK, Pa. — Applications are now being accepted for Penn State's two-year Technical Turfgrass Management Program for the class beginning in October 1994. The application fee is \$35 and the deadline is Dec. 31. Applications may be obtained by contacting Turfgrass Management Technical Program, The Pennsylvania State University, 306 Ag. Administration Building, University Park, Pa. 16802-2601; telephone 814-865-8301.



TURF CONCLAVE SET IN NOVEMBER

The 5th Annual West Virginia GCSA Turf Conference & Show will be held Nov. 1-4 at Lakeview Resort & Conference Center, in Morgantown, W.Va.

NUCRANE DONATES EQUIPMENT

FORT LAUDERDALE, Fla. — Nucrane Machinery of Riviera Beach has donated to the Florida Golf Course Superintendents Association the use of a John Deere 2243 professional triplex riding greens mower for its research green at the I.F.A.S. Research Center here. This is the second year that Nucrane has donated equipment to I.F.A.S.



## Citizens take control, make nat'l park course ecofriendly

By MYRON LOVE

The new operators of the 60-year-old Wasagaming Golf Course in western Manitoba's Riding Mountain National Park believe the course should fit in with its surroundings. To that end, Clear Lake Golf Foundation Inc. is initiating a comprehensive plan to bring one of Canada's most scenic golf courses in line with the ecosystem of a national park while preserving the top quality of its golfing experience.

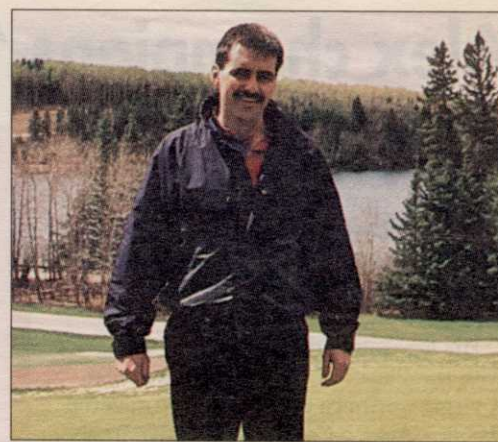
Located about 10 miles inside the park, Wasagaming was built as a nine-hole course in 1933 and expanded to 18 holes three years later. Situated on rolling hills across from Clear Lake, the 180-acre track attracts about 30,000 golfers during its short, May-through-September

season.

"In the past, many of the operators have fought with the park officials," said Ian Sarna, a member of the new management team. "We feel we can work with the park and bring a traditional-use facility into line with the park's mandate."

When the management contract for the course came up last year, Sarna and other local people created the non-profit Clear Lake Golf Foundation to bid on it. Their proposal was chosen over 11 other private bidders and they were awarded a 25-year contract.

To prepare their environmental program, they spent a couple of months studying other environmentally managed courses in the United States, notably a new course at the Resort at



Ian Sarna stands at Wasagaming Golf Course with Clear Lake in the background. Sarna and his partners in Clear Lake Golf Foundation plan to make the course ecologically friendly by such measures as replacing the above embankment of turf with native wildflowers.

Squaw Creek in Olympic Valley, Calif., which had the approval of the Sierra Club, the stalled Sherman Hollow facility in Vermont, and North Hampton Golf and Country Club in New Hampshire. They are also joining the Audubon Society's Golf Course Cooperative Sanctuary Program.

"We will be creating a habitat for small animals, birds and insects according to the Audubon Society's instructions," said Greg Holden, another member of the foundation.

As an example, superintendent Tom Makara said low-lying areas that collect water will be left undisturbed as sanctuaries for waterfowl and fish. The society will provide course operators with its latest research material on ecosystem

Continued on page 17

## Envirotron field research lab on look-out for equipment

GAINESVILLE, Fla. — The Florida Turfgrass Research Foundation needs a number of pieces of equipment for its Envirotron research laboratory at the University of Florida.

The 3,100-square-foot state-of-the-art research field lab, designed to study and develop new technology on the relationship of turfgrass with all biological, environmental and cultural factors affecting turf, will open its doors by late September. It will be equipped with student housing, which will allow recruitment of top scholars, and scholarships will be provided through the Dr. G.C. Horn Endowment. Studying the impact of turfgrass on temperature modifications, noise abatements, pollutant filtration and purification, and aspects of turfgrass culture are its primary goals.

The foundation has put out a call asking for: hygrothermograph, automatic

irrigation system for greenhouse as well as for surrounding turf area, high-intensity light fixtures, mowing and other turf equipment, computer equipment, multiple point recorder thermocouples, weather station, spectroradiometer, electronic toplading balance.

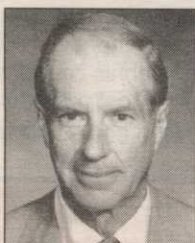
Also, beakers of all sizes and capacities/glassware, dispensing burets, centrifuge and accessories, high-pressure liquid chromatography (HPLC), gas chromatography (GC), thin-layer chromatography (TLC) supplies, conductivity meter, fume hood, muffle furnace, lab furniture/chairs, desks, shelves, incubators/growth chambers, laminar flow hood/cabinet, binocular microscope supplies, forced air lab oven, pH/mV meter, spectrophotometer, autoclave, refrigerator/freezer, CO2 gas analyzer.

### W.Va. contributions top \$73,000

## Turf fund-raiser named for Campbell

William C. Campbell, past president of the United States Golf Association (USGA) past captain of the Royal & Ancient Golf Club and past Old Tom Morris Award winner, has given his name for better turf in West Virginia.

"The success which Mr. Campbell has enjoyed throughout his golf career and his important role to the game of golf will lend well to our



William Campbell

already successful and important S&R Fund," said Murray. Fund-raising efforts to date have raised over \$73,000 in just eight years and the S&R committee has distributed about \$43,000 since its establishment in 1990 in scholarships and to support research projects at universities, Golf Course Superintendents Association of America and USGA.

## World Congress calls for papers

ST. ANDREWS, Scotland — A call for papers has gone out for the 1994 World Scientific Congress of Golf, which will be held here next July 4-8.

Backed by the Royal and Ancient Golf Club of St. Andrews and the United States Golf Association, the congress will feature technical information on the golfer, golf equipment, and the golf course.

The five-day 1990 event included 59 papers and attracted 300 delegates from 31 countries.

Coordinators hope to attract papers dealing with agronomy and course management; demand, supply and marketing; and environmental implications of golf courses. Authors must indicate by Sept. 1 their intention to submit a paper, giving a provisional title and an outline of the content. Invitations will be sent by Oct. 1. Papers will be due Jan. 1, 1994, and will not be accepted unless an invitation to submit has been issued.

Authors should contact Congress Secretariat, World Scientific Congress of Golf, Department of Physical Education, University of St. Andrews, Fife KY169DY, Scotland, UK; telephone 0334-75560 or 0334-76161.

Organizers said: "In view of the current economic climate, the organization committee has set aside a hardship fund to help authors of accepted papers attend the congress if they cannot find sufficient finance elsewhere."



# Alex champions 'farm club' training system at Grand Cypress

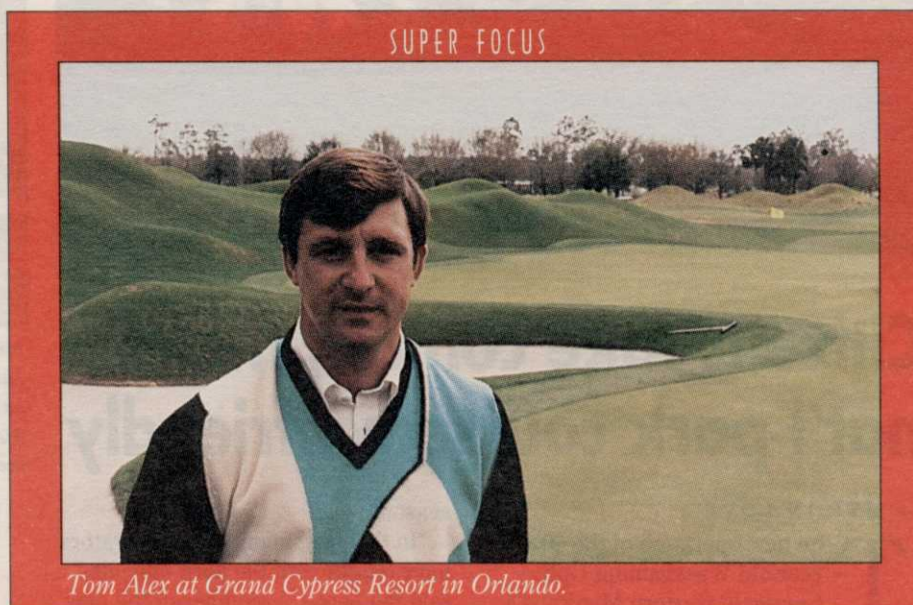
By MARTY LAYNE

**T**om Alex, director of golf course maintenance at Grand Cypress Resort in Orlando has had the good fortune of watching the development of two great golf complexes.

His first job in the early 1980s was with the Players Course in Jacksonville. A virgin northern Florida swamp covered the site. Alex, a Connecticut native fresh out of the University of Massachusetts' Stockbridge School of Agriculture, was first assigned to clear some areas around large live oaks with a machete. He hadn't taken more than a couple of swings when one of the denizens of the area—a large ominous-looking snake—raised its head defensively. It was Alex's welcome to Florida, where he has been ever since.

Alex's positions at the Players Club included irrigation technician, spray technician, assistant superintendent and superintendent. In 1983, he accepted a new challenge and moved to Grand Cypress Resort. Once again, he entered on the "ground" floor. An orange grove covered what was to be the Grand Cypress Resort. Alex watched and assisted as Jack Nicklaus planned, designed and executed this beautiful complex of courses. Working with Nicklaus was a delight, even though the pace could be hectic. For the first six or seven years, one project would be completed, there would be a six-month hiatus, and the next major project would begin.

The resort opened its traditional North/South course in January 1984. The East nine holes and three separate holes for the Grand Cypress Academy of Golf were opened in January 1986. The New Course, designed with St. Andrews in mind, opened in January 1988. The resort has 45 holes available to guests of the Hyatt Regency and the Villas of Grand Cypress on the property, plus three holes dedicated to academy



Tom Alex at Grand Cypress Resort in Orlando.

students.

The North/South Course is more traditionally designed. It has terraced fairways, grassy mounds, and plentiful landing areas. The challenge of the course is usually the second shot, which must be aimed at well-bunkered greens.

The East Course is a wooded course with transitional mounds. The course was designed using the natural aesthetics of the land.

The New Course is probably the most well known. It is a wide-open "meadow" design, a reminder of the great Scottish courses. One hundred and forty-eight bunkers guard 16 holes. Mostly fairway, there is little rough except on mounds, where grass is allowed to grow higher. Greens are larger and all but four are double greens.

The three courses present a wonderful challenge for the guests. They may participate in three different golf experiences without leaving the resort property.

The designs also present a challenge to Alex's maintenance staff. The New Course in some ways is easier to care

for. There are no rough cuts to manage, and in the winter the dormant Bermuda grass is allowed to grow so that it provides a challenge to those who play a bump and run game.

On the other hand, there are 148 bunkers, only two of which can be entered by trap raker. While three maintenance workers are raking all the traps on the North/South and East courses, four to five are raking traps on the New Course.

This difference in course design has dictated Alex's management style. His goal is consistent grooming of all courses, a challenge where 80,000 rounds of golf are played yearly.

His staff of 58 is divided into three teams. Each team manages one course and answers to a supervisor and assistant supervisors two times a week. They also meet as a group biweekly. This team approach allows Alex to pull special maintenance teams from each of the courses when the resort hosts special events like the World Cup Tournament in 1990.

Alex believes in letting his superinten-

dents handle the day-to-day maintenance problems so he can concentrate on the agronomics—pruning, fertility and environmental issues.

A chemical containment and fill station was one of the environmental changes that Alex instituted two years ago. Any rinsate that misses tanks can be repumped into the tank simply by hitting a switch. Chemical-laden vehicles are parked there at night in case of breach or tank rupture. It this should occur, the chemical will be retained, preventing any contamination of surrounding areas.

Alex is a member of the Golf Course Superintendents Association of America and the Central Florida Chapter of the Florida Golf Course Superintendents Association. He enjoys the camaraderie, sharing of ideas and interests, and the joint problem-solving that goes on in these meetings.

He appreciates the fact that he works for a resort that takes care of him personally and professionally. The golf courses are well-respected at Grand Cypress Resort, and an adequate budget and staff always have been provided, making Alex's job manageable.

Part of the manageability of the job stems from the "farm club" system Alex has instituted. New hires start in auxiliary positions and, with experience, are moved to full technicians.

Alex takes pride in the fact that over the past 10 years he has developed a talented workforce.

He observes his workers becoming more and more skilled, and often finds himself in the position of supporting their natural desire to move to a new course.

Courses like Metro West, Lake Nona and the new LPGA Course have Alex to thank for their superintendents. Watching this natural process, and promoting it, is gratifying to him. As he says, he's only giving back to an industry that has given so much to him.

## Rutgers readies short courses for wintertime

NEW BRUNSWICK, N.J. — Rutgers University's Cook College has scheduled several short courses geared for turfcare professionals next winter.

The school will run its two-year Professional Golf Turf Management School from Jan. 3 to March 11 and its Professional Turfgrass and Landscape Management with Selected Topics in Commercial, Residential and Utility turfgrass from Jan. 3-14.

The one-day Fundamentals of Turfgrass Management will be conducted Jan. 6, and the Urban Forestry class will be held Jan. 7, 14, 21 and 28 and Feb. 4.

Introduction to Golf Course Turfgrass Management, taught by superintendents, will be taught Jan. 11, 12 and 13.

People may contact the Office of Continuing Professional Education, Cook College, Rutgers University, P.O. Box 231, New Brunswick, N.J. 08903; telephone 908-932-9271.

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# Mahoney pow wows innovation into success

By TERRY BUCHEN

Superintendents have had great success growing wildflowers on golf courses, obtaining the best results by seeding in the late fall, or early spring in the cool-season and transition zone growing regions and most anytime in the warm-season growth areas.

One successful trick is to rototill the seedbed first, seed in the desired mixture, and then rake to cover the seed. Most superintendents use a drop-type grass seeder. This works well but is hard to calibrate because of the many different sizes of wildflower seeds, as most mixes contain up to a dozen varieties of flowers.

Two wildflower seed planters also have shown good results for superintendents and are available from Truax Wildflower Seeders (telephone 612-537-6639) and J. Thomas Wildflower Seeder (800-848-0078). They have shown great diversity, metering the chaffy, fluffy wildflower seeds on small to medium areas without the row effect. These two seeders also do wonders with native prairie grasses.

## SUPER PUBLIC RELATIONS

Superintendents love to show off their golf courses during annually scheduled invitational/member guest tournaments. In conjunction with the Pow Wow Member Guest Tournament at Siwanoy Country Club in Bronxville, N.Y., superintendent David W. Mahoney and his staff have devised a fun event for the stag night before the tournament begins. Held on their putting green is a best ball, two-man Nassau nine-hole putting contest that the membership literally talks about all year long. To make the contest unique in every way and different each year, Mahoney and company "make it up as they go" during a marathon 8-1/2-hour installation process that would be the envy of miniature golf operations anywhere.

Tee markers are made of wooden logs with feathers attached, and bunkers are strategically placed with dinner forks in them to rake the sand. Red and yellow toothpicks delineate where lateral and water hazards are located. Out-of-bounds are marked with wooden white golf tees with kite string attached in between them.

Each of the nine holes is totally different. This year they had a working waterfall and windmill, along with slate ramps with pots filled with annual flowers. Holes are straight, or sport doglegs, ramps and the like. Next year they plan on a loop-d-loop made of an old tire that can be severely angled in many different directions.

Mahoney's staff must totally dismantle the putting contest before the members and their guests tee it up Friday mornings, which really gets his employees' pride

and adrenalin flowing.

## THE PUMPHOUSE

If your existing irrigation pumphouse is large enough, consider placing storage shelves wherever possible inside the building to use this wasted space. Then the maintenance building irrigation parts and supplies area can be used to store other such things. If you are involved in a grow-in of a golf course, it is an excellent time to design the

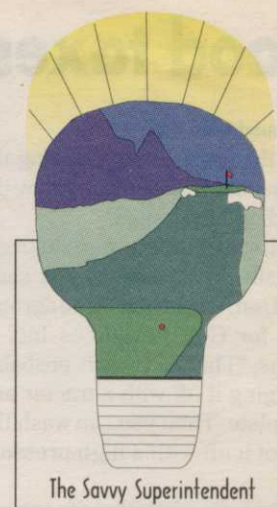
pumphouse into a self-contained, separate irrigation department. Three or four shelves can be built in. Irrigation 20-foot lengths of pipe can be stored under the shelves on the floor if the building is long enough.

Fertilizer injector vertical storage tanks can be installed inside to hide them from view and vandalism. And it's a sure way to have the pumps checked each morning and afternoon when the irrigation technician picks up and takes back

his tools and parts.

## TEE MARKER ALIGNMENT

Aligning tee markers with a PVC "T" by aiming the bottom of the "T" towards the intended line of play and then placing the tee markers on either side has proven very effective for the cup and tee placement person. A smaller size and diameter "T" can also be carried by the tee mowing person to realign the tee markers after the teeing ground is mowed.



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# Flood taxes supers along Mississippi

Continued from page 1

with the prospect of removing the mountains of silt left behind by the receding Mississippi.

"First of all, it's important to get that silt off as soon as you can," said Don Armstrong, head agronomist for Golf Resources Inc. in Dallas. "The best way is probably dragging it off with a tractor and box-plate. Then you can wash the rest of it off with a high-pressure hose.

"Then you should aerify as soon

*'We lost lots of small equipment, all of our fertilizer and our oil barrels floated away. It was pretty devastating.'*

— John Newton  
Veenker Memorial GC

as possible; fertilize, then reseed. Verticutting is also a good idea.

That will help you get silt out of the surface layer."

If courses weren't closed altogether, constant rain — and threat of it — has made it difficult to control the proliferation of pythium blight and brown patch.

"We can't attack disease because we can't spray," explained Scott Azinger, superintendent at Davenport Country Club. "I've never seen anything like it. We can't mow fairways because it's too soggy in places. It's plain tough to keep up

with the grass because it's been so wet. In fact, it looks like it's gonna pour right now."

"We're fortunate because we're on a bluff. It's much worse in other places."

• Case in point: Rock Island Arsenal Golf Club, a private club in Rock Island, Ill. The course sits on an island in the middle of the Mississippi, a former military outpost now leased from the government. Rock Island Superintendent John Scott has watched the water rise to within one foot of the levee crest. He's watched as sandbags are piled up to support the earthen barricades, which keep the Mississippi

from completely flooding the front nine. The government has forced Scott to move his chemical and fertilizers off site.

"We've had problems with heavy rains, but we've never seen anything like this," Scott reported in mid-July. "The government closed the front nine last week, but for some reason they've given that responsibility back to me. As long as the dike holds, we'll be okay. If it doesn't, it could be a very long fall."

• At Credit Island Municipal Golf Course here in Davenport, the July rains brought a cruel *deja vu*. In April, the Mississippi rose four feet over flood stage, inundating six holes and leaving a one-foot layer of silt in its wake. When the water subsided, crews regraded the silt and prepared to reseed the six holes. Then the latest flooding began anew, putting several holes back under water.

• Not all the problems are directly related to the Mississippi. Flash flooding providing another maintenance nightmare. At Timberline Golf Course in Pocahontas, Iowa, all the bridges were wiped out by a flood-possessed creek that measures just four-feet wide in dry times. The rains left four inches of silt on some of Superintendent John Pitz's' fairways.

• Perhaps no one's story can match that of John Newton, superintendent at Veenker Memorial Golf Club in Ames, Iowa. He was preparing for the Iowa Masters tourney on July 8, when tornado sirens sounded. A twister pulled up 12-15 trees on two holes and two inches of rain fell in 20 minutes. Between 11 p.m. and 1:30 a.m., five more inches fell.

Newton had experienced serious flooding in 1975, 1984 and 1990, so he knew the procedure: Stacking supplies on shelves four feet off the ground, etc. But by 7 a.m., there was nearly seven feet of water in his shop.

"When it receded there was two to four inches of silt on everything," said Newton. "We lost lots of small equipment, all of our fertilizer and our oil barrels floated away. It was pretty devastating."

Meanwhile, Squaw Creek overflowed its bank and swamped 120 acres with anywhere from three to 15 feet of muddy, silty river water. Newton's crew — aided by a host of volunteers from nearby Royal Oaks Country Club and Iowa State University — blew silt off the putting surfaces, each green taking nearly five hours, he said.

The following Sunday, July 11, another flash flood submerged nine greens. Two days later another flood swamped five more greens. Between the July flooding and a very wet spring, Newton foresees a 30 percent loss in revenues this summer.

Needless to say, the Iowa Masters tournament was canceled.

"It's kind of amazing," said Newton, who appears to have kept his sense of humor. "It was the same way in 1975. We had a huge flood just prior to the Iowa Masters. So Squaw Creek won this tournament in 1975 and 1993."

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## Ecofriendly in Manitoba

Continued from page 13  
preservation.

For the greens, pesticides and chemical fertilizers are out and hand weeding and organic methods are in. It will take time before any results will be measurable.

Sarna noted that five tons of nitrogen were spread on the course last fall. Nitrogen feeds the top of the grass but can burn and kill deeper roots. "We have to go to organic fertilizers to build up the soil underneath," he said. "We are also looking at a new \$350,000 computer-controlled irrigation system that would have individual weather stations throughout the course monitoring moisture levels and keeping them at the proper levels."

Out-of-play areas will be seeded with native prairie grasses and wild flowers.

It is not only the non-green areas that the foundation members want to "green." Sarna reported his group is urging manufacturers to sell it balls in bulk, instead of individually sleeved as is the current practice, to cut down on paper and plastic. "We plan to write all the manufacturers in the fall when we have more time and present the idea of using display cases with their names on them as alternatives to the packaging," he said.

The club is importing biodegradable tees from a Vancouver manufacturer and electric golf carts. The foundation is researching solar panels to recharge the carts. It is building recessed cement areas where gas-powered equipment is stored to prevent any possible leakage seeping into the soil.

In the pro shop and coffee shop, Styrofoam is giving way to coffee mugs (which will be sold with the coffee) and cream will be in creamers rather than individually packaged. "Small things add up," said Sarna.

To deal with the garbage, operators are exploring stocking compostable paper products and are looking at the latest technology in wastewater treatment.

"The changes won't all happen overnight," Sarna said. "People have been supportive but they still expect a good product. We don't want to kill the greens. We may be experimenting with different processes for several years to find out what works best."

In addition to being environmentally aware, Clear Lake Golf Foundation is socially correct. It is an equal opportunity employer whose goal is to ensure a representative number of native people are employed on the course, including golf pro Tom Betz — and eventually

represented on its board.

"In the next three years, we hope to turn the foundation over to a public advisory board which would include environmentalists, native people and representatives of the different golf and user groups here," Sarna said. "We also plan to pass on environmental messages with our tee boxes and we will be building a new clubhouse which will include an environmental education center."

## W.Va. raises \$12,000 for research

HUNTINGTON, W.VA. — The West Virginia GCSA raised \$12,075 at its 8th Annual Turfgrass Scholarship & Research Fund-raiser Golf Tournament, held at Guyan Golf & Country Club on June 7.

Two milestones were reached during the event. "This was an all-time high in fund-raising efforts, and this year was the first time anyone got an ace during our tournament," said Co-chairman John Cummings.

Dale Minick of Kirtland Country Club in Willoughby, Ohio, got the ace on the par-3, 214-yard 7th hole. He used a one iron. The ball took two bounces. Nothing but hole.

West Virginia GCSA President Charles Murray

See related Brief, page 13

accepted the check from Cummings and co-chairman Arthur Casto Jr., at an awards reception after the tournament. Murray said the funds will be deposited in the WVGCSA William C. Campbell Turfgrass Scholarship & Research Fund, which helps turf students in their second or third year of schooling and aids in research projects at universities, Golf Course Superintendents Association of America and the United States Golf Association.

"This fund and commitment to better golf through better turf in West Virginia sets a shining example of what can be accomplished with a team effort," said Murray.

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**TOM WALKER**  
**Inverness Golf Club**  
 Toledo, Ohio  
**PGA Championship**  
 Aug. 12-15, CBS/TBS

From the time he was 15, Tom Walker knew he wanted to be superintendent at Inverness. It was in that summer of 1966 that he began working on the Inverness grounds crew, where he met Michigan State University student and future course builder Duane Dammeyer. Walker, 42, received a four-year agronomy degree from Ohio State in 1973. He spent two years as Inverness' superintendent before taking head jobs at Kettenting Golf Club in Defiance and later Highland Meadows Golf Club in Sylvania. He returned to Inverness as head superintendent in 1980 and has been there since.

**Things to look for:** No architectural changes have been made to the Donald Ross design since the 1986 PGA Championship was held here (The course also hosted the 1920, 1931, 1957 and 1979 U.S. Opens as well as the 1973 U.S. Amateur). The former poa annua greens were fumigated and reseeded with PennLinks in 1988.

"The poa annua just wasn't reliable any more. [Retired Penn State turfgrass Professor] Joe Duich assisted us." Inverness was also the first U.S. course to install the Toro OSMAC irrigation system introduced two years ago. The network can activate the irrigation system by telephone or radio and "has been a great help."

**Made-for-TV preparations:** "We really do nothing in preparation for TV. We just try to keep the course as consistent for the tournament as we do for the members." The only added measure is making sure extra generators, chain saws, water pumps and the like are available "to cover any reasonable contingency."

## Tour of Duty

**BRIAN MAYBE**  
**Firestone Country Club**  
 Akron, Ohio  
**NEC World Series of Golf**  
 Aug. 26-29, CBS/USA

Brian Maybe, 37, has been head superintendent at Firestone since 1985. He finished his degree at Penn State's two-year turf management program while an assistant superintendent at Silver Lake (Ohio) Country Club. His first head superintendent post was at Oak Tree Country Club in Sharon, Pa., before returning to Silver Lake as the head of maintenance from 1982-85. Maybe is in charge of all 54 holes at Firestone.

**Things to look for:** The South Course has hosted the World Series of Golf since 1962. At 7,200 yards it is one of the longest courses on the Tour, although it is just a par-70. Fairways run parallel to one another and are fairly tight. The course suffered no damage from the massive rains that struck the Midwest in June and July, Maybe noted.

The greens were reseeded this year from what Maybe termed "a bogus bentgrass" to a PennCross from Jacklin.

**Made-for-TV preparations:** Like Fearing at Castle Pines, Maybe tries to keep the course in the same condition for members that he does for the pros and TV cameras. Some changes are needed, however. Mowings are more frequent prior to and during the tournament. Fairways are groomed twice daily.

Greens are triple cut mornings and double cut at night. Roughs are allowed to double in height from two up to four inches and crew members leaf rake bunkers.

**MARSHALL FEARING**  
**Castle Pines Golf Club**  
 Castle Rock, Colo.  
**The International**  
 Aug. 19-22, CBS/ESPN

Marshall Fearing, 32, has worked on golf courses since age 13. "My brother and I had played a lot of golf," remembered the North Dakota native. "They finally caught up with us and put us to work." He relocated to Denver after graduating from Penn State's two-year turf management program in 1985. Following a brief stint as foreman at Cherry Hills



Country Club during that year's PGA Championship, he moved on to Castle Pines as assistant superintendent. He became head man in 1987.

**Things to look for:** "Ben Crenshaw said in 1987 that these were the best greens on the Tour. For a putter like him to say something like that was quite a compliment." That's the type of expectations Fearing and his 38-

member crew have to live up to. One of the things the cameras can't capture is the size of the facility. Laid out in two large loops, it takes 45 minutes of non-stop driving to navigate the Jack Nicklaus-designed track. Fearing divided the course into three sections. A foreman and several crew members are responsible for each section. They remain there an entire year, moving on to a new location shortly after each tourney. "That way they become very familiar with a section, but don't get bored because they eventually do something else."

**Made-for-TV preparations:** What you see during The International is pretty much what members get the rest of the year. "We really don't do anything different, except for our mowing frequency. We mow fairways every day during the tournament, but less often otherwise." Television cables are buried underground, one of the advantages of having a yearly tournament.

## Artist's work to raise funds for Cooperative Sanctuary Program

WASHINGTON, D.C. — The Audubon Society of New York State has chosen Adriano Manocchia, an internationally acclaimed artist of sporting scenes and wildlife, to create a series of prints to benefit the Audubon Cooperative Sanctuary Program for Golf Courses (ACSP).

Manocchia, in association with Somerset House Publishing, will donate a portion of the proceeds from the sale of the prints of

famous golf courses to further the work of the ACSP.

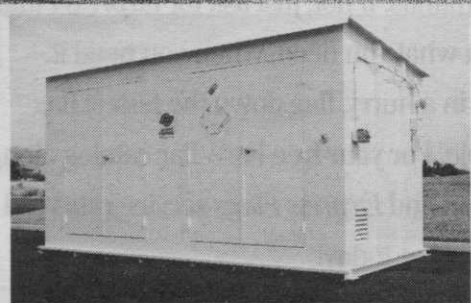
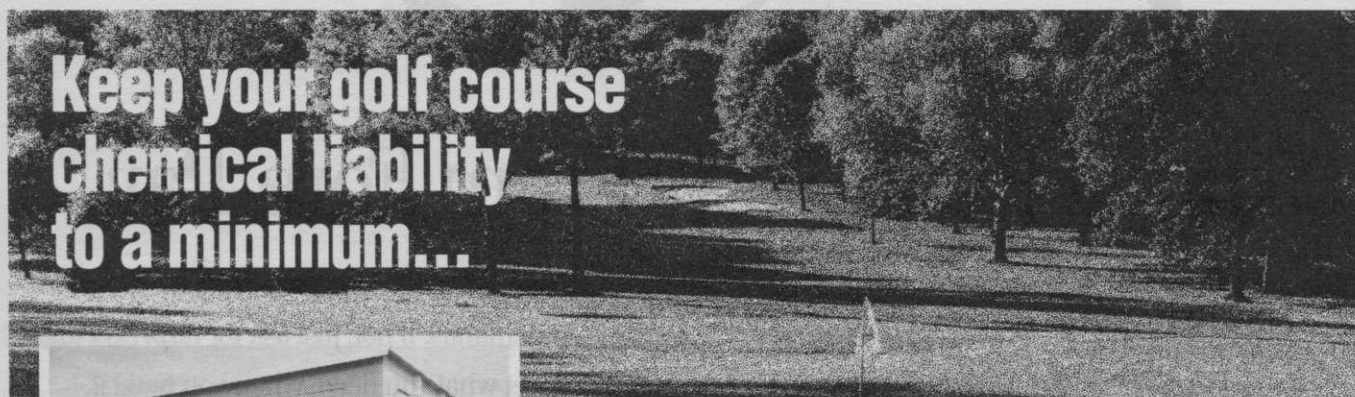
Upon the release of Manocchia's print, "TPC at Sawgrass, The 16th and 17th Holes," golfer Ben Crenshaw said: "I'm pleased that the ACSP is taking such an active role in showing how golf courses can enhance and protect wildlife habitat. Golf courses over the years have provided valuable open spaces, greenbelts, and

natural sanctuaries for wildlife. I am hopeful that the efforts of the ACSP will increase public awareness about the positive effects a golf course can offer to the environment."

The five prints in the series published by Somerset House Publishing feature Pinehurst Resort and Country Club in North Carolina; TPC at Sawgrass near Jacksonville, Fla.; Barton Creek Country Club near Austin, Texas; Harbour Town

Golf Links at Seapines in Hilton Head, S.C.; and TPC at Scottsdale, Ariz.

Upon the release of the fourth print in the series, "Harbour Town Golf Links at Seapines," Manocchia noted: "I am pleased to contribute through my art to the preservation and conservation of America's wildlife and their natural habitat by working with the Audubon Society. The Cooperative Sanctuary Program is an ideal way for our country's golf courses and the game's millions of enthusiasts to be environmentally responsible."



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## Leadership and development seminars planned

LAWRENCE, Kansas — GCSAA Executive Development educational programs have been scheduled for the 1993-94 seminar season.

They include:

- Leadership I: Personal and Interpersonal Dynamics — Sept. 22-24 in Lawrence.
- Technical Business Management Strategies and the Legal Aspects in Golf Course Management — Oct. 20-22 in Chicago and March 23-25 in Newburgh, N.Y.

- Developing and Maintaining Effective Management/Employee Relationships — Nov. 16-18 in East Lansing, Mich., and April 27-29 in San Antonio, Texas.

- Leadership II: Becoming a Dynamic, Visionary and High-Profile Leader — Nov. 30-Dec. 2 in Lawrence.

- Teambuilding Strategies — May 18-20 in Columbus, Ohio.

For more information contact GCSAA's education department at 913-832-4444.



Where They're Going

**McNabb back, but only momentarily**

World traveler **Richard McNabb** is no longer in Chile, where he had been supervising a course construction and grow-in. He made an appearance in Anaheim before landing a job in Ireland, at **St. Margaret Golf Club**.

...

McNabb is one of a number of superintendents and assistant supers who have made the following job changes around the country:

**Brian Althoff** is the new assistant superintendent at **Deer Track Golf & Country Club** in Myrtle Beach, S.C. He comes to Deer Track from **The Thornblade Club** in Greer, N.C.

...

**Mike Semler** has left **Cherokee Country Club** in Madison, Wis., having accepted the head superintendent's position at **Bishop's Bay Country Club**, which is currently under construction in Westport, Wis.

...

**Charles Martin**, formerly superintendent at **The Witch Golf Links** in Conway, S.C., is now head superintendent at **The Wellman Club** in Conway, S.C.

...

**Tom Trammel**, formerly of **Turtle Creek Golf Club** in Rockledge, Fla., has accepted the superintendent position at **Metro West** in Orlando. Trammel's former assistant at Turtle Creek, **Scott Jamros**, has been named the new head superintendent.

...

**Shannon Crabb** has joined the staff at **Hampton Cove** in Huntsville, Ala., as an assistant superintendent.

...

**Thomas Cannon** is the new superintendent at **Pine Forest Country Club** in Summerville, S.C. Cannon comes to Pine Forest from **Patriot Point Links** in Mt. Pleasant, S.C.

...

**Marty McNulty** has joined the staff of **Newnan Country Club** in Newnan, Ga., as an assistant superintendent, to the reported delight of head super **Jim Miller**.

...

**Paul Johnson** has left **Bermuda Run Country Club** for the superintendent's position at **The Meadowlands** in Winston-Salem, N.C.

...

**James Cregan Jr.** has moved on from **Coral Ridge Country Club** in Ft. Lauderdale, Fla. He is the new superintendent at **Sea Pines Plantation** (Ocean and Sea Marsh courses) in Hilton Head, S.C.

...

**Larry Head** has accepted the assistant superintendent's job at **Monroe Country Club** in Monroe, N.C. He comes to Monroe from **Henry River Golf Club** in Hickory, N.C.

**David Hassel** has left his position at **Highland Falls Country Club** to accept the superintendent's job at **Forsyth Country Club** in Winston-Salem, N.C. Hassel replaces the retired **George Burgin**.

...

**Larry Brown** is the new head superintendent at **Furman University Golf Course** in Greenville, S.C., replacing the retired **Oneal Owen**. **Jeff Kay** is

the new assistant superintendent.

...

**Kenneth Richardson**, formerly with the **Country Club of Newberry**, is now with **Greenwood Country Club**, Greenwood, S.C.

...

**Gary Sloop**, former superintendent at the **Country Club of North Carolina**, is now head superintendent at **Linrick Golf Course** in Columbia, S.C.

**N.J. pest control clinic announced**

NEW BRUNSWICK, N.J. — The New Jersey Pest Control Association's (NJPCA) 46th Annual Clinic and Clam Bake will be held on Aug. 19 at Hickman Hall on the Cook campus, Rutgers University here.

The course is intended to promote the general standards and ethics of the pest control industry; foster research and diffusion of knowledge among its members; and maintain and encourage the civil, social, commercial and industrial welfare of the industry.

Recertification credits will be given in areas 7A, 7D, 8A, 8C, 7B and in the core area. The registration fee for the course is \$60 for members of the NJPCA and \$85 for non-members. The registration fee includes lunch breaks and the clambake at the end of the day.

For more information about this course or similar courses, contact the Cook College's Office of Continuing Professional Education, P.O. Box 231, New Brunswick, N.J. 08903; or call 908-932-9271.

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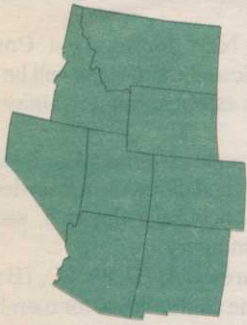
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## Mountains



### ROCKY MOUNTAIN CONFERENCE

**DENVER** — The Rocky Mountain Regional Turfgrass Association (RMRTA) is coordinating its 40th Rocky Mountain Turf Conference and Trade Show, to be held here Dec. 1-3.

The conference and equipment exposition will be hosted at Currihan Hall.

More information is available from the RMRTA at P.O. Box 29, Franktown, Colo. 80116.

### JEFFERS EARNS CERTIFICATION

Todd W. Jeffers, superintendent at Heather Gardens Golf and Country Club, has received credentials as a certified golf course superintendent. He passed the examination in May.

Jeffers has been superintendent at Heath Gardens since December 1987, when he succeeded Guy Auxer after two years as assistant superintendent.

### CACTUS AND PINE HELPS OUT

**TUCSON, Ariz.** — Cactus and Pine Golf Course Superintendents Association has bought a \$429 Spray Hawk boom for the University of Arizona's Desert Turfgrass Research Center here.

Dr. David M. Kopec, a University of Arizona Extension specialist in turf, thanked the group, saying the boom will be an important piece of equipment in maintaining the facility's turf.

## Northeast

### MAFFEI LEADS NYSTA

Michael Maffei of Back O' Beyond in Brewster, N.Y., is the new president of the New York State Turfgrass Association. The NYSTA elected Maffei, along with Vice President John Liburdi of Heritage Park in Loudonville and Treasurer Peter Hahn of Penfield Country Club.

New directors are John Fik of Hobart and William Smith College in Geneva and James Hornung of Pilot Field in Buffalo.

Other directors are Fran Berdine of O.M. Scott and Sons in Pine Bush, Karl Olson of National Golf Links in Southampton, Tony Peca Jr. of Batavia Turf Farms in Batavia, Steve Griffen of Saratoga Sod Farm in Stillwater, John Rizza of Grassland Equipment and Irrigation in

Latham, and Stephen Smith of P.I.E. Supply Co. in Thompsonville.

Maffei, Hahn, Olson and Rizza are certified golf course superintendents.

### CITATIONS APLENTY IN NEW YORK

**ROCHESTER, N.Y.** — The New York State Turfgrass Association awarded its Citation of Merit to Stephen V. Moffett III and presented several scholarships and plaques of appreciation at the Turf and Grounds Exposition held here.

A longtime supporter of college turfgrass programs, Moffett was the first chairman of the NYSTA trade show, and served the NYSTA

as a director from 1976-78 and 1981-89. He is a director of the New York Greengrass Association, Cornell University Turfgrass Science Advisory Council and SUNY Delhi Committee Board.

Scholarships were presented to Robert Pierpoint of Penn State University, Karen Dean of Cornell University, Tom Leahy of State University of New York (SUNY) Delhi and Kevin Quist of SUNY Cobleskill.

Eaton Equipment Corp. and S.V. Moffet Co. received plaques in appreciation of their support, as did five superintendents who hosted poa annua golf

tournaments: Fred Scheyhing of Mt. Kisco Country Club, Dick Perry of Foxfire Golf and Tennis, Chris Frielinghaus of Glens Falls CC, Bob Foos of Lake Shore CC and Kevin Dashnaw of Adirondack Golf Club.

## West

### WILLIAMS CERTIFIED

**SAN DIEGO, Calif.** — Rancho Bernardo Golf Club superintendent Ken Williams has been designated a certified golf course superintendent by the Golf Course Superintendents Association of



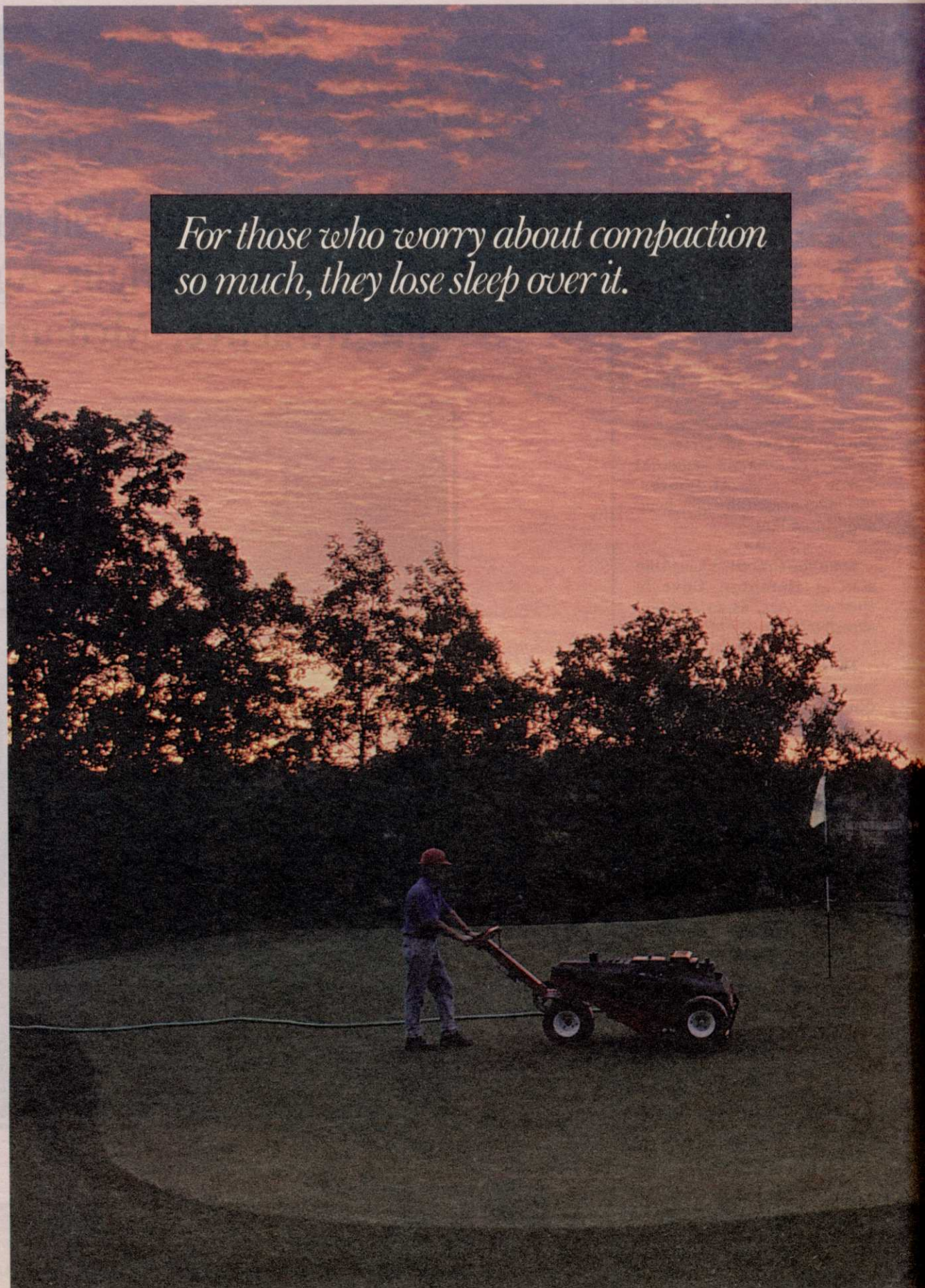
America (GCSAA).

Williams, of Poway, has been superintendent at Rancho Bernardo since 1991.

He had to pass a rigorous

examination and an inspection of his course by certified superintendents Bob Steele of Bernardo Heights Country Club and Ron Nolf of Vista Valley Country Club in Vista.

*For those who worry about compaction so much, they lose sleep over it.*



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## Southeast

### JOHN'S ISLAND GIVES AGAIN

ORLANDO, Fla. — The membership of John's Island Club in Vero Beach contributed \$6,000 to the Florida Turfgrass Research Foundation for turfgrass research.

"This is the fifth consecutive year that our foundation has received



a \$6,000 contribution from John's Island," said Bob Yount, executive director of the Florida Turfgrass Association.

The money will be used to help find new environmentally sound maintenance techniques, develop new grasses for Florida and protect the future of Florida golf, which is a \$5.2 billion industry in the state. \$1.5 billion is direct golfer spending and 20 percent is non-resident/visitor spending.

"To me and to all of Florida's turf industry, this shows the dedication of John's Island's members to help find ways to protect Florida's turfgrass and

the future of our state," said Yount.

The Florida Turfgrass Research Foundation thanked John's Island Club General Manager Trevor Wright and the club's membership for their support.

### CENTRAL FLORIDA RAISES \$7,000

LAKE MARY, Fla. — The Central Florida Chapter of the Florida GCSA raised more than \$7,000 for its Scholarship and Research Fund through its 1993 CFC Golf Championship/Turf Field Day in June at Timacuan Country Club.

More than 150 joined in the tournament and visited equipment

demonstrations and product evaluations. Danny Burgess of Windermere Country Club carded a 71 to win the championship trophy.

### KIRCHOFFER CERTIFIED

TARPON SPRINGS, Fla. — Keith Donald Kirchoffer, superintendent at Innisbrook Resort, has been designated a certified golf course superintendent by the Golf Course Superintendents Association of America (GCSAA).

Kirchoffer has been superintendent for two years at Innisbrook, which was inspected by two other certified super-

intendents before he was approved.

He also passed a rigorous six-hour examination covering turfgrass, pest, financial and organizational management, the rules of golf, and the history, ethics, purpose and procedures of the GCSAA.

## North Central



### ILLINOIS FIELD DAYS SET

CHAMPAGNE-URBANA, Ill. — Workshops and demonstrations will highlight the University of Illinois Turfgrass, Nursery, Landscape and Trial Garden Field Day on Aug. 18.

Activities will include viewing ongoing field research and demonstrations in the morning, along with afternoon workshops and classes.

The Landscape Horticulture Research Center's research and maintenance facilities will be open.

### EDUCATION HIGHLIGHTS EXPO

ST. CHARLES, Ill. — A three-day education program is planned for the 10th annual North Central Turfgrass Exposition at Pheasant Run and Resort here, Nov. 29 to Dec. 1.

The wide-ranging sessions will feature Dr. Dave Wehner and Tom Voigt of the University of Illinois speaking on turfgrass species, selection, growth and development; Drs. Hank Wilkinson of the University of Illinois and Randy Kane of the Chicago District Golf Association on managing turfgrass diseases; Michael Lockart and Charles Anderson of Conserv FS on understanding petroleum products and related compliance programs.

Also, Voigt and Dr. Ken Diesburg of Southern Illinois University will talk on identifying and using turfgrass species and cultivars; and Cindy McCormick of Oak Brook Hills Hotel and Resort and Gina Luensman of Chicago's Resorts will address recruiting, selecting and developing employees, instituting incentive programs and complying with government regulations.

The final session will include Michael Agnew of Iowa State University speaking on organic compounds for turfgrass management; Dr. Peter Landschoot of Penn State University on root management; Dr. Wilkinson on inclement use; and James Wilmott III of the Cornell Cooperative Extension on integrated pest management for golf and sports turf.

Manufacturers and suppliers have already reserved more than 85 booths for the exposition.

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# Fine fescues: Another choice as grass of the future

Combining environmental friendliness with great playability

By MARK LESLIE

You're a superintendent in the Northern latitudes looking for a turfgrass that is environmentally sound, thrives on low maintenance and poor growing conditions, and gives great contrast to your bentgrass greens and tees? Look no further than the fineleaf fescues, some say.

"The fescues are the grasses of the future in the Northern area,"

said golf course architect Mike Hurdzan of Columbus, Ohio, citing a variety of reasons to use the five types of fine fescues — hard, chewings, creeping red, slender creeping and sheep. (Tall fescues are a different cultivar and suited more for the transition and Southern zones.)

"They're very important grasses," said Leah Brilman, research director for Seed Research of Oregon. "A lot of courses have

them because you want to manage them low-maintenance. Chewings will take a little more management. But hards, sheeps and blue fescues (closely related to sheep) will die if intensely maintained."

"Fine fescues serve more of a specialty role," said Tom Peters of the seed sales department for Barenbrug USA in Tangent, Ore. "They do superbly in very shaded or very low-maintenance areas — low sun, low moisture, poor soil conditions. You can go out and buy a Chevrolet to run you back and forth. But when you have dug a hole, you'd better go out and buy a backhoe.

"Fine fescues provide that special service."

"Awesome," is Hurdzan's operative adjective for fine fescues.

"First, it's environmentally sound. It needs less water, less fertilizer, less mowing. It isn't thatch-forming. From the environmental side ... in the Northern latitudes, there's no question fescues are the best adapted turf to low maintenance.



Photo by Larry Kassel/Oregon Fine Fescue Commission

Joe Kosoglov, left, superintendent of Wolf Run Golf Club in Zionsville, Ind., discusses fine fescue roughs along Eagle Creek which flows along the 7th hole.

"Second, the playing quality is awesome. You get a tight lie and a good player can put tremendous action on the ball. For a poorer player, on the other hand, it's a little tougher to play from because the lie is tight. If there is a grass that gives a player an advantage to play a Magnum ball, it's fescue. It moves the center of gravity of

the ball up just a little into the clubface.

"Golfers love fescue because the ball runs such a long distance."

So, why are fescues not used more often in the North?

"Many people," Hurdzan said, "lack the courage to be innovative. There's a certain reluctance to

Continued on page 24

## Check particulars of test site before selecting grass

By MARK LESLIE

Experts say the newly released 1992 progress report on the National Fineleaf Fescue Test is important, but superintendents should be careful how they interpret the findings.

"They have to look at individual [test] locations and compare them to where they are," said Leah Brilman, research director for Seed Research of Oregon. "I don't care about overall mean average. I care about what's best for you at the maintenance level you're going to have."

"What happens once the seed leaves Oregon is determined by climate, soil, daylight hours, a million factors," said Tom Peters of Barenbrug USA. "So we can't say in a blanket fashion that this or that variety will work in your area. The people who care for the sites are the experts, not us. They know what will work in their area."

The National Turfgrass Evaluation Program findings on fine fescues and various other turfgrasses are available from National Director Kevin Morris at the Agricultural Research Service, Beltsville Agricultural Research Center, Beltsville, Md. 20705. They include data from nationwide test sites on such aspects as disease resistance, drought and cold tolerance, green-up, and month-by-month evaluation.

Brilman suggested looking at the raw data for all factors. "I think

*What happens once the seed leaves Oregon is determined by climate, soil, daylight hours, a million factors.'*

— Tom Peters  
Barenbrug USA

people should go out on the sites a couple times a year. The person rating that trial might have different priorities than you do. I consider density and freedom from disease two of the more important characteristics. Another person might rate higher on color," she said.

Noting the vast improvement in ratings of many cultivars from the 1991 results to 1992, Morris said four fewer test locations reported this year and Brilman added that climatic conditions played a major role.

"The 1992 results were higher," she said, "because on the East Coast they had a very mild summer last year, while in 1991 they had a hard summer. All the grasses looked pretty good last year while in 1991 they looked crummy. This year, I think they'll go down again."

Morris cited "significant progress in some cultivars" and predicted more in the next set of test grasses, which will be planted this fall.

## Five types of fine fescue all have strengths

There are two major types of fescue grasses — fine and tall — and five varieties of fine fescues.

The fine fescues are:

- strong creeping fescue, which spreads and fills in well;
- slender creeping fescue, which creeps but not nearly as much as strong creeping;
- chewings fescue, which has more bunch-type growth;
- hard fescue, also with a bunch-type growth habit;
- sheeps fescue, which is bluish-green.

Hard and sheep fescues are more tolerant to heat, so they perform better in the transition zone.

Fine fescues are finer textured than tall fescue. They also tend to live long in heavy shade and have a more natural look.

Tall fescues are quite different. Less attractive, they nevertheless work best in transition areas and the South, performing well in the shade. Their main attribute is tolerance of heat and summer stress.

On the down side, tall fescue tends to have more top growth and thus needs to be mowed.

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# Fineleaf fescue test results

Following is the latest annual progress report on the National Fineleaf Fescue Test conducted by the U.S. Department of Agriculture's National Turfgrass Evaluation Program (NTEP). The test was begun in 1989 and will be completed this year. The tests are done at sites across North America and the cultivars are judged by

scientists at those sites.

Complete copies of the report, including data on other aspects of the test — such as resistance to specific diseases — are available from the NTEP, Beltsville Agricultural Research Center-West, Building 001, Room 333, Beltsville, Md. 20705.

## Chewings fescues

Name	AL1	IA1	ID2	IN1	KY1	MD1	MI1	NJ1	NJ2	NJ3	OH2	OR2	OR9	PA1	PA2	RI1	UB1	WA1	Mean	(1991 Mean)
*Southport	6.5	6.7	5.7	5.3	7.5	4.6	6.6	5.5	5.2	5.8	6.3	6.3	6.4	5.3	4.6	6.2	5.6	6.4	5.9	(5.4)
*Bridgeport (N-105)	6.6	7.2	6.0	4.8	7.5	4.9	6.1	5.8	5.2	5.6	5.7	5.9	6.0	5.7	4.9	6.2	5.8	6.3	5.9	(5.5)
*Tiffany (PST-4CD)	6.4	6.9	5.7	5.2	7.9	4.9	6.0	5.7	4.9	5.7	5.7	5.4	6.1	5.5	4.9	6.5	4.9	6.1	5.8	(5.5)
*SR 5000	6.7	6.9	6.9	5.3	7.0	5.1	6.0	5.5	5.2	5.6	5.3	5.0	5.9	5.4	4.7	6.3	5.8	5.8	5.8	(5.3)
*Longfellow	6.4	6.7	6.7	5.1	5.7	5.4	6.0	5.7	4.6	5.6	5.3	5.0	6.1	5.5	4.9	6.3	5.7	6.5	5.7	(5.5)
*Jamestown II	6.6	6.8	6.5	4.9	7.0	5.3	6.3	5.4	5.1	5.1	5.3	5.1	5.8	5.5	4.7	5.8	5.5	6.3	5.7	(5.4)
*Proformer (JMB-89)	6.8	6.4	5.6	5.4	7.3	5.2	6.0	5.7	4.5	5.3	5.0	5.6	5.9	5.3	4.8	6.0	5.4	5.9	5.7	(5.3)
*Shadow w/Endo.	6.4	6.9	6.1	4.8	7.5	4.1	5.9	5.4	5.0	5.7	4.7	6.0	6.0	5.1	4.8	6.2	5.3	6.2	5.7	(5.2)
*89.LKR	N/A	7.2	N/A	5.7	6.5	5.4	N/A	5.5	5.0	5.0	N/A	6.1	6.3	5.7	4.7	5.7	4.1	6.4	5.7	(5.4)
*Dignity (OFI 89-200)	6.4	6.7	6.7	4.9	5.8	4.3	6.0	6.1	4.6	5.1	4.7	4.6	6.0	5.3	4.7	6.2	4.6	6.3	5.5	(5.1)
*PST-4FE	6.7	6.7	6.3	5.3	7.0	4.7	5.9	5.0	4.4	4.9	4.7	4.9	6.4	5.6	4.6	6.4	3.4	6.2	5.5	(5.1)
• LSD Value	1.0	0.6	2.3	1.4	1.8	1.1	0.6	1.2	1.3	0.7	1.0	1.3	0.5	0.7	0.6	0.7	1.4	0.5	0.3	(0.2)

## Creeping red fescues

Name	AL1	IA1	ID2	IN1	KY1	MD1	MI1	NJ1	NJ2	NJ3	OH2	OR2	OR9	PA1	PA2	RI1	UB1	WA1	Mean	(1991 Mean)
PST-4R3	4.7	7.1	4.2	4.8	7.3	4.4	5.6	5.2	4.5	5.4	5.0	5.2	6.2	5.1	4.0	5.6	4.2	6.0	5.2	(4.8)
*Salem	4.4	6.7	5.0	4.4	7.4	5.2	6.1	4.7	3.5	3.1	4.0	6.3	6.0	4.8	4.1	5.5	3.7	6.0	5.1	(4.6)
PST-43F	4.3	7.3	3.2	4.8	6.2	5.3	5.7	5.3	3.2	3.1	4.3	6.2	6.4	5.1	4.1	5.9	3.6	5.9	5.0	(4.8)
*Jasper	4.1	7.1	5.5	3.6	4.6	4.7	5.8	5.0	3.0	3.4	4.3	6.3	6.1	5.2	4.3	6.0	3.7	6.3	4.9	(4.7)
PST-4NI	4.2	6.9	3.4	4.3	6.7	4.7	6.1	4.8	3.5	3.0	4.7	5.6	5.9	5.2	4.1	6.0	3.8	6.0	4.9	(4.5)
*Herald	4.0	6.8	5.9	4.1	4.3	4.9	5.8	4.5	3.7	4.0	3.3	6.7	5.6	5.5	4.3	5.8	3.2	5.9	4.9	(4.6)
PST-4C8	4.2	7.1	5.0	4.3	5.2	5.1	6.1	4.6	3.4	3.6	3.3	5.8	6.4	5.1	4.2	5.6	3.3	5.9	4.9	(4.7)
*Vista	4.4	6.9	2.7	4.9	6.7	4.7	5.7	4.6	3.3	3.2	4.7	6.2	5.8	4.9	3.9	5.1	3.8	5.9	4.8	(4.6)
*Flyer	4.0	6.7	3.8	4.8	5.8	5.1	6.0	4.3	2.8	3.3	4.3	5.7	5.7	4.7	4.4	5.4	3.6	5.7	4.8	(4.6)
*Shademaster	3.5	6.8	4.4	4.7	5.5	5.2	5.1	4.5	3.2	3.6	4.3	5.8	5.7	4.9	3.9	5.0	4.1	5.6	4.8	(4.4)
Belvedere	4.1	6.5	3.5	4.9	4.8	5.4	5.2	4.4	4.3	4.0	3.7	4.7	5.4	5.6	4.1	5.1	4.1	5.1	4.7	(4.1)
*Cindy	4.0	7.2	3.2	3.9	3.6	4.7	6.2	4.2	3.4	3.7	3.0	6.8	6.3	4.6	4.6	5.8	2.6	6.4	4.7	(4.7)
• LSD Value	1.0	0.7	3.1	1.0	2.0	1.0	0.6	0.9	0.7	0.6	0.9	1.1	0.5	0.8	0.6	1.0	0.7	0.5	0.3	(0.2)

## Hard fescues

Name	AL1	IA1	ID2	IN1	KY1	MD1	MI1	NJ1	NJ2	NJ3	OH2	OR2	OR9	PA1	PA2	RI1	UB1	WA1	Mean	(1991 Mean)
*Warwick	N/A	7.2	N/A	N/A	6.8	5.6	N/A	6.7	7.0	6.9	N/A	N/A	N/A	N/A	N/A	4.3	6.2	6.3	6.3	(5.7)
*Discovery (PST-4HD)	5.6	7.3	5.9	6.0	7.3	5.4	5.4	7.2	6.9	7.1	6.0	6.9	5.9	6.2	6.1	5.4	6.4	6.2	6.3	(5.6)
*SR 3100 (SRX 89-31)	6.2	7.7	5.5	5.4	5.5	5.9	5.1	7.1	6.5	7.9	6.3	4.7	5.0	5.7	6.2	5.8	6.9	6.9	6.1	(5.6)
*Aurora w/Endo. (PST-AUE)	5.5	7.2	6.3	5.3	6.9	5.5	5.9	6.3	7.1	5.2	6.7	6.1	5.5	5.9	5.4	4.9	5.3	6.0	5.9	(5.3)
*Reliant w/Endo.	5.6	7.2	6.0	5.8	6.5	5.2	5.6	6.4	7.1	6.9	5.3	5.9	5.3	6.3	5.6	4.3	5.4	6.3	5.9	(5.2)
*Brigade (Melody)	5.5	7.2	5.4	5.9	6.3	5.3	5.1	6.6	6.7	5.1	6.3	5.8	4.5	6.4	5.6	5.5	6.4	6.1	5.9	N/A
*SR 3000	5.5	7.1	6.7	5.5	6.0	5.5	5.2	6.1	6.7	4.7	6.3	4.4	5.7	6.3	5.6	5.1	6.7	6.3	5.9	(5.3)
PST-4AG	5.3	7.1	6.2	5.7	7.0	5.1	5.2	5.8	7.4	4.6	6.0	5.3	5.5	6.5	5.7	4.9	6.1	6.0	5.9	(5.2)
*Aurora	5.9	6.8	6.2	4.8	7.4	5.2	5.2	5.4	6.7	5.4	6.7	5.7	5.6	6.1	5.6	4.6	5.7	6.2	5.8	(5.3)
• LSD Value	0.9	0.8	1.6	0.9	1.6	0.8	0.9	1.1	0.9	0.8	1.9	1.8	0.8	0.7	0.5	0.9	1.3	0.5	0.3	(0.2)

## Slender creeping fescues

Name	AL1	IA1	ID2	IN1	KY1	MD1	MI1	NJ1	NJ2	NJ3	OH2	OR2	OR9	PA1	PA2	RI1	UB1	WA1	Mean	(1991 Mean)
*Seabreeze (FRT-30149)	4.2	7.3	7.3	3.1	2.7	5.0	5.4	4.9	3.9	3.1	3.7	6.1	6.6	6.6	4.9	6.2	3.2	6.3	5.0	(4.8)
HF 138	4.1	6.9	4.9	3.3	5.1	5.2	6.1	4.6	3.3	3.2	3.0	6.0	6.3	5.0	4.6	5.8	2.7	5.8	4.8	(4.6)
Napoli (LD 3488)	2.9	7.5	4.1	3.1	3.5	5.1	6.0	4.6	4.2	3.1	3.0	6.9	6.1	5.9	4.8	5.8	2.3	6.6	4.7	(4.6)
*Smirna (ZW 42-160)	3.3	7.3	6.0	3.3	1.5	5.7	5.7	4.4	2.8	1.7	4.3	6.4	6.7	6.4	N/A	5.3	3.2	6.0	4.7	(4.6)
*Barcrown	3.3	7.7	4.4	2.3	2.5	4.6	5.4	5.7	3.1	2.9	2.0	7.0	6.8	6.0	5.7	5.5	2.6	6.1	4.6	(4.8)
*Dawson	3.8	6.9	5.3	3.8	2.8	4.7	5.8	4.1	3.0	2.4	3.7	6.3	6.3	5.8	4.0	5.0	3.4	5.9	4.6	(4.5)
*Marker	3.5	6.8	3.3	3.2	1.9	4.7	5.6	4.4	2.9	2.6	2.7	6.6	6.9	6.1	5.0	4.9	2.9	6.4	4.5	(4.7)
*Barskol (BAR FR 9P)	2.9	7.3	4.3	3.7	2.7	4.6	5.7	4.4	3.9	2.9	2.0	5.2	6.8	5.8	4.9	5.2	2.0	5.7	4.4	(4.6)
LSD Value	0.9	0.7	3.5	0.7	1.4	1.2	0.8	1.2	0.8	0.7	1.1	1.2	0.5	0.8	0.6	0.9	1.3	0.7	0.3	(0.2)

## Sheep fescues

Name	AL1	IA1	ID2	IN1	KY1	MD1	MI1	NJ1	NJ2	NJ3	OH2	OR2	OR9	PA1	PA2	RI1	UB1	WA1	Mean	(1991 Mean)
*Bighorn	5.7	6.3	5.7	5.9	6.4	5.4	5.4	6.0	5.9	4.3	6.7	5.9	4.6	5.7	5.8	3.9	5.2	4.8	5.5	(5.3)
*MX 86	5.2	5.8	4.8	5.5	5.8	5.6	5.1	4.8	6.1	3.6	6.7	5.0	3.8	5.7	5.0	3.9	5.2	4.5	5.1	(3.5)
• LSD Value	0.6	0.4	1.9	0.2	2.6	0.7	1.1	0.8	0.6	0.8	0.9	1.0	0.5	0.8	0.4	0.2	0.8	1.1	0.2	(0.8)

\* — Available in the marketplace.

• — To determine statistical differences among entries, subtract one entry's mean from an other entry's mean. Statistical differences occur when this value is larger than the corresponding LSD Value.

## Turf care guidelines at test sites

Here are the locations of the field tests, followed by soil texture, soil pH, pounds of nitrogen applied per 1,000 square feet, mowing height in inches and irrigation practiced.

AL1: Auburn University, sandy loam, 4.6-5.5, 2.1-3.0, N/A, N/A.

IA1: Ames, Iowa, sandy clay loam, 7.1-7.5, 2.1-3.0, 2.1-2.5, to prevent stress.

ID2: Post Falls, Idaho, silt loam and silt, 4.6-5.5, 2.1-3.0, 1.1-1.5, to prevent stress.

IL1: Carbondale, Ill. (low mowing), silty clay and clay, 6.1-6.5, 3.1-4.0, 1.1-1.5, to prevent dormancy.

IL2: Carbondale, Ill. (high mowing), silty clay and clay, 6.1-6.5, 3.1-4.0, 2.1-2.5, to prevent dormancy.

IN1: West Lafayette, Ind., silt loam and silt, 6.6-7.0, 0.0-1.0, 3.6-4.0, no irrigation.

KY1: Lexington, Ky., silt loam and silt, 6.1-6.5, 2.1-3.0, 1.6-2.0, no irrigation.

MD1: Silver Spring, Md., silt loam and silt, 6.6-7.0, 0.0-1.0, 2.6-3.0, only during severe stress.

MI1: East Lansing, Mich., sandy loam, 7.6-8.5, 1.1-2.0, 1.6-2.0, to prevent stress.

NJ1: North Brunswick, N.J., loam, 5.6-6.0, 1.1-2.0, 1.1-1.5, to prevent stress.

NJ2: North Brunswick, N.J. (low maintenance), loam, 5.6-6.0, 0.0-1.0, 1.6-2.0, no irrigation.

NJ3: Adelphia, N.J., loam, 4.6-5.5, 3.1-4.0, 1.1-1.5, to prevent stress.

OR2: Hubbard, Ore. (uniform shade), silt loam and silt, 5.6-6.0, 4.1-5.0, 2.1-2.5, to prevent dormancy.

OR9: Halsey and Hubbard combined, N/A.

PA1: University Park, Pa., silt loam and silt, 6.6-7.0,



## Fine fescues

Continued from page 22

change."

Other factors are that "only in recent years have we had extremely good varieties, and fescues aren't going to give you that bright green color we associate with North American golf," Hurdzan added. "So there is that reluctance of a lot of superintendents because they don't know how their golfers are going to respond to turf that's not bright green."

Garrett Gill, a golf course architect based in River Falls,

Wis., said fescues mix well with bluegrass, adding, "They seem to [green up] relatively well before even the blues. So they help stabilize the soil in the roughs."

"The idea is that in the winter the roughs are going to be nice and green and the Bermuda will be dormant, so you get a distinct color band. In the summer, the fairways are a nice dark green, and the fescues look tawny — a nice way to say brown," he said.

Brilman agreed with the advantages and added some of her own.

"Sheep fescues are nice for the roughs because they provide color

definition. They are very blue and the fairway grasses are green, so you can define the edges of your fairways with them," she said.

"Some of them, such as chewings and slender creepers, can be used in milder climates. They'll take a short height of cut. In England, the Pacific Northwest and New England you can use them in combination with bentgrass on the fairways. Slender creepers look beautiful in the Pacific Northwest, but in Maryland they're dead."

Waterville (Maine) Country Club superintendent Kyle Evans reported good results mixing

fescues with ryegrass in some areas and with bentgrass in others.

"It grows great in the shade, in the rough. It's tough to get bluegrass to grow up here, so I've been mixing fescues and ryes with real good success," he said.

In the bentgrass-fescue mix, Evans said he has "no diseases to speak of," is "very happy with the color" and is pleased with its wear-tolerance in high-traffic areas and playability around the greens.

Barenbrug's Peters said: "It seems golf courses are more and more thinking, 'Instead of the generic fairway, tee and green,

let's go with wildflowers, or more native species or something that suits the golf course maintenance and budget purposes.'

"Also, fine fescues are lower-growing. So, for real rough areas they're not going to end up waist-deep."

### THE LOW-MAINTENANCE PLUS

"Superintendents," said Brilman, "must keep nutrient levels down in maintaining fescue grasses. They are more susceptible to cold and damp diseases — moreso in the spring than the summer. They tend to do worse when fertilizer rates and irrigation are heavier. In more humid areas, people tend to over-manage fine fescues, and that encourages disease and insect problems.

"Fine fescues don't survive well in the transition zone and South, while tall fescues thrive in heat and humidity and are flexible regarding nitrogen and water use."

## The players in the world of fine fescues

Advanta Seeds West, Inc., 33725 Columbus St. S.E., P.O. Box 1496, Albany, OR 97321; 503-967-8923. **Circle #201**

AMPAC Seed Co., 32727 Hwy 99E, P.O. Box 257, Tangent, OR 97389; 503-928-1651. **Circle #202**

Barenbrug U.S.A., P.O. Box 159, Imbler, OR 97841; 503-963-2842. **Circle #203**

DLF/Triflorum USA Inc., P.O. Box 742, Albany, OR 97321; 503-752-1946. **Circle #204**

E.F. Burlingham & Sons, P.O. Box 217, Forest Grove, OR 97116; 503-357-2141. **Circle #205**

The Genesis Group, 60 E. South Temple, Suite 500, Salt Lake City, UT; 801-321-7500. **Circle #206**

International Seeds, Inc., P.O. Box 168, 820 1st St., Halsey, OR 97348; 503-369-2251. **Circle #207**

Jacklin Seed Co., W. 5300 Jacklin Ave., Post Falls, ID 83854; 208-773-7581. **Circle #208**

Jonathan Green & Sons, Inc., P.O. Box 326, Farmingdale, NJ 07727; 201-938-7007. **Circle #209**

KWS Seeds, 22068 Case Rd., NE, Aurora, OR 97002. **Circle #210**

LIMAGRAIN Genetics, Stationstraat 124, Postbus 2, 9679 EG Scheemda, Netherlands. **Circle #211**

Lofts, Inc., P.O. Box 146, Bound Brook, N.J. 08805; 201-356-8700. **Circle #212**

Michigan State University, East Lansing, MI 48824; 517-355-0214. **Circle #213**

Medalist America, 33731 Hwy 99E, Tangent, OR 97389; 503-926-0126. **Circle #214**

O.M. Scott & Sons Co., Marysville, OH 43041; 513-644-0011. **Circle #215**

Oregon Fine Fescue Commission, 866 Lancaster Drive, Salem, OR 97301; 503-585-1157. **Circle #216**

Olsen-Fennel Seed Co., P.O. Box 15028, Salem, OR 97309; 503-371-2940. **Circle #217**

Pennington Seed, Box 290, Madison, GA 30650; 404-342-1234. **Circle #218**

Pickseed West, Inc., P.O. Box 888, Tangent, OR 97389; 503-926-8886. **Circle #219**

Prodana Seeds A/S, P.O. Box 84, DK-5250 Odense SV, Denmark; 66170024. **Circle #220**

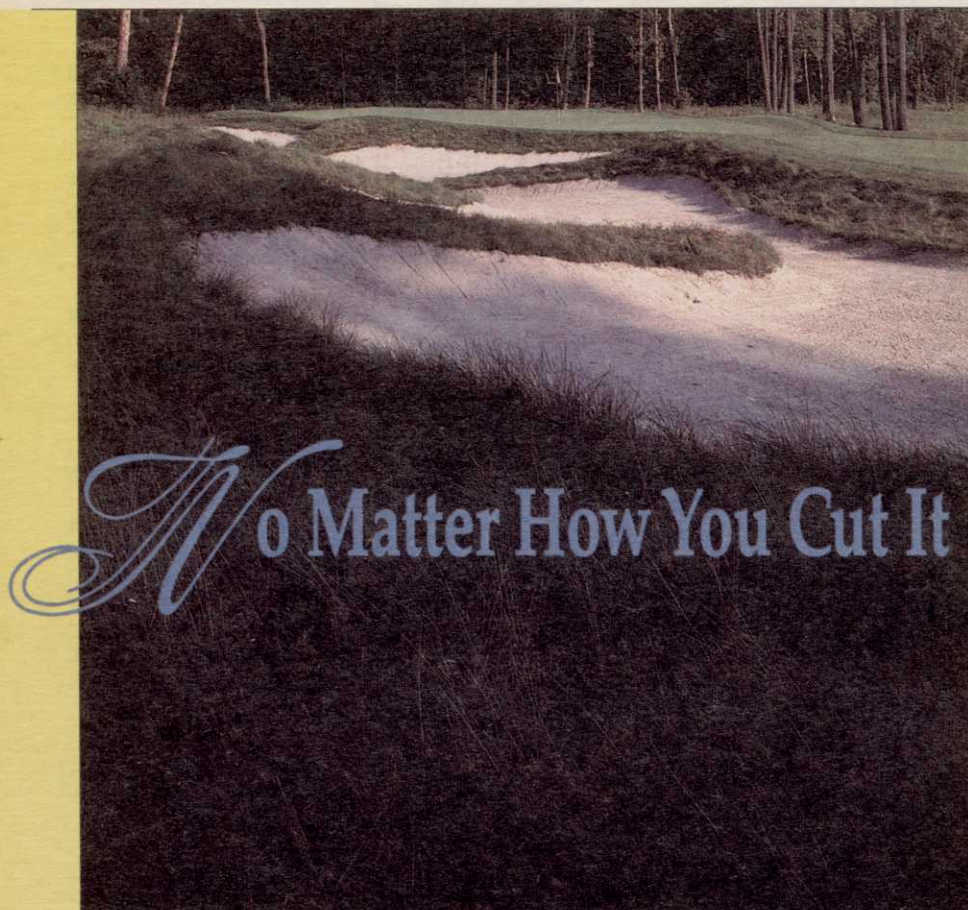
Seed Research of Oregon, Inc., 644 S.W. 13th St., Corvallis, OR 97333; 503-757-2663. **Circle #221**

Tee-2-Green Corp., P.O. Box 250, Hubbard, OR 97032; 503-981-9571. **Circle #222**

Turf Seed, Inc., P.O. Box 250, Hubbard, OR 97032; 503-981-9571. **Circle #223**

Willamette Seed Co., 220 N. Jefferson, P.O. Box 791, Albany, OR 97321; 503-491-3675. **Circle #224**

Zajac Performance Seeds, 33 Sicomac Road, North Haledon, NJ 07508; 201-423-1660. **Circle #225**



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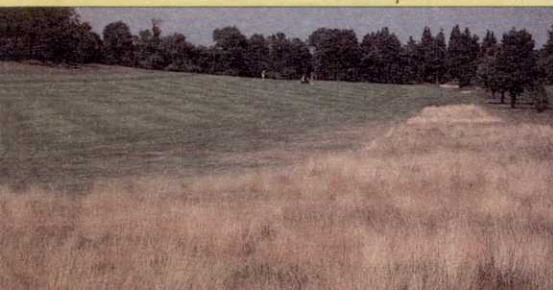
The Links at Spanish Bay, CA



The Misquamicut Club, RI



Heritage Hills C C, CA

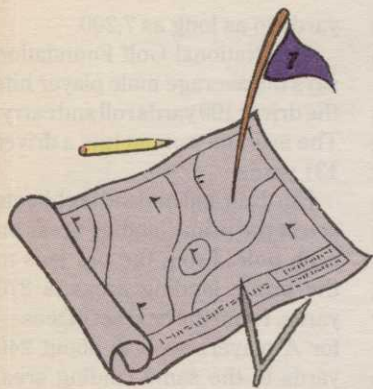


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## BRIEFS



## CANFIELD BROKERING GOLF

Jeff Canfield has opened a brokerage in Glen, N.H. for golf-related properties, primarily in Northern New England. Canfield has been in the development/brokerage business for eight years and can help arrange financing. J.A. Canfield & Co. Brokers can be reached at 603-356-6315 or by writing P.O. Box 203, Glen, N.H. 03838.

## IRWIN'S PANTHER CREEK OPENS

SPRINGFIELD, Ill. — Panther Creek Country Club, a Hale Irwin-designed course, opened May 24. Panther Creek is a 414-acre, 18-hole private golf club and residential community. The course challenges golfers with a series of strategically placed hazards. "Our focus on the greens complex, with subtle contouring of the greens and strategic placement of the hazards, will give golfers a fair challenge when judging their approach," said Irwin, who designed the track with Richard Phelps. The golf course was developed by Panther Creek Development and retained Helmkamp Construction as the general contractor.



Hale Irwin

## SAND CREEK ADDING NINE

CHESTERTON, Ind. — Sand Creek Country Club has begun work on nine new golf holes on the southeast quadrant of the more than 500-acre property. Designed by consultant Jerry Mobley and Austin, Texas golf course architect Charles Howard, the new holes incorporate the varied landscape while remaining consistent with Sand Creek's original 18, designed by Ken Killian and Dick Nugent. Howard said, "You have more terrain to work with. This land has 35 feet of elevation difference. It's a very interesting part of the design. It will be the main difference in the perspective of the golf holes."

## GLACIERS HELPED NEWCOMB DESIGN

WASHINGTON, Mich. — Receding glaciers actually formed the course 9,000 years ago, but the Glacier Club will open in early August here. William Newcomb designed the 18-hole championship track, with major help from glaciers on nine holes. The centerpiece of a golf community, The Glacier Club course winds around seven lakes and ponds and features five tees per hole, oversized greens, 70 sand bunkers and 17 grass bunkers.



The 11th hole shows a fraction of the beauty of AnnBriar Golf Course.

## AnnBriar: A daughter's field of dreams comes true near St. Lou

By MARK LESLIE

WATERLOO, Ill. — Stan the Man Musial playing the harmonica. Fourteen St. Louis Blues hockey players attending. California Angels General Manager Whitey Herzog lending support. Was this the grand opening of a public golf course or the induction ceremony at a sports hall of fame?

"It was something else," understated William Nobbe of his AnnBriar Golf Course, which opened here May 28 with the gusto of a new National Football League stadium.

Ann Nobbe, William and Nancy's daughter, who suggested building the course on the family farm before her tragic death in a car accident in 1990, wouldn't recognize the old alfalfa fields and woods.

Crews from part owner Alois Lühr's Lühr Brothers Inc. construction firm of Columbia moved 800,000 cubic yards of dirt for architect Mike Hurdzan, cutting fairways up to 10 feet into the ground and building mounds up to 25 feet high between holes.

The formerly flat fields comprise the front nine of AnnBriar, while the back nine runs through ravines, with a few holes cut through deep woods.

Hurdzan used five sets of tees on most holes, and as many as seven on others, pushing the track's yardage from 5,100 to 6,900 yards.

Ann Nobbe was "very excited about this," said Nancy. "You feel like she's looking down, smiling, and saying, 'You did a good job.'"

Nancy Nobbe said that "playing, you feel like you have the whole course to yourself. You can't see golfers on the other holes. You hear birds chirping. It's absolutely wonderful."

The course has attracted a lot of people from St. Louis and some of the bigger towns in Illinois. "They're excited about it and think it's the best thing they've seen in a long time. So we can't help but be a little pumped up," William Nobbe said.

Hurdzan sprigged zoysiagrass on the fairways. Most tees are also zoysia, except shady spots, which have ryegrass.

Continued on page 26

## THE MAKING OF A NAME



John Harbottle III

## Harbottle puts his signature on 1st course

By MARK LESLIE

SOUTH LAKE TAHOE, Nev. — John F. Harbottle III has had a hand in designing a score of golf courses from America to Brazil and Japan, but the most important of all to him is The Golf Club at Genoa Lakes.

The Genoa Lakes track opened July 4 weekend as the first "John Harbottle" design, though PGA Tour pro Peter Jacobsen collaborated on it.

The semi-private daily-fee course is "very important to me," said the 34-year-old Harbottle. "It's the foundation for my future."

"You do a lot of training with others. But when you get a chance to do a course on your own, it's worth its weight in golf to get one under your belt."

Harbottle, who has tutored under Pete Dye and is former director of golf course architecture for Perry E. Dye Design, said the Lake Genoa site was perfect for him. The developer, Jeff Dingman, acquired 225 acres, featuring more than 30 acres of wetlands and "a tremendous amount of wildlife habitat," Harbottle said.

"A portion is alfalfa fields, which

Continued on page 27

## Q &amp; A

## Cornish golf architecture's chronicler

Geoffrey Cornish, an elder statesman and chronicler of the architecture and architects of golf, has roamed the world of golf for the best part of a century — since he was hired in 1935 to evaluate soils for Capilano Golf Club in Vancouver, then under construction by famed architect Stanley Thompson. Cornish has authored 241 golf courses and co-authored the definitive book on course architecture, the critically acclaimed *The Architects of Golf*, with Ron Whitten.



Geoffrey Cornish has built nearly a score of golf courses in Maine. His new nine at Bath (Maine) Country Club will feature this dogleg on the par-5 15th hole.

GCN: You've been designing golf courses over half a century.

GC: Yes, I was off in the Army for five years [1940-45] and taught four years at the University of Massachusetts [1948-52]

GCN: And you've been teaching golf course design at Harvard University and other places for several years.

GC: Seven years at Harvard. And Bob Graves and I have been doing it for 10 years at Golf Course Superintendents Association of America meetings.

GCN: So is teaching in your blood?

GC: I enjoy doing it. It's a great way to learn with all the young people and their questions.

GCN: Have any of your students stepped

into the course design business?

GC: Oh, yes. Bill Robinson and I taught at Penn State back in 1970. I think six of that class are in the society [American Society of Golf Course Architects] today. Tom Clark, who was president last year, was in that class. We do find — particularly with the

Continued on page 28



# Multiple tees an industrywide doctrine, says Hurdzan

By MARK LESLIE

COLUMBUS, Ohio — Designing golf holes with five sets of tees soon will be standard practice, according to course architect Mike Hurdzan.

"We believe that's the current way to go. If this is already not industrywide, it is going to be," said Hurdzan, citing his latest layout, Annbriar Golf Course in Waterloo, Ill., which boasts at least five sets of tees, and in many instances six or seven.

Alice Dye, wife and co-designer with architect Pete Dye and a longtime proponent of "forward tees," was Hurdzan's "primary influence" for designing multiple tees.

"She said we need more than two sets of tees. And I said, 'She's right,'" Hurdzan said. "Then it struck me that we need more than two sets of men's tees. We need a set of pros' tees."



Mike Hurdzan

"It was common for us to have two sets of tees for men. But we only had one set for ladies, which made no sense. Likewise, it doesn't make any sense to have the pro play with the better amateur," he said.

"We're trying to set up the course so that the shot values tend to be relatively the same. Once you reach the landing area, there's

nothing you can do to equate the course. It has to be done with multiple sets of tees.

"Women who play the front tees love the golf course. With the slope ratings, all women don't have to play the same set of tees. Some play one set of tees and it doesn't affect their handicap. Another group plays another set and it doesn't affect their handicap."

Ideally, Hurdzan wants his courses to play as short as 5,000

yards to as long as 7,200.

The National Golf Foundation says the average male player hits the driver 199 yards roll and carry. The average woman hits a driver 131 yards.

Hurdzan and his lead architects select the prime landing areas on each hole. From the pro tees to the prime landing areas is 270 yards. From the next set of tees — for A players — it is about 240 yards to the same landing area. The next set of tees — for the average male golfer and professional lady golfer — is about 210 to 215 yards.

The next set — for seniors, A ladies and middle-aged juniors — is 175 yards. The forward tees are set at 140 to 150 yards for beginners, super-seniors and people with not a lot of upper-body strength.

"We design from the back tees to the green, then fit the front tees in. If you make the terrain fit for the back set, it works well for forward tees," Hurdzan said.

## AnnBriar

Continued from page 25

"We went to bluegrass-rye in the rough; tall fescues in the secondary rough; then hard fescues, chewings fescues and native grasses in accent areas, the tops of mounds, and in the out-of-play areas," Hurdzan said.

He chose fescues, he said, because "they add color and those are going to be the driest, hottest areas. Those grasses can survive better than anything else. They are environmentally sound. You don't have to worry about pesticides, water, fertilizer and mowing."

Steve Maas, who was on board for construction and grow-in of Coeur d'Alene Resort in Idaho and the Country Club at Castle Pines in Colorado, is superintendent at AnnBriar.

...

Visit AnnBriar and, depending on who's in town playing the St. Louis Cardinals, you could spot the Atlanta Braves' Tom Glavine and John Smoltz, or Turner Broadcaster Network's Don Sutton, or Herzog, a country boy who knows a number of people in the area.

"Evidently, there's something about the course in the Cardinal visitors' clubhouse," Nancy Nobbe said. "We're close to St. Louis. Five of the Atlanta Braves played here. It was fabulous."

"Some Phillies came out to play last week but it rained. Whitey Herzog and his wife were out last night..."

The future of AnnBriar bodes well, gauging from results of its seven-day advance tee time.

"Usually, a half hour or 45 minutes after we open on a Sunday morning, we've sold all the tee times for the next Sunday," William Nobbe said. "Last Monday 315 people played here. But we don't want that much play."

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## D.J. Pakkala takes on duties in Asia with CCA International's golf division

HONG KONG — D.J. Pakkala has joined CCA International Ltd. as golf development manager in the company's Hong Kong corporate headquarters.

The firm, which has no relationship to Club Corporation of America, entered the golf industry two years ago after 15 years in the city club management business.

Pakkala will provide golf management support to the growing number of golf clubs under management contract; expand the turfgrass client consulting base beyond

those currently in Japan while providing technical assistance, and assist in developing new business opportunities.

Pakkala previously worked in management with International Golf Partners (a Pebble Beach, Calif.-based development firm); as director of golf operations with the Pebble Beach Co.; and in turf management with the Vintage Club in Indian Wells, Calif., Medinah Country Club in Chicago, and Philadelphia Country Club.



The 18th hole at the John Harbottle/Peter Jacobsen-designed Genoa Lakes course.

## Harbottle has other projects lined up

Continued from page 25

gave me the freedom to add some contours. There are sand dunes down through the Carson River valley. We tried to put back what was there naturally."

He said the 5,008- to 7,263-yard layout offers "terrifically balanced holes. You never play in same direction twice in a row. All par-3s are in different directions and measure from 150 to 235 yards. The 8th hole is a classic Redan. That's my favorite.

"The 6th, 7th and 8th — 3-, 4- and 3-pars — are as fine a stretch of golf holes as I've had a chance to work on."

It will host the Nevada State Amateur Championship Aug. 17-19.

Harbottle, voted into the American Society of Golf Course Architects in 1992, said the strongest influence on his design philosophy came from Pete Dye "and a trip I made to Scotland in 1985."

His trademark, he said, will be "naturalness with a links touch. I try to challenge the expert and still allow for the average guy. I design for a variety of ways to play each hole. Holes can have heroic carries but that won't be the only route to the green. And I try to work with the land and make it work for the golf."

•••

Harbottle already has four other projects lined up, including one that's under construction in Woodland Park, Colo., outside Colorado Springs. Called Mule Creek, it will be part of a residential development and will be open to resort and daily-fee play.

He has been selected to work, along with landscape architect Lynn William Horn on a municipal course for the city of Sumner, Wash.; will add 18 holes to the city of Bremerton, Wash.'s Gold Mountain course; and will design a public track for the city of Nampa, Idaho.

He expects to begin construction this year on all three.



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## Cornish architecture's definitive historian

Continued from page 25

Harvard class — that a lot of the students work with architects. They may have already graduated from college in landscape architecture. They take the course because they have had no training in this area. The superintendents' course is to give them an idea of what problems we have and what they can do to adopt the philosophy of the architect in maintaining their courses.

**GCN:** You're a true historian in golf course design. Please trace through the trends in design to where we now stand, where the buzzword among architects is: "I'm building a golf course that will challenge the low-handicappers and be enjoyable for the high-handicappers."

**GC:** When I started with Stanley Thompson [1935] it was with Thompson, Jones and Company. That was Trent [Jones], who was a very young man and Stan's partner. There were a lot of the great names of the '20s like Thompson, [A.W.] Tillinghast and [William S.] Flynn. They each had their separate school [of thought]. All of us followed one of their schools.

Trent remained the dominant influence for one generation. Then Pete and Alice Dye went to Scotland and came back with a links style and modified it. It's a links style with a North American flair — much more elaborate than they have over on the other side of the pond. You see all those shapes there. And that's quite a bit the style now — a Pete Dye school that everybody went after.

Now that's modifying again. You say that buzzword, but it's true. People are struggling with making a course that's worthy of hosting a tournament but on the other hand is enjoyable for weekenders. It's a buzzword, but it's definitely a sound policy. And I think everybody's trying to follow it.

**GCN:** Trying to get as wide a range of players as possible to play the courses, and that makes them more financially solvent, too.

**GC:** Very much so. The odd thing is, those tough courses sell real estate. People hear some course is the toughest in the country and they all want to buy lots next to it. They have immense waiting lists.

**GCN:** Basically, what is your philosophy?

**GC:** We try to create a course that can actually be used for tournament play but on the other hand can be enjoyable for most of the people, who are out to relax. A small portion of golfers are out to excel, and we should cater to them. But I suppose 80 percent of the people who play are out there to relax. They'd like to bring their scores down but they still want to get out there in the sun and walk around. And it's entirely possible to build a golf course comfortable for those out to relax and for the best of the others.

**GCN:** How do you do that?

**GC:** One thing is the placement of tees and the various lengths of

the courses. A lot of courses done today stretch out to 7,000 yards; the shortest distance might be 4,800; and there might be three sets of tee markers in between. The placement of the bunkers has a lot to do with it, too, and the roll of the greens.

**GCN:** Superintendents say you stop in and check on your courses, and see what kind of improvements can be made. Is that because it's like a child of yours, that you gave birth to it and you want to see it grow up, or is there another reason?

**GC:** You know, I'm getting older now and I'll get to a course and find I worked with the superintendent's father, or even their grandfather. But, to answer your question, there's a fascination, to see what's happened and then to work with those superintendents. They want to know a little more about golf course design. That's why Bob Graves and I are so pleased we can give these four or five seminars a year to superintendents.

**GCN:** Do you suggest improvements to make the courses

more playable?

**GC:** Yes. A golf course can change just on its own, without a bulldozer going in. Merely the trees growing makes a major difference.

**GCN:** You design and teach and write books. What is your greatest interest?

**GC:** It's opening brand new courses. I like to redo courses. We do a tremendous number of old courses... and that is very interesting, working with many of the older clubs. We're also design consultants and work with clubs over the years. And that is very interesting. But it's much more fascinating to take a raw piece of

ground and someday see a golf course on it.

**GCN:** What course of action should a person take to become a golf course architect?

**GC:** I feel the correct academic background is landscape architecture. I suggest a person work summers for a superintendent to get that feeling. We advise people not to start out on their own, but to work for somebody else for an apprenticeship period. For a long time, unfortunately, there weren't enough of us around to accommodate all those people. But now, with designers like Nicklaus and

Continued on next page



# Many leaders have come and gone since 1964.





## Cornish

Continued from previous page

Palmer with maybe 50 or 75 on their staff, a lot of the young men and women can start with them and then get out on their own. It used to be a Catch 22 for young people, unless they accidentally hit it right.

Academically, we can't teach you how to design a golf course. The only way is to get on and work one out. But how can you do it? At one time there were just 22 [architects] offices in the country. It went up to 100 [caused by] touring pros hiring young landscape architects and

starting off so many of those young men and women.

**GCN:** So you think touring pros are qualified to design courses?

**GC:** As long as they get [hire] a graduate in landscape architecture, they definitely are. And that's what they're all doing. I think most of us in the society feel that they're actually adding another dimension to our art form. They're spotting quite a few things we never spotted.

**GCN:** Like what?

**GC:** Well, the mere fact of their wide knowledge of the game helps. They point out what a wonderful thing it is to see your ball roll on the drive, so the tee should be high

enough so you can see. I don't think Trent Jones or the rest of us noticed that. But the touring pros saw that right away.

**GCN:** You teach design laws in your classes that should not be broken. Have you ever broken any of your laws?

**GC:** Oh, sure. Every one. Bob Graves and I both emphasize, "We are giving you guidelines and they're all to be broken if necessary." The first thing you've got to recognize is that designing a golf course is an art form. An artist doesn't follow any strict path, does he? It's the same way in designing a golf course. Cypress Point is an

example. We talk about not having two par-5s in a row, or two par-3s back-to-back. Cypress Point has both, and two of the greatest par-3s in the nation.

**GCN:** When you design or renovate a course, are you going in with an eye to adding tees or bunkering?

**GC:** Yes. First of all, people were hitting the ball much further, but in the last few years that seems to have subsided. They're not hitting it much further. But touring pros could go right over the top of bunkers that we placed even in 1970, and they don't come into play at all. We had them at about

260 [yards out] and now you've got to get them out 270.

**GCN:** So when you renovate, you might put the bunkers out another 10 yards, near the landing zone but not in the landing zone.

**GC:** Yes. We try to catch people strategically, rather than punitively. There used to be the old form of penal design. You had to carry bunkers or water on each shot. But you don't this way. The bunker is placed to test you. If you accept the challenge and you're successful, you have a premium. Heroic is another kind of design, where you cut off what you want.

**GCN:** You like to give people heroic decisions?

**GC:** Everybody should have one. All the old Charles Blair Macdonald courses have heroic holes on them — like the 5th at Mid-Ocean, or 14th at Augusta National, or 16th at St. Louis Country Club, or 3rd at Yale.

**GCN:** What compelled you to write your book. Was it a feeling of history or just a desire to write.

**GC:** It was definitely a feeling of history. Stan Thompson was quite a historian, being one of the old-timers who worked with guys like Willie Park. Stan got me interested. We'd be driving along and he'd say, "See that course over there. Willie Park Jr. did that." I started keeping a list of them. I kept a list for about 40 years... We [he and Ron Whitten] made the list. Then we found we felt the history of golf architecture was extremely important, both to the playing of the game and to golf architecture.

I think that adds another dimension to the game of golf. I believe that when we wrote that book that 99 percent of the golfers in the United States didn't know that there were classic holes, like the Redan or the Alps, or the Cape or any of those that have come from Scotland. As a matter of fact, I'd go into courses and they'd have changed things. I'd say, "Gosh, you're taking the bunker out that makes the Redan." Now, with that book and other publicity Ron has given it, I think people are aware that there are classic golf holes. Another reason I wrote the book is because I feel it adds the dimension to golf that a golf architect must know a lot about the history of golf.

**GCN:** Who did you have in mind as readers?

**GC:** We had the general public in mind. We had a very fortunate thing happen... I had a terrible fight with the publisher to get that list of courses and their architects. He thought it would have the interest of a telephone directory. But that's the thing that tells all the info.

Many people, even if they're just going to play a course in Florida, like to have that book handy and consult it before they go. I've had many a wife tell me, "My husband's been out of school for 20 years and I've never seen him read a book before. But what he's looking over is the last 20 courses he played and who designed them."



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## Great advances noted at international conclave

Continued from page 1

For instance, the potential for fertilizer nitrogen and pesticides leading into drinking water supplies is real, but golf courses are not the culprits, said Cornell University's A.M. Petrovic.

"The leaching of nitrates from fertilization of turfgrasses appears not to threaten ground-water quality. Lawn fertilization was found to have only a minor impact on nitrate levels

in ground water, where other land uses like corn production and suburban activity (septic tank) resulted in nitrate levels in ground water in excess of drinking water standards," said Petrovic, of the Department of Floriculture and Ornamental Horticulture at Cornell University on Leaching: Current Status of Research:

Petrovic noted that scientists at nine universities are studying the

fate of 16 pesticides in the turfgrass environment.

Speaking on "Pesticides and Nutrients in Turfgrass Runoff," Penn State University pesticide education coordinator Scott A. Harrison said: "Both empirical evidence and documented studies indicate that runoff volumes from well-managed turfgrass stands are minimal..."

Low runoff volumes and effective attenuation of chemicals "suggest that runoff is probably not a major pathway for applied chemicals to migrate from their intended site," Harrison said.

Other speakers called for

scientists to draw from and correlate their research with that of others.

"Future research efforts and scientists working on these environmental issues will have to be much more aware of the total picture and the role turfgrass plays in the holistic scheme of human culture," declared Mike Kenna and G.L. Horst of the United States Golf Association Green Section in their presentation on "Turfgrass Water Conservation and Quality."

And L.L. Burpee of the University of Georgia declared that "researchers are not immune" to the human philosophy of rewarding innovation and invention but

ignoring adaptation and integration.

"Researchers tend to be engrossed in the search for the ultimate solution to problems through invention, rather than take what has been invented previously and make it work better," Burpee said in his talk on "Integrated Control of Turfgrass Diseases: Research and Reality." He added that in turfgrass pathology, this is exemplified by composts, biological controls and disease-resistant grasses.

Integrated control (IC) is the use of multiple pest- or disease-control strategies where one strategy has a detectable effect on another. Methods of disease control include chemical, biological, genetic, nutritional and physiological, environmental, and pathogen detection and disease forecasting.

"IC is a system that functions on commitment, education and long-term planning..." Burpee said. "Unfortunately, pathologists are not conducting the five- to seven-year research projects required to demonstrate possible interaction between the long-term effects of cultural practices and shorter-term factors such as fungicide efficacy.

"If teachers cannot provide concrete examples of the benefits of IC, the process will remain a concept that receives extended discussion but little action."

Daniel A. Potter of the University of Kentucky's Department of Entomology said the integrated control stressed by Burpee for diseases is gaining ground in insect management.

"The U.S. turfgrass industry is confronted with issues and challenges that will force fundamental changes in the way insects and other pests are managed," Potter said. "Concerns about potential health risks and environmental side-effects of pesticides are mandating that turfgrass managers reduce their reliance on conventional insecticides and make greater use of alternative tactics."

Despite limited resources and personnel devoted to integrated pest management (IPM) research, Potter said: "There has been significant progress in developing particular components of IPM for turfgrass. University and industry research on entomopathogenic nematodes, microbial insecticides, insect growth regulators and host plant resistance may soon provide effective alternatives to conventional insecticides for some pests.

"Progress has been slower in other key areas such as sampling and risk assessment, biological and cultural control, consumer and industry education, and privatization of IPM."

Dr. James Watson, president of the international conference, termed it "very successful."

He said that new technology in genes, genetic transfer, tissue culture and other several areas show "great potential."

The first fruits of this work, he said, have been "the tremendous number of new [turfgrass] cultivars released in the last five or six years."



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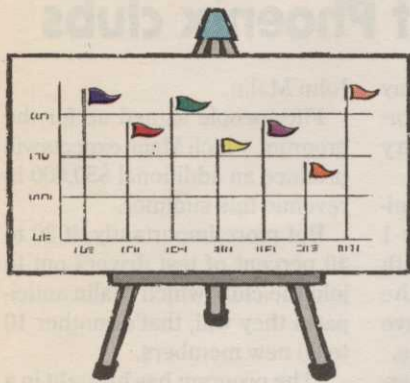
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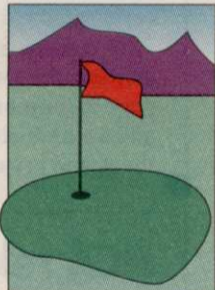
Club Corporation of America recently added four country clubs to its roster of more than 200 national and international clubs. CCA acquired Monarch Country Club in Stuart, Fla., and Falcon Point Country Club in Houston. CCA will manage member-owned Cliffside Country Club in Simsbury, Conn., and Braeburn Country Club in Houston.

RTC SELLS RIVERS EDGE

SUN CITY CENTER, Fla. — Florida Design Communities was scheduled in mid-July to purchase Rivers Edge Yacht & Country Club in Fort Myers from the Resolution Trust Corp. River's edge is a 547-acre gated community with an 18-hole golf course. Improvements are planned to the par-72 layout. This latest acquisition brings the number of golf holes operated by FDC to 171, making it one of the largest golf companies in the Southeast.

IBS TEAMS WITH GOLF ENTERPRISES

Integrated Business Systems of Richmond, Va., has signed a contract with Santa Monica, Calif.-based Golf Enterprises to develop, install and maintain a financial management system for all 25 of its courses and corporate headquarters. All Golf Enterprises facilities should be automated by spring 1994. Jay Livingood has joined IBS as director of marketing. Livingood was previously VP of Forecast Golf Marketing.

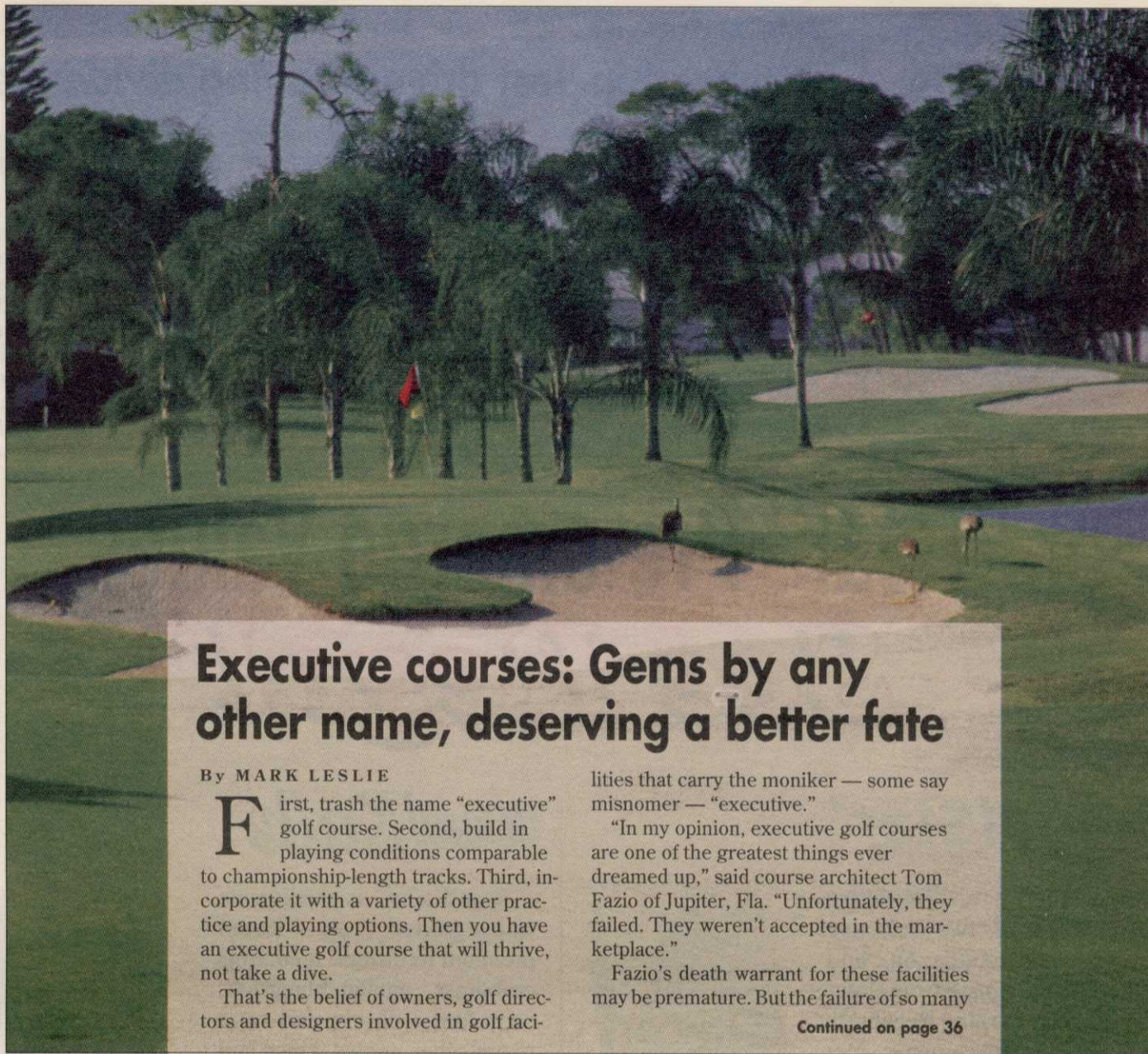


AGC ACCEPTS UNIVERSAL GOLF TICKET

American Golf Corp. recently opted to accept the Universal Golf Ticket at 100 of its facilities, bringing the number of participating courses in the corporate premium program to 500. The Universal Golf Ticket is used as a gift enabling the recipient to exchange it for one round of golf at a participating facility. Corporate Sports Incentives of Merrimack, N.H., operates the program.

CONTINENTAL BUYS BROKEN WOODS

Continental Golf Corp. of Minneapolis has purchased Broken Woods Golf Club in Coral Springs, Fla. Textron Financial Corp. provided funding for the acquisition of the suburban Ft. Lauderdale facility. Continental Golf also operates Wedgewood Golf Club in St. Paul, Minn., and Big Creek Golf Club in Memphis, Tenn.



No. 13 at Tom Fazio's River Bend Golf Club in Tequesta, Fla. /Jan Bejhan photo

Executive courses: Gems by any other name, deserving a better fate

By MARK LESLIE

First, trash the name "executive" golf course. Second, build in playing conditions comparable to championship-length tracks. Third, incorporate it with a variety of other practice and playing options. Then you have an executive golf course that will thrive, not take a dive.

That's the belief of owners, golf directors and designers involved in golf fac-

ilities that carry the moniker — some say misnomer — "executive."

"In my opinion, executive golf courses are one of the greatest things ever dreamed up," said course architect Tom Fazio of Jupiter, Fla. "Unfortunately, they failed. They weren't accepted in the marketplace."

Fazio's death warrant for these facilities may be premature. But the failure of so many

Continued on page 36

Casper's cure: Don't confuse golf 'the game' with golf 'the business'

By PETER BLAIS

"We run golf facilities like the businesses they truly are."

That simple philosophy, espoused by Marketing Director Rich Katz, is the cornerstone of Billy Casper Golf Management.

Too often golf *the game* is confused with golf *the business*. And the result, according to Katz, is potentially profitable ventures teetering on the brink of financial ruin.

"We take a business-like approach to a club's situation and strike a balance between the bottom line and member services," Katz said.

Founded in 1989, BCGM is a full-service company that can provide complete operation and marketing activities to all types of golf facilities. The Vienna, Va.-based firm specializes in devising and implementing workshops for clubs experiencing financial difficulties.

BCGM has been in the news lately for developing derived investment values of former Landmark Land Co. golf properties the Resolution Trust Corp. auctioned off



Billy Casper

last month in Dallas. Even with the greater-than-expected interest in the auction, the properties sold within 10 percent of Casper's figures.

"It was comforting for us to see that our valuations were consistent with what investors thought the properties were worth," said Vice President of Operations William Ochsenhirt III, who was heavily involved in the property valuations.

Casper has also made news for recent membership solicitations (adding 30 members in 30 days at Swan Point Yacht & Country Club in Issue, Md.) and successful conversions from daily-fee to semi-private courses (selling 45 memberships at former daily-fee Goose Creek Golf Club in Leesburg, Va. in just two

months). "The key [with any daily-fee to semi-private conversion] is striking a nice balance between outing, member and public play. For some clubs, that's a real problem," Katz said.

In addition to Swan Point and Goose Creek, BCGM is involved in Cedar Crest Country Club in Centerville, Va.; Cranbury (N.J.) Golf Club; Holly Hills Country Club in Frederick, Md.; Kiln Creek Golf & Country Club in Newport News, Va.; Stoneleigh Golf Club in Round Hill, Va.; Loch Ledge Golf Club in Yorktown Heights, N.Y.; WestWinds Country Club in Frederick,

Continued on page 36

Public Golf '93 set for Nov. 14-16 at Wild Dunes

YARMOUTH, Maine — *Golf Course News* has announced dates and location for "Public Golf '93." Sponsored by *Golf Course News*, the program will be held Nov. 14-16, at the Wild Dunes Resort in Charleston, S.C.

This year's conference will also mark the inaugural Editor's Tourney, a golf tournament to be played Sunday morning on the Links Course at Wild Dunes. The dramatic seaside layout was designed by Tom Fazio and is routinely rated among the top 100 courses in the nation.

"Managers of public golf courses need to continue to learn and apply powerful results-oriented business tools to run their operations" said Hal Phillips, *Golf Course News* editor and program chair.

"Last year's conference received rave reviews — and met a real need in the golf course industry."

The national two-day conference is designed for course managers, owners, operators, and

Continued on page 33





## Marketing Idea of the Month

## Membership 'test drives' paying dividends at Phoenix clubs

By PETER BLAIS

PHOENIX—You can test drive a \$12,500 car? Why not a \$12,500 golf course membership?

That was the logic behind Ahwatukee Country Club's innovative new marketing program organizers hope will help fill some of the 100 vacant spots on its membership roster.

For \$175 a month — the same monthly dues as a regular family membership — potential mem-

bers can enjoy *all* the privileges of full membership, *without paying a \$12,500 initiation fee* (The price is \$125 at executive-length sister club The Lakes at Ahwatukee).

"Prior to purchasing a new car, a test drive is essential," said Sid White, general manager of Ahwatukee Golf Course Limited Partnership, which bought the course last fall.

"Even before buying new golf clubs, trying them out first is im-

portant. So why should it be any different when making the important decision to join a country club?"

The offer is available for a minimum three months from May 1 through Sept. 30, a five-month period during which half the club's 350 regular members leave the state for Northern climates.

"It's a pretty transient membership, so we had the space available," said Marketing Director

John Malin.

Fifty people signed up for the program, which Malin expects will produce an additional \$50,000 in revenue this summer.

But more importantly, if 30 to 40 percent of test drivers opt to join the club, which Malin anticipates they will, that's another 10 to 20 new members.

"The program has brought in a lot of people who have toyed with the idea of joining a club for the first time or haven't been a member of a club for years, but didn't want to plop down \$12,000 without at least seeing how things work," Malin said.

Ahwatukee is coupling the test drive program with a second promotion, a grand prize drawing for an all-expense paid trip to the 1994 U.S. Open at Oakmont (Pa.) Country Club.

Through the first two months, members responded with 100 referrals for new members. Malin said 30 to 40 are "on the edge of becoming full members."

The trip includes round-trip airfare for two, five nights lodging, rental car, two U.S. Open weekly badges and spending money.

Current members earn chances at the drawing for each new member they recruit. New members are also entered upon joining.

The program runs through May 10, 1994, and includes monthly winners of such prizes as a set of Ping golf clubs, Phoenix Cardinals season tickets, pro shop gift certificates and free monthly dues.

The first month's winner, Edwina Dennis, won a logoed luggage bag, a month's worth of dues and accumulated six chances for the grand prize drawing.

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CIRCLE #122

### NCA releases new publication

The *Model Membership Admission Process* — the first of a new, two-part National Club Association publication — is scheduled for release this summer. Part two will be released next year.

Designed to assist club officials in assessing their own admission procedures, it includes guidelines for sponsorship, procedures for extending an invitation to membership, and waiting list options.

Intended to be a summary of practical solutions and guidelines, the material is derived from a mixture of legal precedents, previous lessons and practices learned by NCA clubs, and common sense and expertise of leading club officials and legal experts.

Part two will focus on various membership categories and special membership problems, such as divorce, joint memberships and corporate and corporate-sponsored memberships.

Additional copies will be available to members for \$15.



## Don Rossi Scholarship awarded

Ferris State University student Michael Neil recently received the National Golf Course Owners Association's Don Rossi Scholarship, designed to aid students in the field of sports administration.

Neil, who is from Eugene, Ore., is a junior in the Big Rapids, Mich. school's Professional Golf Management Program. An honor student, Neil has served an internship at Portland's Waverly Country Club and is

working as an assistant pro this summer at Sunset Ridge Country Club in Northbrook, Ill.

Neil plans to spend an internship at a resort "so that I may determine which type of golf facility will make the best use of my personality and knowledge of the golf business."

Last year's recipient was Bill Anderson, who now serves as assistant executive director of the Florida State Golf Association.

## Privatization backfires in Corpus Christi

By MARK SMART

CORPUS CHRISTI, Texas—A broken contract for private management of the city golf courses here has left the former municipal course workers and the new private employees in limbo.

In the transition stage to privatization, from October to December 1992, 14 of the 16 municipal employees were absorbed into other city departments with a promise that they could return to golf jobs within a year if the privatization contract fell apart.

The new workers recruited by the private management company, Phoenix Group Holdings, Inc., were employed by the city in a contract labor status while the city awaited required performance bonds totaling \$4.1 million. After three extended deadlines, the contract was terminated in February, and the city continued with the new golf course workers, eventually hiring them as temporary employees.

According to Parks and Recreation Director Malcom Mathews,

the temporary workers are expected to become permanent. "We're not short of employees who want to work at the golf courses," he said.

The employment fiasco did not affect the course superintendent, however, as the position had been vacant until recently filled.

Corpus Christi opted to privatize its two courses in order to achieve the privately financed building of a third municipal course. According to Mathews, the city plans to offer private management of only a newly built course in any future negotiations.

## Continental offers clubs wind and hail coverage

NEW YORK—Continental Insurance has expanded its ClubCover program for public and private golf clubs to include wind and hail coverage.

"Wind and hail storms can cause tremendous damage to a golf course facility—both to buildings and storm-sensitive greens," noted Carl Meier, vice president of commercial lines underwriting.

"Our goal in developing this new optional coverage is to protect clubs against potentially devastating losses in terms of rebuilding costs and loss of club income."

ClubCover is a broad-based package of property and liability protection available to public and private golf courses.

## Public Golf '93 at Wild Dunes, Nov. 14-16

Continued from page 31

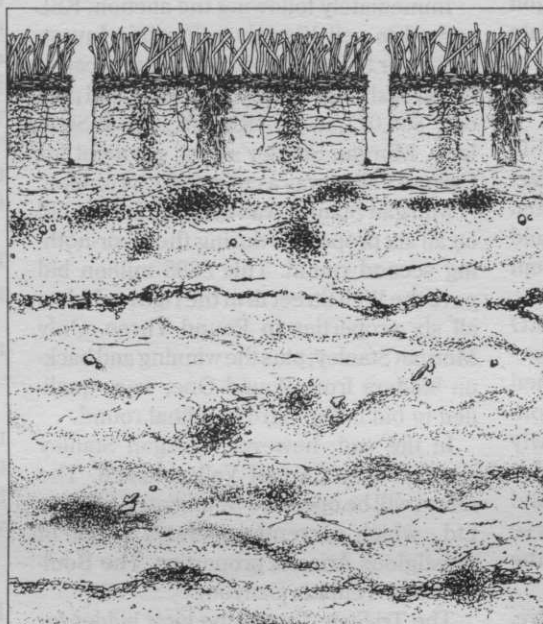
developers of public golf facilities—including daily-fee, resort and municipal courses.

"The program will provide a comprehensive look at the critical issues in management and marketing of public golf courses," Phillips said.

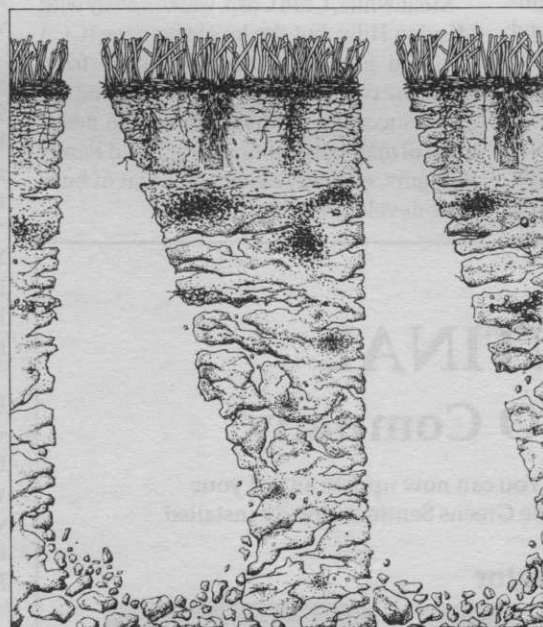
Topics include Trends in Public Golf; Management Strategies; Saving Money on Maintenance; Positioning the Golf Course for Added Value; Public Relations Strategies; and Marketing, Advertising, and Promotion on a Shoestring.

Several sessions will offer practical tips on improving the profitability of golf course profit centers, including improving margins on food and beverage, pro shop operations, cart rental, practice facilities, instruction, greens fees, and tournaments.

For more information on "Public Golf '93," contact the *Golf Course News* conference group at 207-846-0600.



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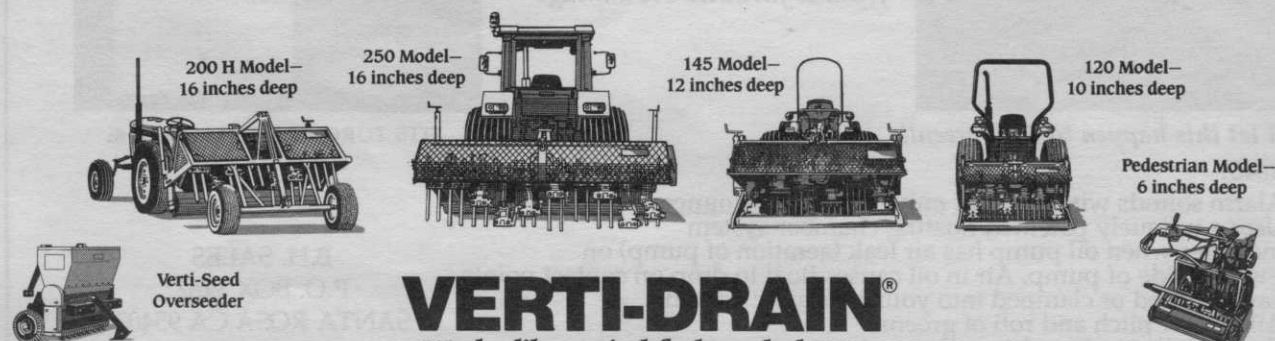
Some people believe the myth that all aeration is beneficial. But they're wrong. You've got to match the aeration technique with the soil profile. For instance, often vertical aerating equipment cuts the roots and undermines results. Other equipment makes holes too small to allow fertilizer and nutrients through or to remain open. Some devices fail to crack the core sidewalls and don't allow water to drain properly. Many turf professionals have found that aerating or punching too close to the surface can create a new subsurface hard pan.

It is sometimes better to pull cores as opposed to solid tining. To be sure, the knowledgeable turf professional recognizes that selecting the appropriate aeration technique is a complex decision involving many factors. Fine textured soils, high sand-based soils, high silt and clay content soils all require special considerations regarding deep cultivation.

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CIRCLE #123



## Landmark auction

Continued from page 1

Mirage, Calif.; Morgan Stanley subsidiary Resorts Ltd. acquired Carmel Valley Ranch in St. Lucia Mountains, Calif. for \$20 million; the Tri-State Group Inc. of Wheeling, W.Va. purchased Palm Beach Polo and Country Club for \$27.1 million; and Virginia Investments Trust paid \$45.1 million for South Carolina's Kiawah Island Resort, which did not include Pete Dye's Ocean Course (see related story page 35).

All told, \$395.4 million was forked over to the federal Resolution Trust Corp. (RTC), the federal government's savings and loan bailout agency which has operated the six properties since Judge Falcon Hawkins rejected Landmark's restructuring proposal in September 1992.

"This has been a superb day for the American taxpayer," said Lamar Kelly Jr., vice chairman of the RTC. "We got 111 percent of the assessed market value. We still have to go back to [federal] bankruptcy court and get their consent, but we don't anticipate any problems at all. The judge should be pleased with the prices, as we were... However, the government took a \$300 million loss on the sale of these properties, which gives you some idea of the excess involved with development of these golf courses during the 1980s."

While the total sale in Dallas exceeded \$395 million, the approximate book value of these six properties was \$708 million.

In January 1991, Gerald Barton — former chairman of Landmark — nearly sold the resort development properties to the Japanese Dai-Ichi Corp. for \$739 million, with Oak Tree Savings Bank — the Landmark-operated saving and loan — providing most of the financing. However, the federal Office of Thrift Supervision nixed the deal. Barton then took Landmark into Chapter 11, never to emerge.

Following the Dallas auction, Kelly was asked about the Dai-Ichi deal in retrospect. He called it "a joke. I can tell you that from day one, that was not a stand-up deal. It was never a stand-up deal. It had less than one percent chance of success."

•••

## Registered bidders in Dallas, July 14

Aerie Hotels and Resorts  
Amerippon Inc.  
Austin Golf Inc.  
Banning-Lewis Ranch Corp.  
The Beach Co.  
Blixeth Investors Inc.  
Club Corporation of America  
Delaware North Companies Inc.  
International Land Resort Associates  
Kiawah Investments Inc.  
Kiawah Resort Associates L.P.  
Kiawah Resort Associates, L.P./Resorts Limited  
Partnership II  
KSL Recreation Corp.  
Mission Hills Equity Country Club Inc.  
Morgan Stanley Real Estate Fund L.P./Resorts Ltd.

Partnership II  
Morgan Stanley Real Estate Fund L.P.  
Palm Beach Polo & Country Club Acquisition Corp.  
Pegasus Holding Corp.  
Petrus Securities L.P.  
PGA West Acquisition Corp.  
Quail Lodge Inc.  
Resorts Ltd. Partnership II  
SVP Investment Managers L.P.  
Transoccidental DRD Fund  
Tri-State Asphalt Corp.  
Virginia Investments Trusts  
Whitehall Real Estate L.P. III/Resorts Ltd. Partnership II  
Whitehall Street Real Estate L.P. III  
Whitehall Street Real Estate LP III/Resorts Limited  
Partnership II/Morgan Stanley Real Estate Fund L.P.

The Bastille Day festivities in Dallas provided plenty of drama, as hordes of industry wheels, phones pressed to their ears, scrambled for position in the largest golf course auction in history. Four separate companies walked away with some of America's most prestigious golf courses and destination resorts.

However, the star was clearly KSL, headed by its youthful chairman Michael Shannon. "We're excited to be associated with these fine golfing properties," he told the press. "And we intend to retain current management at both resorts."

Shannon, who since 1985 had been CEO of Vail Associates, a real estate management firm, explained that KSL was formed one year ago with financial backing from KKR. Shannon will oversee the newly formed KSL Landmark, which includes newly-purchased PGA West, La Quinta and the 10 Florida and Mid-Atlantic golf course properties that had been managed by the Fairway Group.

While it was not the most expensive, Kiawah Island proved the most elusive prize in Dallas. Virginia Investment Trusts (VIT) — owners of AMF sporting goods, which includes Hogan Golf — outbid the field during the auction's first round. In the third and final round, KSL bumped the bid to \$45.1 million. Then the deal-making began.

Apparently secure that KSL would sell Kiawah at a fair price, Virginia Investments chose to pass on its final opportunity to bid — thus ending the auction and frustrating

the bid of Morgan Stanley, which has existing real estate interests on the South Carolina island.

Immediately following the auction, KSL agreed to sell Kiawah to Virginia Investments for \$45.1 million. However, because it paid cash, VIT earned a discount and paid only \$39,011,500 for Kiawah Island. Similarly, Morgan Stanley's cash payment for Carmel Valley was a cut-rate \$17.3 million.

Morgan Stanley was the only firm to bid on all six properties during the all-or-nothing second round. This \$395 million bid gave the Wall Street firm the right to bid on all six properties in Round Three. Only Morgan Stanley, plus the winning and backup bidders from Round One, were qualified to bid in the third and final round.

In the end, however, Morgan Stanley secured only Carmel Valley Ranch. The resort will be operated by affiliated Resorts Ltd., which currently operates a pair of prestigious Arizona properties, The Boulders and Ventana Canyon.

The Tri-State Group, the high bidder for Palm Beach Polo, is associated with Tri-State Asphalt Corp. which has interests in mining, manufacturing, construction and real estate.

Meanwhile, Club Corp. walked away with Mission Hills, but the local favorites (CCA is based in Dallas) may be heard from down the road. "We will actively pursue the other successful bidders about the possibility of managing their assets," said Randy Williams, executive vice president of business development at CCA.

## Scenes from Dallas

Continued from page 10

bidders."

"They certainly did," answered KSL Chairman Michael Shannon, whose company shelled out \$276.4 million for PGA West and La Quinta.

•••

The 35-year-old Shannon — who looks not a day over 22 — proved a quick-witted handler of the media horde. One reporter pressed him on the deal-making between KSL and Virginia Investment Trusts (VIT), both of whom were gunning for Kiawah Island.

VIT had displayed a stubborn resolve in going after Kiawah, beating back several parties in the first round with a bid of \$45 million. However, when KSL bumped the bid to \$45.1 million in the third round, both parties feverishly sent envoys to each others tables. After the huddling was finishing, VIT passed — thus awarding the property to KSL.

But a deal had been made: KSL agreed to "assign ownership" of Kiawah to VIT for \$45.1 million.

Shannon was asked if he and VIT had become good friends during the bidding process.

"We became *very* good friends during the bidding process," he quipped.

•••

In order for the PGA West bid to go through, both the PGA of America and the PGA Tour must approve the sale. Shannon said he was "confident" he would receive both blessings.

•••

The scene inside the Fairmont Hotel's Regency Ballroom almost defies description. Phones surgically attached to ears, calculators pounded into submission, and grown men in expensive suits running from table to table, cutting deals as they went.

While perhaps 75 people took part in the auction, more than 200 looked on from behind the velours rope strung between chrome stanchions, oohing and aahing as bidders raised the fiscal thresholds. And nothing drew a bigger "ooh" than the vaunted slam dunk bid: When a party, perhaps tired of small incremental one-upsmanship, simply bumps the bid by several million — usually to a round, workable number.

While many faces were familiar, all bidders went incognito until the auction was finished. Rumors flew as to who was bidding on what; who was cutting deals with whom; and when Ross Perot Jr. would get into the fray (he came up empty after pursuing Palm Beach Polo for a while).

The day's proceedings were tense and frenetic but always well organized, for which most lavished praise on the oft-maligned RTC. Everything went smoothly.

"I love stuff like this," said Randy Williams, Club Corp.'s executive vice president of business development. "I love to see millions of dollars returned to the taxpayers. My hat's off to the RTC. They did an excellent job."

•••

However, Kelly made a point of sidestepping any praise, instead heaping it on ailing RTC Chairman Charles Bates, who suffered a heart attack only a month earlier and couldn't attend the auction. Kelly called Bates the "architect of this auction." In Bates' honor, hundreds signed an oversized get well card placed at the rear of the ballroom.

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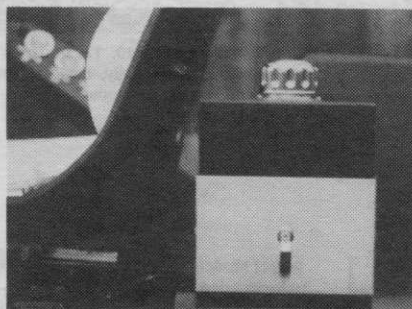
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## Ocean Course off the block

WASHINGTON, D.C. — Wondering why the Ocean Course at Kiawah Island was not part of the July 14 Landmark proceedings in Dallas? Well, there is an explanation:

Two weeks prior to the Dallas auction, Resolution Trust Corp. officials informed the bankruptcy court that the Ocean Course portion of Kiawah Island Resort would be withdrawn from the July 14 auction of Landmark properties.

The RTC had originally planned to include the Ocean Course in the auction, but environmental groups expressed an interest in the property, which has been identified as "environmentally significant" in accordance with provisions of the Coastal Barrier Improvement Act.

These environmental groups have been granted an exclusive 90-day bidding period and an additional 90 days to negotiate a sale for properties offered under the act. The clock on this specially-arranged bidding period started ticking June 29 — the day the decision to remove Kiawah was issued.

If a sale to one of these environmental groups cannot be arranged, the property will be made available to investors at a later date.

## Practice Facility

Continued from page 3

-acre bentgrass practice area; and a structure with audio-visual rooms and auditorium that seats 100 for classes during inclement weather.

"There will be minority, senior and ladies programs," he added. "We have 25 stations with a shelter and a short-game area behind that. We'll have a people-mover to take 11 out at a time. It will also have a state-of-the-art washing and dispensing unit that can handle 28,000 balls an hour and will hold 92,000 golf balls — the world's largest golf ball washer-dispenser."

### CLUBSERV TAPS EX-FAIRWAYS VP

ClubServ recently named Joseph Zaleski senior vice president. Zaleski has served as vice president of operations for the Fairways Group (formerly U.S. Golf Properties) and president of Fore Golf Inc.

Bethesda, Md.-based ClubServ is a club management and consulting firm specializing in turnkey management and operation services.

GOLF COURSE NEWS

# Troubled Fairways Group enters partnership with KSL

VAIL, Colo. — KSL Recreation, an investment partner of Kohlberg Kravis Roberts & Co., has formed a partnership with The Fairways Group of Manassas, Va., to operate 11 golf courses in Virginia, Maryland, Pennsylvania, North Carolina and Florida.

The Fairways Group was founded in 1978 by Charles Staples, who will remain as CEO and President. He will be responsible for acquiring other East Coast golf properties.

"We believe there are numer-

ous opportunities to expand our operations through select acquisitions of quality golf facilities," Staples said. "With KSL's financial backing, we believe we will have up to \$100 million to enable us to capitalize on the many

growth opportunities in the golf industry."

KSL Recreation President Michael Shannon added: "We hope The Fairways Group will be the first of several investments in the golf industry, and we are actively looking for similar opportunities in the Midwest and West. We are also exploring other facets of the golf industry, including destination golf resorts."

Properties included in the partnership are Montclair (Va.) Country Club; Patuxent Greens Coun-

try Club in Laurel, Md.; Country-side Golf Club in Roanoke, Va.; Monroe Valley Golf Club in Jonestown, Pa.; Shalimar (Fla.) Pointe Golf & Country Club; Tiger Point Golf & Country Club in Gulf Breeze, Fla.

Northgreen Country Club in Rocky Mount, N.C.; Broad Bay Country Club in Virginia Beach, Va.; Marlboro Country Club in Upper Marlboro, Md.; Scenic Hills Country Club in Pensacola, Fla.; and Prince William Golf Club in Nokesville, Va.

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CIRCLE #127



## The underestimation of executives

Continued from page 31

has raised concern.

"Developers built them for the wrong reasons. They wanted to get by with building some kind of golf form, and they didn't build in quality. They cut corners," Fazio said.

"The ones that have failed were glorified par-3s," declared designer Mike Hurdzan of Columbus, Ohio. "They were done out of ignorance. People tried to build holes that were only 300 yards long and they didn't take the time or money to build them correctly. To build one correctly, it's not a great deal less expensive than a full-sized golf course. The only thing you're leaving out is length of fairways. And that only accounts for \$3,000 or \$4,000 per acre in construction costs. By leaving out 50 to 75 acres of fairways you're only spending \$200,000 to \$300,000 under what a full-sized golf course would cost."

Hurdzan also pointed to poor design and location as major reasons for failure of executive courses.

"One would fail if it is not close enough to its primary market: Seniors, women, juniors and families," he said. "They aren't going to drive very far... It's probably got to be a 15- to 20-minute drive away from your

Editor's note: The National Golf Foundation defines an executive course as "a shorter or compact version of the regulation-length course, with a total length of 4,000 to 5,200 yards ... and a par rating of 58 to 66." A regulation course is longer than 5,200 yards and a par-3 track measures under 4,000 yards. There are approximately 830 executive courses in the United States.

demographic market and kids have to be able to ride their bikes to them.

"Courses that close will be wildly successful."

The operator of one of the most prosperous executive tracks in the world, Sandpiper Golf Course at Innisbrook Resort in Tarpon Springs, Fla., put his finger on his reasons for success and failure.

"If there are failures, one of the reasons is that they call them 'executive' courses," said Brent Wadsworth. "Think about the name. Is it something you would like to play on? It has the connotation of being short-yardage. Give it another name."

Wadsworth, who also owns Wadsworth Golf Construction Co., added that executive courses fail if they don't have a full range of playing conditions and if they stand alone.

"We found that, along with a shorter course, there should be two other facilities. One is an extensive driving range and practice putting area. The other is a regulation-length course.

Dennis Lyon, former president of the Golf Course Superintendents Association of America and manager of golf for Aurora, Colo.'s four municipal courses, said his executive track fills a niche and gets a lot of play from beginning golfers, juniors and seniors. He said it gives a balance to the city's courses, which include a par-3, a standard municipal 18-hole facility and a championship 18.

"Give the course another name [than 'executive'], build an upgraded facility in terms of aesthetics and the elements that go into a contemporary course, add a driving range and practice putting area, and you can have just as good a facility as a championship course for inviting play," Wadsworth said. He added that his 27-hole Sandpiper plays as many rounds as his two highly rated championship layouts; and all three were designed by Larry Packard.

"No question [executive courses] have a position," Wadsworth said. "Not everybody wants to play a 6,500- or 7,000-yard golf course. And given all the other elements, we've found the average player and possibly senior player gravitate to that type of facility."

"The hardest golf courses in the city of Columbus to get a tee time on are executive golf courses..." Hurdzan said. "The pluses are enormous. First, you can build on 75 to 100 acres. Second, it appeals to a wider demographic audience. And they do well in resorts because a person can play in three or four hours, then go to the beach or mountains or whatever."

Hurdzan equated executive courses to the intermediate slopes in ski areas. "It's a great next step up" from the practice range and par-3 track, he said.

"One of my favorite courses I've ever done is an executive in Tequesta, Fla., called River Bend," said Fazio. "I'd have no problems taking any future client to that project and showing that as representative of my work... It is absolutely sensational golf."

## Casper Golf Management sticks to the business of golf

Continued from page 31

Md.; St. Lucie West in Port St. Lucie, Fla.; and Sully National Driving Range & Family Fun Center in Sterling, Va.

BCGM relies on an experienced executive staff with diverse business backgrounds.

Chief Executive Officer Peter Hill and President Robert Morris founded BCGM in 1989.

Hill, who directs day-to-day operations, has 18 years in golf management and financial service industries. Morris has two decades of sports marketing experience and built the golf division of Pro Serve, which represented such stars as basketball's Michael Jordan, baseball's Dave Winfield, tennis' Jimmy Connors as well as golfers Payne Stewart and Raymond Floyd.

Other key personnel include Senior Vice President of Operations F. Thomas Martty, a 25-year veteran of the golf business and recognized specialist in conducting successful membership solicitations; Ochsenschirt, a certified public accountant who formerly managed large real estate portfolios for Mason International Inc. and now oversees general financial operations of Casper-owned and managed firms; Regional Golf Operations Manager Alan Thomas, former director of acquisitions and capital projects for The Fairways Group before taking over daily operations of all BCGM golf properties; and Katz, a sports event marketing expert who manages BCGM club marketing and promotional activities.

On-site personnel are trained and directly managed by the executive team, whose members conduct regular site visits. Club members and owners are kept informed of activities and programs BCGM recommends undertaking.

Casper, the winner of more than 60 professional tournaments, is busy playing 30 to 35 weeks a year on the Senior PGA Tour.

"He's not actively involved in daily operations," Hill said. "We keep him apprised of what's happening and the direction the company is moving. He's primarily involved in a promoting and marketing role."

BCGM plans to continue growing, although no numerical goals have been set.

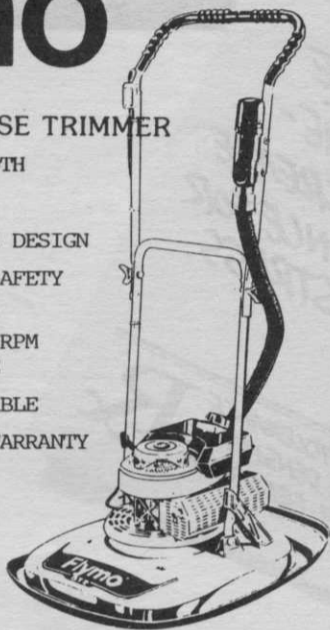
"If we do a good job, we'll get new projects by referral," Hill said.

As for the future, Hill sees the company becoming increasingly involved with the Wall Street investment and real estate firms who are playing a bigger and bigger role in the golf industry; joint venture partnerships; discreet membership assistance to private clubs; and practice facility development and management.

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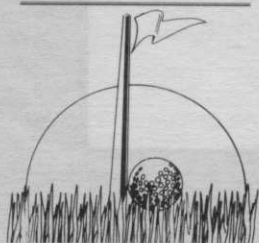
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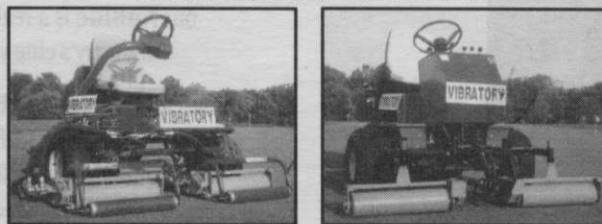


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CIRCLE #125

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With TRUE-SURFACE™, you can provide players with firm & fast putting surfaces, reduce the need for double cutting to attain green speed, & in many cases, reduce mowing frequency.

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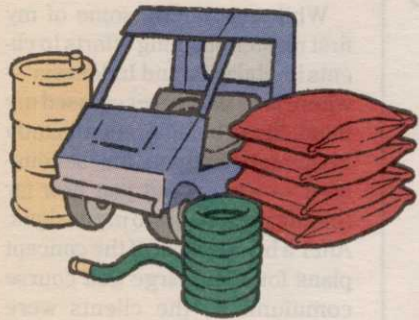


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CIRCLE #126



BRIEFS



**KELLOGG PROMOTED AT GARICK**

CLEVELAND, Ohio — Cassandra Kellogg, formerly the administrative assistant at The Garick Corp. and Landscaper's Wholesale, has been promoted to customer response manager. Her duties will entail managing the customer service department and assisting inside sales for both Garick and the two Landscaper's Wholesale stores.

**MCCALLUM NEW REP FOR HARDISHAKE**

FONTANA, Calif. — Todd McCallum has been named sales representative for the Hardishake line of fiber cement roofing materials manufactured by James Hardie Building Products, based here. McCallum is now responsible for sales and service of Hardishake roofing in Orange, Riverside and San Bernadino counties.



Todd McCallum

**CHANGE OF SCENE FOR E.P. AERATION**

GROVER BEACH, Calif. — E.P. Aeration has changed locations. The new address is: E.P. Aeration, 946 Griffin Ave., Grover Beach, Calif., 93433.

**RASHID JOINS HYUNDAI IN CALIF.**

SANTA ANA, Calif. — Hyundai Golf Cars, U.S.A. has appointed Ed Rashid regional sales manager for its Southern California branch. Rashid will develop new industry contacts, supervise and expand Hyundai's sales and service in the region. Rashid comes to Hyundai after spending 10 years in the business with E-Z-GO. He also worked in the western region with Cushman and Western Golf Car Company.



Ed Rashid

**SIX ADDED TO RISE RANKS**

WASHINGTON, D.C. — Six more firms have joined RISE (Responsible Industry for a Sound Environment), the non-profit trade association representing the specialty pesticides industry. The new members are Forshaw Distribution, Inc.; Penagro, Inc.; Pest Control Operators of California, Inc.; Pro-Lawn Products, Inc.; Stephenson Chemical Company, Inc.; and Superior-Angran, Inc. These additions bring the RISE total membership to 95, including 18 manufacturers, 17 formulators, 26 distributors and 34 associated (non-voting) members.

**Commentary**

**Coping with 'fung shui' and goats on the way out**

By RICK ROBBINS

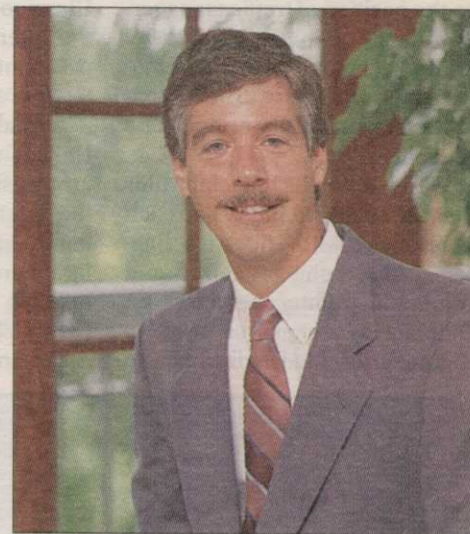
After reading this title, the readers must be wondering: "Who is writing this and what is he talking about?"

The answer to the first part is easy. I am a golf course architect and land planner. I have been in the business for the past 20 years, but I still have to keep my American Express card handy for anyone to recognize me. As for what I am talking about, that is a little more complicated.

Having been in the golf course business for as long as I have — working with such designers as Robert von Hagge and Jack Nicklaus — I sometimes think that maybe I have seen it all. Then, along comes a project in another country with an entirely different set of circumstances and I have another opportunity to learn something

new. For me, this has been particularly true during the past several years while living and working in Asia.

The words *fung shui* became familiar to me while living in Hong Kong. This is a Chinese term literally meaning "earth & water" but has more to do with superstition, astrology and the harmony of all things in nature. At first, this was just one of the many interesting pieces of Chinese culture that I could not begin to fully understand (any more than the average Chinese would comprehend the rules of American football or the workings of Congress). I also thought *fung shui* would have little significance to the practice of golf course architecture and land planning. Wrong.



Rick Robbins

Continued on page 38

**DowElanco combines field, marketing units**

INDIANAPOLIS — DowElanco has formed a new Urban Pest Management business unit to streamline the company's marketing and field organizations, according to Richard Holzschu, general manager of North American Specialty Products.

The Urban Pest Management business combines DowElanco's Pest Control, Turf & Ornamental, and Technical Product businesses into one operation unit. The golf course industry is now under this umbrella, along with the pest control, lawn care, nursery, landscaping and greenhouse markets.

Holzschu noted that John Madia will continue as marketing manager for both Turf & Ornamental products and Technical products and Vince Geiger will continue as marketing manager for Professional Pest Management Products. Steve Johnson has been named sales manager for the unit's Proprietary Products, and Gary Denhart has been named sales manager for Technical Products.

Also with this change, five district sales managers have been named for Urban Pest Management: Frank Moore, West Coast District; John Rupp, Southwest; Joe Sce, Southeast; Rob Peterson, East Coast; and

Continued on page 40



**MELEX TURNS 20**

Melex USA, Inc., the golf car manufacturer based in Raleigh, N.C., is celebrating its 20th year in the business. Melex President Marek Tralik expressed pride in his company's growth: "The number of golf car manufacturers has reduced," said Tralik, "but the level of competition has increased considerably. Despite this difficult situation, we have been able to effectively compete and flourish over the past two decades." Melex marked its anniversary earlier this year by releasing its Model 512G, its first gasoline-powered golf car.



Ramblewood CC in Mt. Laurel, N.J. has seen positive results with Terrabiotics products.

**NEW PRODUCT OF THE MONTH**

**Using germs to fight pond-choking scum**

By HAL PHILLIPS

Algae thrives on nitrogen, but the bacteria contained in a new pond treatment thrives on algae.

AquaTreat, a new product from Princeton, N.J.-based Terrabiotics, is designed to purify algae-ridden ponds through bioaugmentation, the controlled addition of micro-organisms into a specific environment.

This biological process usually involves a specific objective, as well. In the case of golf courses, shallow ponds are the environment and the elimination of algae is the objective.

Traditional algicide remedies like copper

Continued on page 42



## O'Regan, Claypool join Jacklin

POST FALLS, Idaho — Jacklin Seed Co. has named Erin O'Regan to the position of traffic manager. A graduate of Gonzaga University with a bachelor of arts in communications, O'Regan will be responsible for all aspects of domestic shipping.

O'Regan comes to Jacklin after serving as a community outreach coordinator with The Arc of Spokane where she organized and marketed training seminars on building awareness of developmentally disabled individuals to

area businesses.

In other Jacklin news, **Chris Claypool** has joined the firm in the International Marketing Department at company headquarters here.

A graduate of Brigham Young University where he earned a B.A. in Spanish, Claypool will work with the international market assisting in export sales of turfgrasses, foragegrasses and legume seed to Spain and Portugal, as well as Central/South America, Northern Africa and the Middle East.

## Toro offers free software package

A new computer program is available free from Toro. The software analyzes the data entered about ponds and determines the appropriate solution to pond water quality problems.

It is simple and requires no special training to use. It works on most IBM or IBM clone computers.

AquaScape, a Toro Partner, is offering this program free.

AquaScape manufactures a full line of Toro aquatic management products and provides the technical expertise to properly evaluate pond water quality issues.

For more information or the name of the dealer in your immediate area, write AquaScape, A Toro Partner, 2611 North Second St., Minneapolis, MN 55411; or call 1-800-569-1345.

## Business in Asia

Continued from page 37

While presenting some of my first master planning efforts to clients in Malaysia and Indonesia — where *fung shui* never crossed my mind, these being predominantly Muslim rather than Chinese countries — I found out just how far this idea reached into my designs. After a brief review of the concept plans for some large golf course communities, the clients were very complimentary of the golf course layout but then informed me that many of the lots did not work and could not be sold. Since I was certain the plan I had created was nearly perfect, I asked them to please explain the problem.

Pointing to some of the very best lots adjacent to the course, with great views of the fairways, they said, "We cannot sell these to our buyers. These do not have proper *fung shui*. Our Chinese buyers will not purchase them without having the proper shape, and neither will our Malaysian or Indonesian clients because they won't be able to re-sell them to the Chinese."

I, of course, wondered how such choice lots could not be considered salable. I was told the problem lay in the shape of the lots relative to the street. It seems that, if a lot is wider on the street than it is in the rear, then money will be able to flow out. On the other hand, lots typically found at the end of a cul-de-sac with a narrow front and wide back dimension are very much in demand. This sort of lot allows money to flow in, not out.

One learns very quickly in dealing with many Asian societies that the Chinese influence is strong and the flow of money is even stronger.

As a planner who likes to work with the natural contour of the land, this becomes a real problem in how to design good lots on streets that curve. But I have been forced to completely alter my thinking regarding the planning process in those countries and learn some new tricks in order to join the ideas of both cultures.

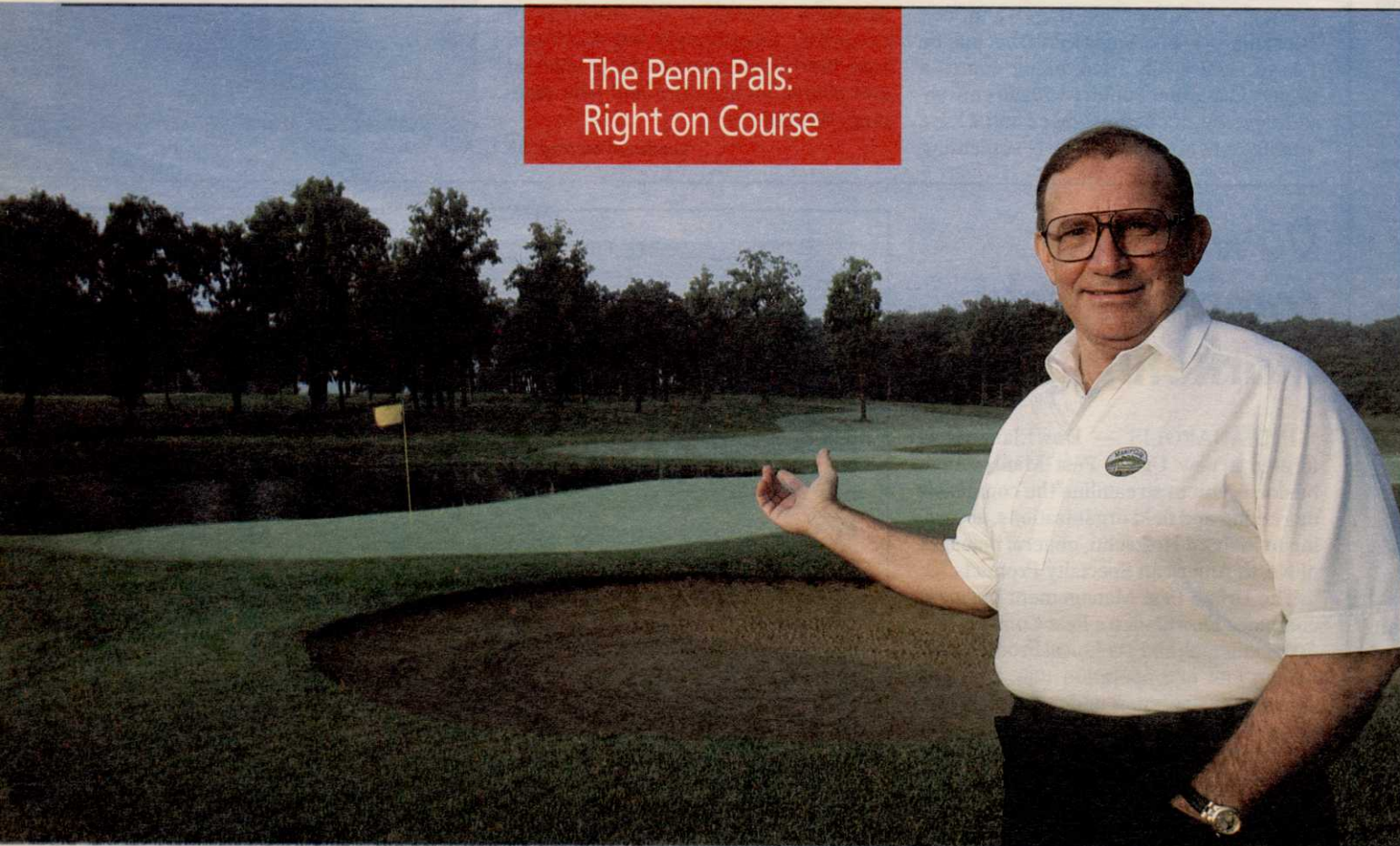
If someone from the United States wants to work in Asia, they need to be prepared for many different situations. People often ask me upon finding out what I do and where I travel, "What is it like in Asia?" My reply is that it depends greatly upon where in Asia. The individual countries vary tremendously in their language, religions, customs, climate and geography.

For example, in Malaysia where I have a golf course under construction near Kuala Lumpur, I recently took part in a ceremony to stop it from raining so much. The Hindu workers on site were tired of re-building the same holes after each storm, so late one afternoon we climbed to the highest point on the property where they told me a holy man would perform a ritual that would solve our problem. After arriving with all of the

Continued on next page

GOLF COURSE NEWS

## The Penn Pals: Right on Course



Oscar Miles, CGCS, overlooks the 6th hole at the Merit Club, Libertyville, Illinois.

## PennLinks Greens. Penneagle Fairways. Penncross Tees. The 'Penn Pals' Are Picture Perfect At The Merit Club.

Superintendent Oscar Miles, with Club President Ed Oldfield's affirmation, specified all the grassing of this Robert M. Lohmann designed club. With a clean canvas and open palette, Oscar began with PennLinks greens, Penneagle fairways and Penncross tees, framing them with bluegrass/fine fescue/wildflower and prairiegrass roughs. You couldn't paint a more attractive picture.

Oscar chose PennLinks greens for its rapid establishment, marvelous root system, a crown and stolons that take topdressing, upright, grainless qualities and good, consistent color ... the best putting surface available.

He selected Penncross for tees because they recover from divot scars more quickly.

And the Penneagle fairways? Oscar chose Penneagle for its upright growth, reduced thatch development, low nitrogen requirement and good drought and dollar spot resistance. He seeded at 80 lbs. per acre for immediate turf development and

erosion control. The fairways were playable in 8 weeks. Oscar's crew usually mows fairways in the evening and leaves the clippings; recycling nutrients while reducing removal and fertilizer costs.

Oscar articulates it best: "The unique coloring of the 'Penn Pals' contrasts beautifully with the grassing around them, defining the target areas. And with the dew on the bents early in the morning, they're a marvelous work of art."

### Tee-2-Green Corp.

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*Oscar L. Miles*



## Klundt, Muravlov, Enyart move up at Turf-seed

HUBBARD, Ore. — Duane Klundt has joined the Turf-Seed, Inc. sales team in the home office here.

According to Sales and Marketing Director Tom Stanley, "Duane has been our warehouse manager for more than 10 years and has a thorough understanding of seed movement from production fields through blending, storage and shipping. He will be particularly helpful as a customer service agent, tracking seed orders from our contract distributors. Duane will also be handling new accounts as we increase our customer base."

Klundt will help market new Turf-Seed varieties including Coronado tall fescue, WinterPlay Poa *trivialis*, BrightStar perennial ryegrass, Unique Kentucky bluegrass and the new, low-growing Baby Bloomers.

...

Replacing Klundt is Alex Muraviov, who has been appointed plant manager of the Turf-Seed, Inc. facilities near company headquarters.

According to General Manager Darcy Loscutoff, Muraviov has been instrumental in streamlining seed flow from grower to market and has helped develop improved blending procedures for Turf-Seed's Alliance, CBS and Sonoran perennial ryegrass brands, along with Confeder-

ate, MowLess and Triathalawn tall fescue brands.

...

In other Turf-Seed news, Jim Enyart has filled a new position as seed production field manager, coordinating grower contracts, seed planting, certification inspections, chemical tool applications and harvesting procedures.

In addition to 12 years in sales and production — the past six with Turf-Seed — Enyart has expertise in entomology, agricultural chemicals and fertilizers.

## Bescoby to direct Rain Bird Golf Division

GLENDORA, Calif. — Anthony La Fetra, president of Rain Bird Sprinkler Mfg. Corp., has announced the promotion of Eric Bescoby to director of the Golf Division.

Bescoby has been with Rain Bird for six years. During this time he has held positions with Hyson Industries and Rain Bird National Sales, Consumer Products. Prior to receiving his promotion, he was marketing manager for the Consumer

Products Division.

"Eric has made significant contributions to Rain Bird," said La Fetra. "His experience, outstanding qualifications and commitment to quality will strongly benefit not just the Golf Division, but the entire company."

Bescoby received his B.S. in mechanical engineering from the University of California, Davis and his M.B.A. from Arizona State University.

## Business in Asia

Continued from previous page

construction personnel, I find this particular ceremony involves the sacrifice of a large goat, numerous incantations, blood being smeared on the forehead of those who wanted the rain to stop, and, finally, cooking and eating the beast (I suppose the ceremony has changed somewhat in recent times as the consumption of sizable quantities of beer also seems to be a part of current proceedings). Unfortunately, my faith in the entire process was shaken when, within five minutes of the demise of the poor goat, it began to rain as hard as I have ever seen.

Working in other countries requires a large measure of flexibility. Different languages, customs and conditions are routinely encountered. Unfortunately, I see some Americans acting as if the local people are not very bright because they do not grasp a meaning immediately, even if the same language is being spoken by both parties. What we sometimes fail to understand is that many golf-related terms do not translate into the other person's language at all. Even assuming that all the words about the newest innovations in "419 or Tifdwarf hybrid Bermudagrass" or "skid-mounted, vertical turbine pump stations" would translate, one still has to remember that, to many Americans, such terms would mean little.

Working in other areas outside the United States forces a person to take a different view of things. It is my hope the architects, construction personnel, greens superintendents and numerous consultants working in foreign lands will represent not only our country, but the golf industry well during their stays. They must try to understand that, even though they have the necessary skills and expertise to offer, they are guests in another country.

GOLF COURSE NEWS

# Get Pumped with OTIS\*

### DATA ENTRY KEYS

- Full access to all programmable logic controller (PLC) registers. Provides easy method for user to change setpoint pressure, lock-out times, ramp up speed, fertigation times, and much, much more. Register numbers are listed with English synonyms for ease of understanding.

### EVENTS

- Displays last 128 pump station events with time of occurrence. For example; Pump A started at 2:32 AM. Pump A stopped at 3:05 AM.
- "Snapshot" of pump station performance immediately preceding an alarm condition. Flows and pressures are recorded second by second for the previous 60 seconds, and minute by minute for the previous 30 minutes.
- Data logging. Pressure and flow profiles are recorded for future review. Up to 7 days data can be stored.



### STATUS

- Set point pressure, actual pressure, flow, and motor RPM.
- Alarm condition(s) showing flow and pressure at time of occurrence.

### ALARM INFO

- Detailed instructions on the encountered alarm with possible reasons for the occurrence and steps to take to correct problem and reset the alarm.

### DAILY LOG

- Daily and total flow.
- Daily and total number of individual pump starts.
- Daily and total individual pump running hours.
- Daily highest flow with time of occurrence.

### \*Operator Terminal Information System

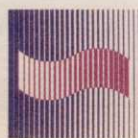
OTIS is standard equipment on all flowmeter equipped Flowtronex pump stations. It allows you to easily monitor and change your pump station performance, and provides you with the valuable information you need to do your job more effectively. Built in data logging records flow and pressure profiles for up to 7 days for your later review! A printer port allows direct connection of a printer for hard copy monitoring of pump station.

All of this without any expensive phone lines or communication cables.

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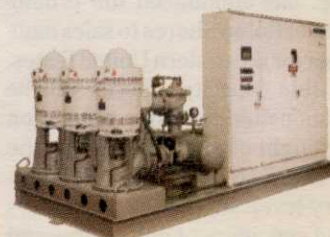
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CIRCLE #130

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## Lebanon Chem. acquires pair of seed companies

LEBANON, Pa. — Lebanon Chemical Corp. has announced the acquisition of Seaboard Seed Co. of Bristol, Ill., and Stanford Seed Co. of Denver, Pa.

Both companies are suppliers of retail and professional grass seed, as well as players in the fast-growing wild and pet bird food markets. While Stanford and Seaboard currently concentrate on the retail market, they will soon supply Lebanon with a golf course product line.

"We will begin providing seed to the professional golf market in 1994," explained Lebanon spokeswoman Amelia Eisenhauer, who added that Lebanon's FY1994 begins Aug. 1, 1993.

Lebanon is a formulator of homogeneous, blended and liquid fertilizers and related pesticide control products.

"The combination of Lebanon, Seaboard and Stanford provides all three companies with a natural line extension for their existing customers and should be an excellent fit," said Katherine Bishop, corporate vice president.

Efforts are already underway to expand the range of products offered to customers from all three companies on a selective basis. Bishop will oversee the transition and integration of the Seaboard and Stanford operations.

Chief executives Stephen Gillette of Seaboard and John Southerland of Stanford will continue their respective management roles.

## DowElanco

Continued from page 37

Mark Buroker, Midwest.

This reorganization comes three years after the creation of DowElanco as a joint venture of the The Dow Chemical Company and Eli Lilly & Company. The new Urban Pest Management business reflects the maturing of that joint venture, said Holzschu.

"This decision creates greater efficiencies within markets that have been and will continued to be central to DowElanco," he added. "With an expanding product line and new technologies coming, it's important we focus on priorities and make the best possible use of our marketing and field resources."

### SHORES TO REP PSI IN EAST U.S.

DALLAS — Pumping Systems Inc. has announced the promotion of Robin Shores to sales manager for the eastern United States. In this capacity, Shores will be responsible for sales promotion throughout the eastern half of the country. He will also provide factory-level support to designers and specifiers of golf course and other turf irrigation systems.

## Whurr named product manager at Ransomes America

MINNEAPOLIS—Ransomes America Corp. has named Peter Whurr product manager for the Cushman, Ransomes and Ryan product brands. He will work out of corporate headquarters here.

In his new position, Whurr will be involved in the planning, development, introduction and pricing of equipment for Ransomes' turf and lawn care markets. He



Peter Whurr

will also work closely with end-users and distributors to ensure their product needs are being recognized and satisfied.

A native of England, Whurr has more than 25 years experience in the industry. He joined Ransomes America in January 1992 as director of sales and distribution for the Turf Products Division. Previously, he served as product marketing

manager for the Grass Machinery Division of Ransomes, Sims and Jefferies, an England-based firm.

•••

Ransomes also announced the hiring of Candace Kettler as marketing and communications administrator.

Kettler's responsibilities will include developing and implementing trade show



Candace Kettler

activities and programs. She will also coordinate the ongoing corporate identification program for the Cushman, Ransomes and Ryan brands and assist in the

development of advertising and public relations material, as well as catalogs and other literature. Kettler, who has 10 years experience in sales, marketing and event management, will work out of Ransomes' Lincoln, Neb., facility.



# We cover th

Make us part of your hole maintenance program. From greens aeration to fairway aeration to core cleanup, nobody covers more ground.

**Cushman® GA™ 60**—Aerate a wide range of turf conditions on fairways, tees and greens at the rate of up to 1.1 acres per hour.

**Ryan® GA™ 30**—Ryan pioneered variable hole spacing six years ago with the GA 30. Designed for greens, fairways and tees.

**Ryan Greensaire® 24**—Developed for greens and other fine turf areas, it delivers 110,000 more holes on 10,000 square feet than the competition, making it the ultimate in greens aeration.



## New rotor series from Rain Bird

GLENDORA, Calif.—The 700-750 Series Rotor, a 50- to 75-foot rotor designed exclusively for golf course applications, has been introduced by the Golf Division of Rain Bird Sales, Inc. The closed case design allows the rotor to be installed to grade on new installations while protecting the internal from debris.

With the introduction of the Eagle 700/750 rotor, Rain Bird offers a complete family of closed-case rotors. All Eagle rotors are available in electric, hydraulic and Stop-a-matic models.

Offering the same features as the popular Eagle 900/950, the 700/750 is designed to deliver superior performance in areas where closer spacing and lower system pressures are essential.

The unique water-lubricated drive makes the Eagle an environmentally safe product to use on the course — no oil required. Its full selection of color-coded nozzles is easy to change with the top serviceable design of the 700/750. For more information, call Rain Bird at 818-852-7147.

CIRCLE #301

## Erosion blankets with special baffling

Multi-layered baffling is the new Earth-Gard erosion control blanket's secret in preventing slope and channel erosion.

In tests at a major university's water research laboratory, five-layer Earth-Gard blankets were more than 12 times as effective at preventing soil loss than were excelsior blankets or straw. Test beds consisted of compacted sandy loam soil on a 2.5:1 incline with an artificial rain machine simulating a heavy rain-

fall. Water droplet size was typical of high-intensity storms.

Rain was applied for 20 minutes at a rate of eight inches per hour. The Earth-Gard protected area lost just 1.5 pounds of soil compared with a 19 pound soil loss with traditional blankets.

For more information, contact Eaton Brothers Corp., P.O. Box 60, Hamburg, N.Y. 14075; or call 1-800-433-3244.

CIRCLE #302

## Four new varieties from Seed Research

Seed Research of Oregon has introduced the newest members to its line of improved turfgrass seeds: SR 8300 turf-type tall fescue comes from a different germplasm source than any other tall fescue on the market. Its special breeding program has produced a variety that displays a semi-dwarf growth habit.

SR 3100 hard fescue is the latest in Seed Research's endophyte-enhanced fine fescues. It was selected for its dwarf growing habit, slower vertical growth tendency, improved disease resistance, darker green color, and its very high level of endophyte (between 90 and 100 percent).

Likewise, SR 5100 chewings fescue is an improved, endophyte enhanced chewings fine fescue.

SR 4300 perennial ryegrass' very dense, dwarf growing habit makes it perfect for very close mowing. For more information, call 1-800-253-5766.

CIRCLE #303

## Stallion Select from Fine Lawn

LAKE OSWEGO, Ore.—Fine Lawn Research, Inc. has announced the latest in its line of perennial ryegrasses, Stallion Select. Stallion Select (PS-105) is a highly-rated perennial ryegrass variety for use by professional turf managers. Stallion Select is a breed apart from many look-alike varieties in the marketplace.

It is an early-maturing variety with a dark-green color. It is semi-dwarf, producing a dense turf with excellent mowing qualities. Stallion Select is unique in that it has good resistance to rust, crown rust and leaf spot. It establishes quickly and is compatible with other varieties of perennial ryegrass.

Stallion Select has extremely high levels of beneficial endophyte. Levels are normally 94 percent or higher. For more information, call 1-503-636-2600.

CIRCLE #304

## Controlling thatch with Bio Digester

Envirogenesis has developed a multiculture microbial inoculum compound for biocontrol of turfgrass thatch. The efficacy of Envirogenesis' Thatch Bio Digester, which controls thatch through lignin content reduction, was demonstrated in a field experiment reviewed at the University of California-Davis.

Inoculum-treated thatch was reduced in thickness on creeping bentgrass and Kentucky blugrass and had improved soil characteristics when compared to a control of untreated thatch.

For more information on this and other Envirogenesis products, call 703-941-3900.

CIRCLE #305



# e hole thing

**Ryan DGA 30-06**—The 30-06 deep greens riding aerator is designed for a wide range of coring depths up to 6 inches.

**Cushman Core Destroyer**—Pulverize aeration cores at the rate of 115,000 square feet per hour.

**Cushman Core Harvester™**—One person can pick up, load and dump aeration cores in the same time it takes three workers with shovels.

For the name of the dealer nearest you, call 1-800-228-4444.

All Cushman and Ryan aeration equipment is backed by Ransomes America Corporation Performance Engineered Parts Program.



**CUSHMAN  
RYAN**

Driven to be the best.

CIRCLE #131



## Less iron, more parts

Continued from page 1

new pieces and more parts," said Kevin Downing, superintendent at Willoughby Golf Club in Stuart Fla. "The equipment side is taking a beating."

"You only have so much to spend," said Roger Gill, superintendent for 21 years at Pine Lake Country Club in Orchard Lake, Mich. He added: "I think the replacement value of equipment is getting out of hand. We spend \$60,000 to \$70,000 a year for replacement equipment and that's not enough."

"At least 50 percent, and maybe 75 percent, of the people are starting to feel the capital budget crunch," said Don Tolson, superintendent at Fox Hollow in Colorado. "Equipment is being asked to work more hours, longer, harder, and it probably will

get worse before it gets better."

Distributors seed the same trends: The recession is taking its toll on new equipment sales, said Bob Brown, president of Sawtelle Brothers in Lawrence, Mass., a major distributor of Jacobsen, Ransomes, Cushman/Ryan, Smithco, National, Turfco and Rain Bird products.

Bill Barnett, owner Used Turf Equipment Co. in Hobe Sound, Fla., agreed: "I'm 95 percent sure it's the recession. I can't predict anything good for the rest of this year. I thought it might pick up again in October or November. But, this is the cutting season down here. If anyone were buying something, it would be now."

The high cost of equipment has fostered the phenomena of contracting out such jobs as verticutting and aerifying. The long-term ramifications of this increased specialization will not relieve the budget strain.

"When you start spending \$20,000 to \$40,000 for an aerifier and you can get the job done for \$3,000 a year from an independent contractor, it's better to have your money in the bank," Gill said. "But the different types of equipment we're using is what makes it so costly. We used to mow fairways with seven-gangs that cost \$10,000 and lasted 15 to 20 years. Today the [triplexes] cost \$25,000 and you can't get over 10 years out of them."

While Gill said public courses are even more squeezed by budget constraints than private clubs, Downing said all are "watching every expenditure and having to make things last a little longer than normal. People are trying to get a little more out of their dollars and keep the dues in line."

"Capital items — equipment — are usually thing first things to go [when budgets are cut]."

"The old rule of thumb of 10 to 12 percent of operating budget going toward capital expenditures doesn't hold any more," Downing added. "That percentage has dropped down in the last 18 to 24 months."

Barnett, who normally sells 250 to 300 pieces of equipment annually, said the bottom fell out last fall. There is little equipment to sell because superintendents aren't selling their old pieces, he said. "I'm getting calls from people all over the United States looking for used equipment. But I visited 11 superintendents in Myrtle Beach recently and no one had anything to sell. This is the slowest I've seen it in my six years in business."

From an optimistic outlook at mid-year 1992, "the closer we go to January the more [clubs'] budgets were whittled down," Barnett said. "Then, in February, when they would normally buy new equipment, their budgets had been cut back. And in-

stead of buying new equipment, they were putting money into parts, fixing up their equipment and keeping it."

"I think the market for good used equipment is pretty strong right now, where it was unheard of prior to five years ago when only the really poor guys bought it," said Tolson. "More are buying it, or wanting to. I know that for a fact because it's hard to find."

"A couple fellows who work for Jake and Toro told me the biggest part of their business right now is parts," Barnett said.

Pointing to problems in parts supply before Nelson joined the Jacobsen staff, Vice President of Sales Harold Pinto said he attributes the stronger demand in parts "to the fact the demand was a little [undersupplied] in the past."

Nelson met with the seven-member Dealer Advisory Committee at the end of June and reported a 10-percent jump in parts sales across the country — "as high as 15 percent in some areas."

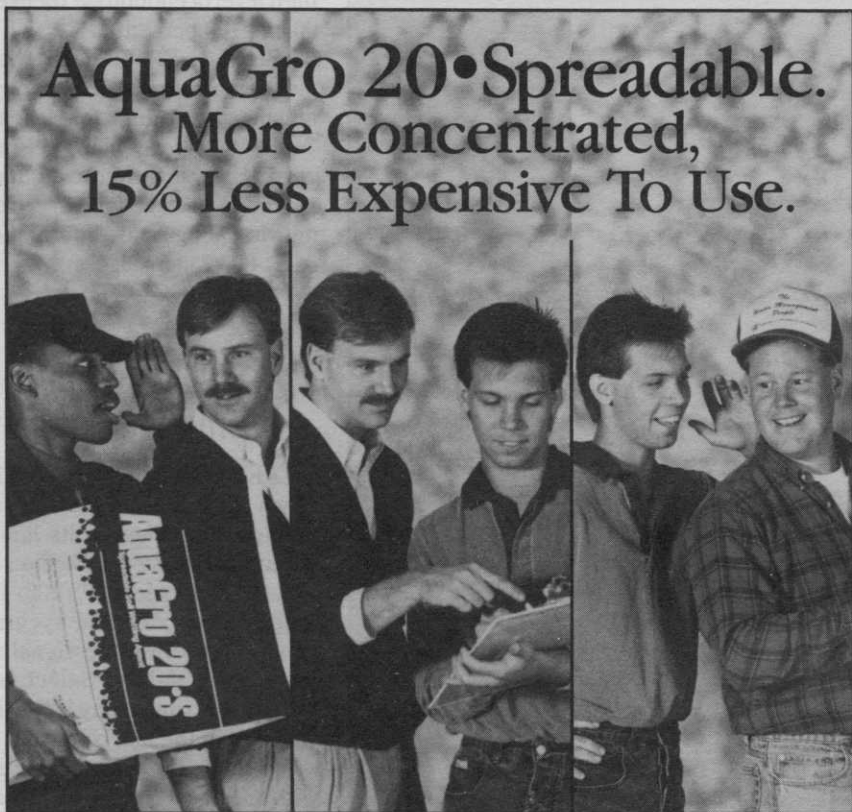
Toro's Mike Anderson, director of commercial sales for Toro, said he has not seen a significant shift in sale of either parts or new products.

Kyle Evans, superintendent at the private Waterville (Maine) Country Club, said that although the recession hasn't affected his club he normally makes his equipment last longer with replacement parts.

"There are some good replacement parts out there," he said. "There are some motors at reasonable prices. And lubricants are better now that help equipment perform better longer."

Sawtelle's Brown and Anderson said financing purchases, rather than paying cash, is a trend that will be seen more in the golf industry.

"It only makes sense," Anderson said.



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## Fighting pond scum

Continued from page 37

sulfate and diquat are highly toxic, according to AquaTreat literature. They cause dead algae to settle to the pond bottom feeding future algae blooms. They also kill beneficial bacteria that are important to the pond environment.

AquaTreat, on the other hand, digests only nitrogen and phosphorous. Deprived of its natural food source, algae can't grow or grows slowly.

The dry powder can be broadcast over the water's surface or slurried with warm water and poured around pond edges. The initial application rate is 6 pounds per acre foot, followed by a maintenance dosage of 1 pound per acre foot every two weeks.

Cost ranges from \$13.50 to \$15.95 per pound, depending on quantity purchased.

It can be stored for at least five years at temperatures less than 85 degrees.

Steve Bradley, head superintendent at Hopewell Valley Country Club in Hopewell, N.J., has battled algae in a particular half-acre pond for years. This man-made lake is shallow, unlined and fed by a stream which originates at a nearby farm.

"So there's a lot of nitrogen in there," said Bradley, who started applying AquaTreat in early May. "So far, I've seen major improvement. There's still a little algae left, but it's made a big difference."

"We had tried everything with this pond. We tried dredging, and that worked for a while. But it didn't solve anything. I've used algicides but, to be honest, they make me sort of nervous."

"This product is definitely working for me. And this year has been a good one for experimentation because it's been so hot."

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4-6 — *Cornell Municipal Compost Management Short Course in Ithaca, N.Y.* Contact Lauri Wellin at 607-255-1187.

5 — *National Turfgrass Evaluation Program Turfgrass Research Field Day at Beltsville, Md.* Contact 301-504-5125.

11 — *Grassland Annual Field Day and Equipment Show in Latham, N.Y.* Contact 518-785-5841.

17 — *Wisconsin Turfgrass Field Day Madison.* Contact Dr. Frank Rossi at 608-262-1490.

17 — *Golf Course Design/Construction and Golf Day in Delhi, N.Y.* Contact New York State Turfgrass Ass'n at 800-873-TURF.

18-19 — *Pennsylvania Landscape and Nursery Trade Show and Conference in Monroeville, Pa.* Contact 717-238-1673.

19 — *Michigan Turfgrass Field Day in East Lansing.* Contact Kay Patrick at 517-321-1660.

19-22 — *Business Women's Golf Conference in Point Clear, Ala.* Contact 212-599-0071.

25 — *TurfTalk '93 Turfgrass Seminar in Chandler, Ariz.* Contact Garden West Distributors at 800-477-0098.

September

9 — *GCSAA seminar on Irrigation Efficiency in Phoenix.\**

12-15 — *Golf Inc. Expo in Nashville, Tenn.* Contact 800-366-2406.

21-23 — *Virginia Tech Turf and Landscape Field Days in Blacksburg, Va.* Contact J.R. Hall III at 703-231-9736.

23 — *Landscape Expo in Burtonville, Md.* Contact 301-948-0810.

23 — *GCSAA seminar on Turfgrass Stress Management in Sacramento, Calif.\**

23 — *GCSAA seminar on Maximizing Job Satisfaction in Littleton, Colo.\**

26-29 — *Florida Turfgrass Association's 41st Annual Conference & Show in Tampa.* Contact 800-882-6721.

30-Oct. 3 — *Business Women's Golf Conference at Marco Island, Fla.* Contact 212-599-0071.

October

4-Dec. 10 — *Rutgers Professional Golf Turf Management School in New Brunswick, N.J.* Contact Cook College at 908-932-9271.

14 — *GCSAA seminar on The Microbiology of Turfgrass Soils in East Lansing, Mich.\**

18-19 — *GCSAA seminar on Golf Course Restoration, Renovation and Construction Projects in Guelph, Ontario, Canada.\**

19 — *Metropolitan GCSA Field Day in Rye, N.Y.* Contact 203-656-0600.

21-22 — *GCSAA seminar on Business Communication and Assertiveness Techniques in Melville, N.Y.\**

25 — *GCSAA seminar on Turfgrass Stress Management in Little Rock, Ark.\**

26 — *GCSAA seminar on Irrigation Scheduling Techniques in Little Rock, Ark.\**

26-28 — *48th Annual Okla. Turfgrass Conference & Trade Show in Tulsa.* Contact Tonya Murray at 918-251-4868.

31-Nov. 3 — *International Irrigation Exposition and Technical Conference in San Diego, Calif.* Contact 703-524-1200.

31-Nov. 3 — *National Institute on Park & Grounds Management Inc.'s 23rd Annual Education Conference in Denver.* Contact 414-733-2301.

November

1-2 — *GCSAA seminar on Environmen-*  
Continued on next page

# Golf Course Marketplace

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The Milwaukee Metropolitan Sewerage District is seeking an experienced sales representative to manage a portion of the nationwide network of Milorganite distributors, both institutional & retail. Responsibilities include identifying & coordinating technical & marketing activities required to sell existing & new products; developing, training, & supporting distributors; providing technical information & guidance to distributors & other customers regarding the use of products; monitor agronomic research & demonstration projects & integrate findings with sales efforts; participate in conferences, trade shows, & related events to represent the District; provide technical assistance & guidance to manufacturing regarding product quality; and perform related duties as required. Milorganite fertilizer products have been used by golf courses, industrial/commercial, & residential customers for more than 60 years. Position requires significant technical knowledge in the turf grass field relating to fertilizers, herbicides, fungicides & soil management to serve as an effective sales consultant to distributors and their customers. Up to 75% travel required within the southeastern U.S. B.S. in Agronomy, Horticulture or Soil Sciences & three years of successful experience selling fertilizers &/or related chemicals to golf courses, nurseries, parks, or lawn & garden centers is required. Masters degree in Agronomy, Horticulture, or Soil Sciences is preferred. Residency within the Milwaukee Metropolitan Sewerage District is required within one year of appointment. Applications will be accepted through Friday, September 17, 1993.

For additional information call: (414) 225-2114 (voice), (414) 225-2080 (TTD) or send resumé to: Employment Office, Milwaukee Metropolitan Sewerage District, 260 West Seeboth Street, Milwaukee, WI 53204

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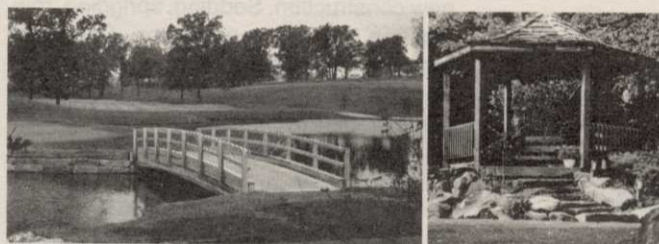
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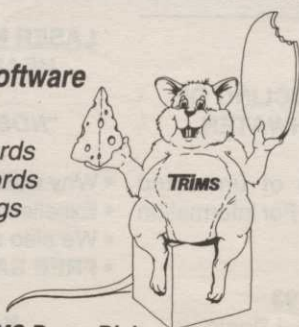
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CIRCLE #168

## CALENDAR

Continued from previous page

tal Considerations in Golf Course Management in Bellevue, Wash.\*

5 — GCSAA seminar on Maximizing Turfgrass Disease Control in Rhinelander, Wis.\*

8-9 — GCSAA seminar on Golf Course Construction Techniques and Management in Fargo, N.D.\*

9 — GCSAA seminar on Irrigation Efficiency in Rochester, N.Y.\*

9-12 — Turf & Grounds Exposition in Rochester, N.Y. Contact New York State Turfgrass Ass'n at 800-873-TURF.

10 — GCSAA seminar on Personnel Functions of the Golf Course Superintendent in West Palm Beach, Fla.\*

\* — For more information on GCSAA seminars, contact the Education Office at 1-800-472-7878 or 913-841-2240.







# Manage This Water Problem Before The Heat Hits

Localized dry spot (LDS) describes the occurrence of an irregular area of turfgrass that for no reason begins to show signs of drought stress. Common symptoms are loss of plant rigidity, dark blue coloring, severe wilting and death of turf. Most perplexing is that symptoms may occur even after irrigation.

Localized dry spot appears to be most prevalent on

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Pro-Ap and Hydro-Wet RTA offer a better way to treat localized dry spot.

## Advanced Applicator Saves Time and Money.

The Pro-Ap™ is the only hose-end, liquid siphoning applicator specifically designed for golf course use. The refillable Pro-Ap container holds one quart of Hydro-Wet RTA, the new "Ready-To-Apply" wetting agent formula. The Pro-Ap and Hydro-Wet system makes accuracy easy. Its adjustable metering dial lets the applicator choose nine additive settings or syringe only. And its needle valve meters just the right amount of Hydro-Wet into the water flow; no need to water-in.



Unlike pellet wetting agent applicators, the Pro-Ap with liquid Hydro-Wet delivers consistent, measured quantities of active ingredient in less than one minute per 1,000 sq. ft. Applicators will spend less time syringing and less money on inert binders found in competitive pellets.

For more information on the Pro-Ap application system, circle the number below, or call Kalo, Inc., toll-free: 1-800-255-5196.

## Make Water Wetter? It's Possible With New Hydro-Wet® RTA.

Hydro-Wet RTA alters water's behavior while interacting with water repellent surfaces found in the soil. The new ingredients in Hydro-Wet RTA are attracted to organic soil coatings known to produce hydrophobic conditions. When Hydro-Wet RTA is present, the result is increased water infiltration, absorption and reduced severity of localized dry spot.

For more information, circle the number below, or call Kalo, Inc., toll-free: 1-800-255-5196.

# The Hydro-Wet® Story Still Holds Water After 20 Years.

## RESIDUAL EFFECTS OF TURF WETTING AGENTS TESTS CONDUCTED BY MICHIGAN STATE UNIVERSITY

Wetting Agent	% Soil Moisture 14 months after application	Turfgrass Quality (1 = best)
None	5.4%	4.2
AquaGro®	6.7%	3.4
Hydro-Wet®	8.3%	2.1

Refer: Michigan Turfgrass Proceedings, Vol. 4, Jan. 1975  
Boyer Highlands Golf Course  
Applied July 1973, Evaluated September 1974

**NEW READY-TO-APPLY FORMULA!  
GREAT FOR TROUBLESHOOTING  
DRY SPOTS!**

No other wetting agent can match the staying power of Hydro-Wet. So no wetting agent does as much to increase water efficiency.

This staying power is shown in this test. Fourteen months after application, turf treated with Hydro-Wet delivered 53% more moisture to the root zone. What's more, Hydro-Wet had 23% greater staying power than AquaGro.

And the quality of the Hydro-Wet treated turfgrass was significantly better. Hydro-Wet rapidly moves water into the soil where it belongs. Hydro-Wet ensures uniform infiltration and reduces runoff and evaporation. Hydro-Wet boosts soil moisture, which is so important to turfgrass during periods of moisture stress.

Best of all, the same Hydro-Wet formulation has been successful in university trials and on America's golf courses for 20 years.

For the number of your nearest distributor, call, toll free: 1-800-255-5196.

**Hydro-Wet**  
Keeps Water In Its Place

**KALO** Kalo, Inc. 4550 W. 109th Street Overland Park, KS 66211

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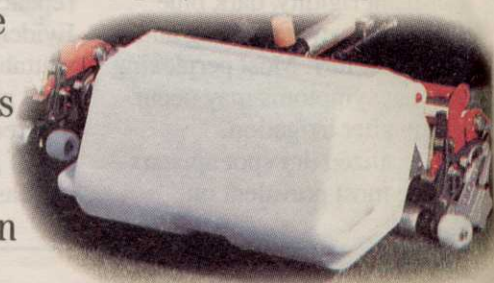




**Jacobsen exclusives help deliver a smooth as silk cut.**

In head-to-head comparisons, the LF-100 delivered superior fairway mowing, in all kinds of grasses.

Our exclusive heavy-section, 22" reels, combined with our unique, dual-spring down pressure system, follow ground contours closely for a smooth manicured cut. Even at production mowing speeds of more than 5 mph.



**Lightest footprint.**

The LF-100 has the lightest footprint in the industry for minimal compaction even on the softest fairways.

Yet it's heavy on quality features. Including a durable, high efficiency diesel engine. Rugged, field-proven chassis with heavy-duty lift arms. High capacity catchers. Plus, "on demand" 4WD, exclusive Turf Groomer® fairway conditioners and vertical mowers are available.

**All-new GreenSentry™ helps you maintain a spotless reputation.**

Our new oil leak detector option —GreenSentry— helps prevent nasty little oil leaks from staining your reputation in a big way.



There simply is no better way to ensure one flawless swing after another on fairways. Contact a Jacobsen distributor today and prove it to yourself with a demonstration.

**THE PROFESSIONAL'S CHOICE ON TURF.**

**JACOBSEN  
TEXTRON**

Jacobsen Division of Textron Inc.

CIRCLE #136

# FAIRWAY CHAMPION.