

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

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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.

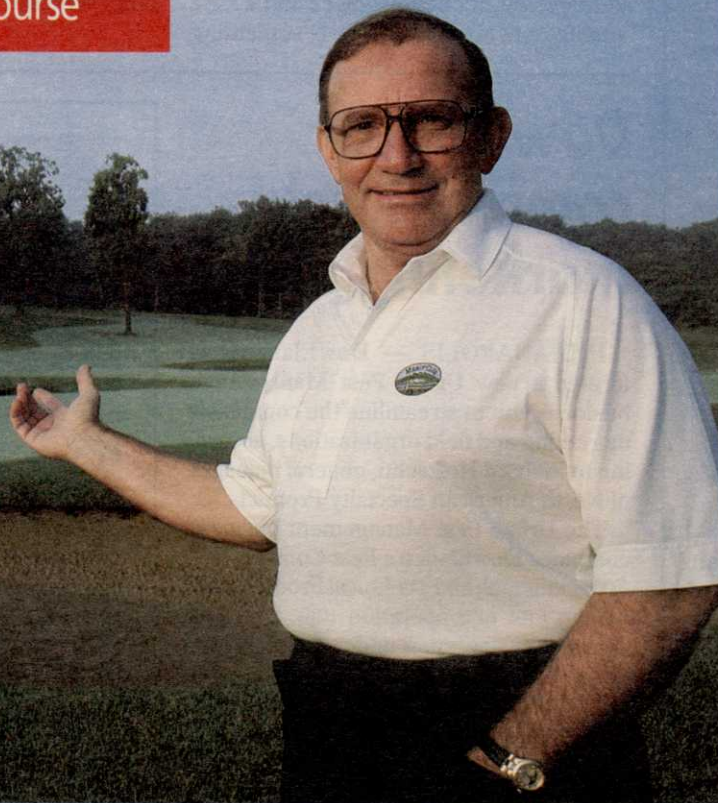
If someone from the United States wants to work in Asia, they need to be prepared for many different situations. People often ask me upon finding out what I do and where I travel, "What is it like in Asia?" My reply is that it depends greatly upon where in Asia. The individual countries vary tremendously 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

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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."

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Oscar L. Miles