

GOLF COURSE NEWS

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GCSAA shake-up: Schilling, Roberts resign

By PETER BLAIS

LAWRENCE, Kansas — Executive Director John Schilling has resigned and other top Golf Course Superintendent Association of America staffers and officials have left in the wake of a GCSAA organizational review.

Schilling offered his resignation in late August to pursue other business interests, he said. Director of Communications Robert Ochs and Director of Operations Diana Green have also left GCSAA. They, Schilling and others have formed St. Andrews

Corp., a Lawrence-based firm providing consulting, management and trade services.

Prior to Schilling's resignation, Immediate Past President Bill Roberts resigned from the board of directors as a result of its decision to adopt several major changes suggested in the \$24,000 Arthur Andersen Co. organizational review.

Schilling denied his decision was influenced by the Andersen study that recommended, among other things, the hiring of a chief financial

officer and deputy chief executive officer, moves some saw as undermining his authority.

"The Arthur Andersen study did not play into my decision to leave," the 41-year-old executive said. "Opening my own business has been a dream since I left college. My experience with the association has put me in a position to do just that."

Schilling's resignation is effective January, according to GCSAA President Randy Nichols of Cherokee Town

Continued on page 15

Acquisitions the aim of AGC spinoff

By PETER BLAIS

American Golf Corp. founder David Price's new company, National Golf Properties Inc., expects to spend \$64 million buying new golf courses over the next 18 months.

The purchase will be financed through NGP's recent stock offering, which is expected to eventually raise more than \$186 million. The company's initial portfolio includes 47 golf courses in 17 states — 23 daily-fee, 13 private and 11 resort operations. All have been and will continue to be managed by AGC.

NGP will focus on courses with strong cash flow growth potential and the possibility for long-term investment and capital appreciation, according to the company prospectus. Its founders believe many such facilities are avail-

Continued on page 10

NGF Development Tracking Report

1993 figures gathered between Jan. 1 & Aug. 5	Open For Play		Under Construction		In Planning	
	1993 YTD	1992 YTD	1993 YTD	1992 YTD	1993 YTD	1992 YTD
Daily Fee	143	154	400	393	412	384
Muni	30	37	85	82	74	106
Private	46	39	106	149	150	157
TBD	—	—	5	2	15	10
Totals	219	230	596	629	651	657

'93 openings may reach one per day

By MARK LESLIE

Okay. Sit down. A near-record 350 to 365 golf courses are projected to open in the United States by year's end, according to the National Golf Foundation (NGF).

Disproving predictions that openings would tail off this year after two consecutive high-powered, high-production years, developers opened 219 golf courses

through Aug. 5. Another 244 are scheduled to open by Dec. 31 — the operative word being "scheduled."

"The historical average is 66 to 68 percent of those scheduled to open in a particular year actually do open that year," NGF Communications Director Bill Burbaum explained.

"For various reasons they get strung out and delayed. We have our biggest open-

ings in June, July, August,"

Using a 60-percent calculation, that translates to another 146 courses opening between Aug. 5 and Dec. 31, for the 365 total.

Catherine Suddarth, who tracks development for the NGF, said late-spring snows in the Northeast and heavy rains in the Southeast set back grow-in plans and could lower the number of

Continued on page 26

NCAMP head to address RISE annual meeting

By HAL PHILLIPS

MCLEAN, Va. — The phrase, "Know thine enemy," will take on newer, deeper meaning for those members of the chemical industry attending the RISE (Responsible Industry for a Sound Environment) Annual Meeting, scheduled for Sept. 10-12, at the Ritz Carlton here.

One of the primary speakers at this meeting of chemical formulators, manufacturers and distributors will be Jay Feldman, head of the National Coalition Against the Misuse of Pesticides.

"He is our primary opponent and cer-

tainly our most outspoken critic," said Allen James, RISE executive director. "But he has agreed to speak, give his views and answer questions. I've no doubt it will enlighten our members."

Also on the speaking schedule is Steve Johnson, director of field operations for the federal Environmental Protection Agency. While Johnson will offer insights into the goals and objectives of EPA, James already has a well-defined view of the agency under its new head, Carol Browner.

Continued on page 33



MIDWESTERN FLOODING: THE AFTERMATH

This is not a beach — it's what's left of a fairway at Stagg Hill Golf Course in Manhattan, Kan. Superintendents are still cleaning up after July's heavy rains. For story, see page 11.



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NEWS IN BRIEF

FAIRBANKS, Alaska — The 18-hole North Star Golf Course, the northernmost golf course in the U.S., held its opening ceremonies recently. Designed by Jack Stallings, the course is ready for play. Better hurry, though. The season in Fairbanks is nearly over.

•••

DAYTONA BEACH, Fla. — Kathy Milthorpe, the Ladies Professional Golf Association's director of finance and administration, told the City of Daytona Beach the construction of a championship public golf course adjacent to the proposed LPGA headquarters is running smoothly. She said the course will be open for play next summer.

•••

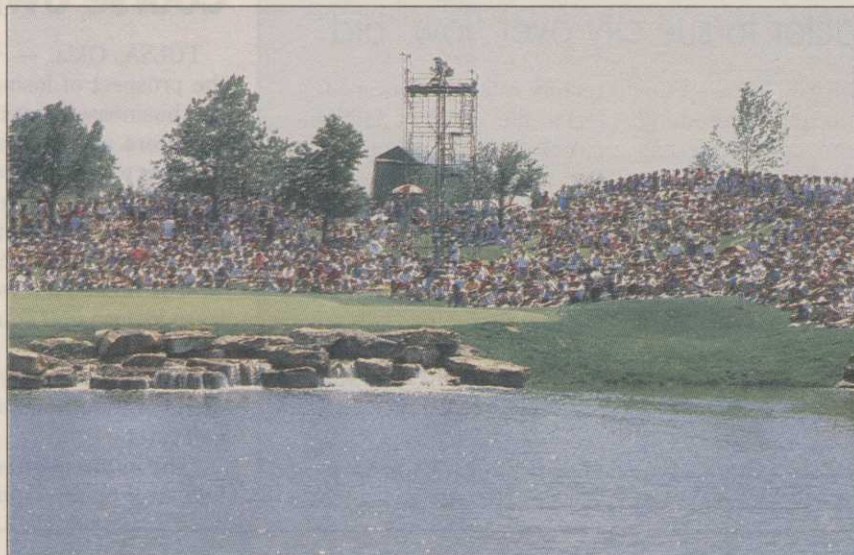
HANOVER, Pa. — The Berwick Township has reached agreement with Berwick Enterprises to begin construction on a new 18-hole golf course. The new course will be located between Route 30 and property abutting Race-track Road. Construction will begin this fall, and the course is expected to be open for play by spring 1994.

•••

ACKWORTH, Ga. — Brookstone Golf & Country Club has been acquired by American Golf Corp., which plans a renovation of the clubhouse, pro shop and cart paths. Affectionately referred to as "The Stone," this private course in suburban Atlanta was designed by Larry Nelson. The purchase brings the number of AGC's private, resort and public holdings to 152.

•••

ROCKY RIVER, Ohio — LESCO, Inc. has purchased Atwater Strong Inc.'s line of commercial blowers and vacuums. LESCO will add Atwater's Lo-Blo, Mi-T-Vac and Lit-R-Blo lines of maintenance equipment to its line. LESCO will continue to supply current dealers and distributors of Atwater equipment under the Atwater label. LESCO will also market Atwater's line of blowers and vacuums under the LESCO label.



LAS COLINAS RENOVATION COMPLETE

Dallas-based Golf Resources, Inc. has completed renovation and landscape improvements to TPC Las Colinas at the Four Seasons Resort and Club in Irving, Texas, home of the GTE Byron Nelson Classic. This improvement project not only involved Golf Resources, but Byron Nelson and Jay Morrish, the original design consultant and golf course architect. Improvements were completed in time for the 1993 GTE Byron Nelson Classic. A new lake was added in front of the par-3 17th green (above) and a new tree, dubbed "Byron's tree" by the players, was added to the dogleg point of the 18th hole and also provided excitement as the eventual winner, Scott Simpson, hit his drive behind the tall tree and nearly fell victim. Other improvements include a new creek around the tee boxes on No. 3, new spectator mounds, tees, bunkers and cart path additions.

Yet another hurdle for Ocean Trails

TORRANCE, Calif. — The plan to build an 18-hole championship golf course and luxury home development in Rancho Palos Verdes suffered a setback when a judge ruled the project is in violation of a state law requiring new coastal developments to provide affordable housing.

Los Angeles Superior Court Judge Robert H. O'Brien decided that developers Barry Hon and the Zuckerman family must change their Ocean Trails project (Golf Course News, July 1993) to comply with the state's Mello Act. That law requires new coastal developments to provide low- or moderate-income housing either in the develop-

ment or within three miles of it.

Despite the ruling, Ken Zuckerman, one of the developers, remains optimistic. "I don't think this is any kind of fatal blow to the project — it simply gives us another chore to accomplish," he told the *Daily Breeze*.

Although Zuckerman and the developers hope to clear this hurdle, they may face a lawsuit from the Sierra Club, which opposes the Ocean Trails project because it claims the developers have not thoroughly considered the environmental effects of their project. The Sierra Club contends there is a lack of habitat protection in the area.

Course owners prevail in 'Case of fallen golfer'

By GORDON WITTEVEEN

A golfer who sued the owners of a course where he fell off a bridge and broke his leg, had his case dismissed in an Ontario court. The golfer had claimed damages in excess of half a million dollars.

Had Justice B.J. Wright ruled otherwise, the case could have had far-reaching implications for many golf courses in the area. There are thousands of bridges without hand railings on golf courses all across Canada and the United States. Many of these are removed every fall and re-installed in the spring. Other bridges are merely planks nailed together across small streams. The cost of adding hand rails to all bridges or facing increased insurance premiums would be very expensive for golf course operators as well as private country clubs.

Anthony Jenkinson had played the Brookside Golf Club northeast of Toronto at least 100 times before, when he teed off on April 23, 1993. On the 9th hole, a par five, his third shot landed on the green. As he crossed a small bridge over Jenny's Creek — a trickle of a stream barely 2-feet wide — Jenkinson admitted he was thinking about lining up his putt and making a birdie. Instead he slipped and fell and broke his left leg. He purposely fell to the left because he did not want to go to the right — for fear of falling on his clubs and breaking them.

The bridge across Jenny's Creek is 5-feet wide and is made from planks about an inch apart. A two-by-four runs down the edges of the planks to prevent wheels of golf carts from dropping off the edge. A 30-inch piece of rubber conveyor belting runs down the middle of the bridge. The top of the bridge at the middle point is 2 feet above Jenny's Creek.

Jenkinson's lawyer claimed the bridge

Continued on page 30

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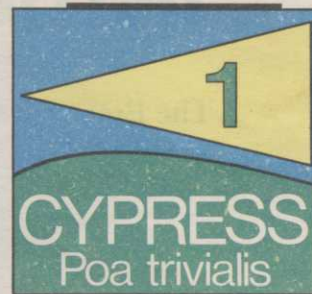
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Secret donor gives Tenn. Golf House & course a running start

NASHVILLE, Tenn. — An anonymous benefactor has donated \$1 million to fund Golf House Tennessee, a state golf mecca that will include a nine-hole, par-3 golf course.

All of the state's governing golf bodies are expected to inhabit the 1842 mansion, which was purchased using the donor's contribution.

The mansion will house administrative offices, a library, and a junior golf learning center that will include living quarters for up to 48 junior campers.

Golf course architect Bob Cupp has designed the nine-hole course along with a 1.5-acre putting course. Golf course superintendents will maintain an active turfgrass research facility on the course.

"Tennessee is the most difficult growing belt in the country," Dick Horton, Tennessee's Golf Association executive director explained to the *Nashville Banner*. "With this [research facility], they can experiment with different strains of grass, use shaded and sunny areas."

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Contractor to sue city over 'low' bid

COLUMBUS, Ind. — A Columbus attorney representing a Hoagland contractor has filed notice that his client intends to sue the city and Otter Creek for not awarding him a contract to expand the golf course. Richard Eynon has sent tort claim notices and a letter on behalf of Exterior Designing, Inc. to the city. The letter says Exterior suffered damages May 4, when the city and Otter Creek board of di-

rectors refused to award Exterior the contract for construction of the 9-hole addition to the golf course, even though Exterior was the lowest bidder. The \$2,390,000 contract was awarded to Irvin Construction Co. of Louisville, Ky. Eynon's letter also indicated that Exterior had been damaged by losing profits from the contract. Exterior is seeking \$300,000, the maximum statutory amount.

Course owners: 'We're not fat cats'

TULSA, Okla. — Faced with the prospect of losing their golf cart businesses, several local golf operators and pros are rallying together to present the City Council with financial statements.

After the City Council issued a report indicating the city could save \$1 million if it would buy or lease its own golf course, Arthur Bennett and George Glenn indicated they have invested hundreds of thousands of dollars in golf carts.

"The impression is that we're fat cats who are ripping off the

city," Glen told the *Tulsa World*. Bennett and Glen, who operate Mohawk Golf Course and Belcher Golf Course, respectively, said they will open their books to city councilors and the park board to prove they are not overpaid.

Bennett's and Glenn's courses came under examination by the City Council because the city spent \$241,000 last year to subsidize them. City officials will examine the books of both courses more closely before rendering a decision.

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Bill Womac
Superintendent
Dunwoody Country Club
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Water pact reached on El Chorro

MORRO BAY, Calif. — An official from the county's Department of Parks presented a preliminary report on the environmental impact of a proposed 18-hole golf course seven miles east of Morro Bay.

Ray Festa of the county's Department of Parks told the Morro Bay Task Force that a joint powers agreement on water had been reached with

the California Men's Colony for 280 acre feet of treated effluent.

As part of the proposal, ponds will be built to hold the water that will, in turn, irrigate the course.

With construction slated to begin in January 1995, the course will be located at the El Chorro Regional Park. Fourteen bids for course design have been received.

Laredo officials hope management contract will accommodate growth

LAREDO, Texas — Looking for a management firm to generate more revenues at Lake Casa Blanca Golf Course, the Webb County Commissioners Court will soon select one of the five finalists for the position.

All five finalists share a common goal crucial to the future of the course's financial well-being: To promote youth involvement in the sport and to enhance junior golf programs.

Several Laredo citizens feel golf

can accommodate the growing number of people coming into town. "It's getting to the point where this city is expanding... We're starting to have more people moving in," Richard Perez told the *Laredo Morning News*. "We have to start paying more attention to the recreational activities that the city can provide."

Under Carlos Guerra, the course's current operator, the course has incurred deficits for the last several years.

Casino seeks tax break on golf project

BAY ST. LOUIS, Miss. — The Hancock County Board of Supervisors voted to accept Casino Magic's proposal for a contribution in lieu of property taxes on the casino's planned hotel and 18-hole golf course.

The county has agreed to sponsor an industrial development revenue bond issue up to \$100 million to finance the new construction. Department of Economic Development regulations, which govern the bond issue, mandate a 10-year tax exemption for the project. The proposal calls for the casino to contribute five percent of taxes for five years, then escalate contributions by five percent each year for the next five years.

Banff developer defends hotel & golf proposal

BANFF, Alberta — A local man's plan to build a 473-room hotel here and an 18-hole golf course near Canmore doesn't threaten other tourism projects proposed for the area, according to developer Hal Walker, president of Canmore Alpine Development Co. (CADCO) and developer of a \$162 million project.

Walker does not view his complex as competition to Gary Charlton's plan to build a nearby 18-hole golf course.

Charlton has received regulatory approval for his \$123 million venture, while CADCO must wait for the Town of Canmore to make minor amendments to its bylaws.

Once fully approved by Banff's planning boards, both projects still need major investors before construction begins.

Water use up at Utah course

SALT LAKE CITY — Owner David Bingaman used a million gallons of water daily to keep the fairways at Stansbury Golf Course green over the three summer months.

While Bingaman realizes that's "as much water as some towns use," he told the *Salt Lake Tribune*: "As long as golfers and the public in general demand a certain level of excellence, you have to keep it that way."

Although Utah's annual average precipitation is 13 inches, each Utahnite uses 218 gallons daily — more than double the nationwide average — for domestic purposes.

Dick Stuntz
Superintendent
Alvamar Country Club
Lawrence, Kansas

"With the amount of flooding and heat we've had this season, most preemergence herbicides would have fizzled out by now — but not Barricade. It's still giving us excellent control."

John Freeman
Superintendent
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Play resumes at Ridge GC after resolution of payroll tax flap

MIDLAND, Mich. — Local golfers began to play again on Ridge Golf Course in Bay County after the Internal Revenue Service struck a deal with the course owner.

The IRS shut down the course June 25 for failure of the course's owner, Sandy Ridge Inc., to surrender payroll taxes to the government. Ridge still owes \$200,000 in federal withholding taxes and Social Security, as well as \$113,054 in penalties and interests.

"We have worked out some equitable arrangement between the taxpayer and ourselves to pay the taxes," Elcy Maccani, IRS public affairs specialist, told the *Daily News*.

Maccani said it is IRS policy to try to work out an agreement with taxpayers who owe the agency money. Barring the deal with Sandy Ridge, the IRS planned to auction off the course.

Fee hikes fatten Calif. city coffers — not the course

TORRANCE, Calif. — The county Board of Supervisors here voted unanimously to raise fees at all county golf courses by \$1.50 for adults and 75 cents for seniors and juniors.

The fee increase, which will be put into effect Oct. 1., comes nine months after the board approved fee raises of \$3 for adults and \$1.50 for seniors and juniors.

Supervisors plan to use the extra \$945,000 generated by the new golf fee — plus fee increases at county pools and campgrounds — to help offset the county's record \$1.4 billion deficit. Some golfers, however, would like more of the money put back into course maintenance.

"Scandalously little of this money goes back into the golf courses," Graig Kessler, spokesman for the Southern Public Links Association, told the *Daily Breeze*. "They can't just keep raising prices forever."

Schaumburg nine reopens Sept. 4

SCHAUMBURG, Ill. — Renovation of the second nine holes at 27-hole Schaumburg Golf Club is complete and the refurbished nine opened Sept. 4. Course architect Bob Lohmann of Mareng is overseeing design and construction of the ongoing renovation project. The facility was originally designed in the 1920s by William Langford and Theodore Moreau. Renovation of the remaining nine holes will begin this month.

Floods result in erosion problems

MADISON, Wis. — The great floods of 1993 have wreaked havoc on one midwestern golf course currently under construction.

Trying to assess the damage the floods caused at Bishop's Bay Country Club, the state's Department of Natural Resources learned of massive erosion.

Some are concerned why Bishop's Bay hadn't com-

pleted adequate berms, retention ponds, diversion of water into those ponds, and silt fences to stop erosion. Much of Bishop's Bay runoff reportedly found its way into Lake Mendota.

Dane County's zoning board has asked the Bruce Co., the contractor building the course, to install erosion control measures with all due haste.

Judge: City okay in not accepting low bid on management contract

PORTLAND, Ore. — A judge ruled that Portland municipal officials did not violate state bidding laws in awarding a management contract last year for Heron Lakes Golf Course.

Multnomah County Circuit Judge Lee Johnson rejected a claim by Double Eagle Golf Inc., that had challenged the award of the Heron Lakes contract to Byron Wood Enterprises, Inc.

City officials signed a five-year contract with Wood last fall after

calling for bids for the management contract. Double Eagle, which manages the city's Progress Downs course, contended the city should have accepted its proposal as low bidder on the Heron Lakes contract.

Harry Auerbach, a deputy city attorney, successfully contended that the management agreement was a personal services contract for which the City Council was not obligated to accept the lowest bidder.



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Course construction worker drowns after attempt to beat summer heat

NORTH NAPLES, Fla. — A 19-year-old golf course construction worker was killed in late July when his attempts to beat the summer heat resulted in his drowning.

According to Collier County sheriff's deputies, Antonio Lopes-Alva of East Naples was working at the Kensington Golf Course off Pine Ridge Road around 2:30 p.m. on July 28, when co-workers discovered his body floating in a large pond between holes still under construction.

A worker at the site notified authorities, who transported Mr. Alva-Lopes to Naples Community Hospital, where he was pronounced dead.

Co-workers indicated Mr. Lopes-Alva had planned to cool off in the water hazard. Authorities have yet to determine whether he fell and injured himself or waded in over his head. Co-workers said they didn't know much about Mr. Lopes-Alva, but authorities indicated his family lives in Guatemala.

Babe course gets major facelift under new management

PORT ARTHUR, Texas — The City Council has voted 5-4 to award Aquila Golf, a golf management firm, the task of operating and refurbishing the 18-hole Babe Didrikson Zaharias Municipal Golf Course here.

[The Port Arthur course, a Leon Howard design, should not be confused with the Ron Garl-designed Babe Zaharias Golf Course in Tampa, Fla.]

George Brown, president of Aquila Golf, said he is excited to begin repairs at Babe Zaharias. "We will begin pulling soil samples in preparation for reestablishing the turf," Brown explained to the *Port Arthur News*.

"We have a team in place that has the experience and the ability to return the course to its fullest potential."

Managed by Johnnie Barlow, Sr. since its opening in 1979, the course will receive a major overhaul, said Brown. He will initiate an overall cleanup program and will start work on the greens before anything else.

The City Council, in part, selected Aquila Golf because of how much money the firm committed up front to renovate the course. The City Council also felt Aquila could withstand any likely operating losses that could occur in the first year or two of the contract.

Jersey City park project draws vocal opposition

JERSEY CITY, N.J. — While dedicating the Blue Comet Auditorium at Liberty State Park, Gov. Jim Florio encountered protests from citizens who are against the Liberty State Park Development Corporation's plans to build an 18-hole golf course in the park.

Activists held signs, as the Interfaith Community Organization — a coalition of local churches — passed out fliers warning of the alleged chromium contamination between the walkway and the park's Interpretive Center.

Golf consultant John LaPointe said his research indicates there are enough golfers in the area to support an 18-hole course. He estimated there are 321,000 in the Northern New Jersey area and more New Yorkers who could be expected to cross the river to play.

Scott Weiner, commissioner of the New Jersey Department of Environmental Protection and Energy, will ultimately decide whether the golf course will be built.

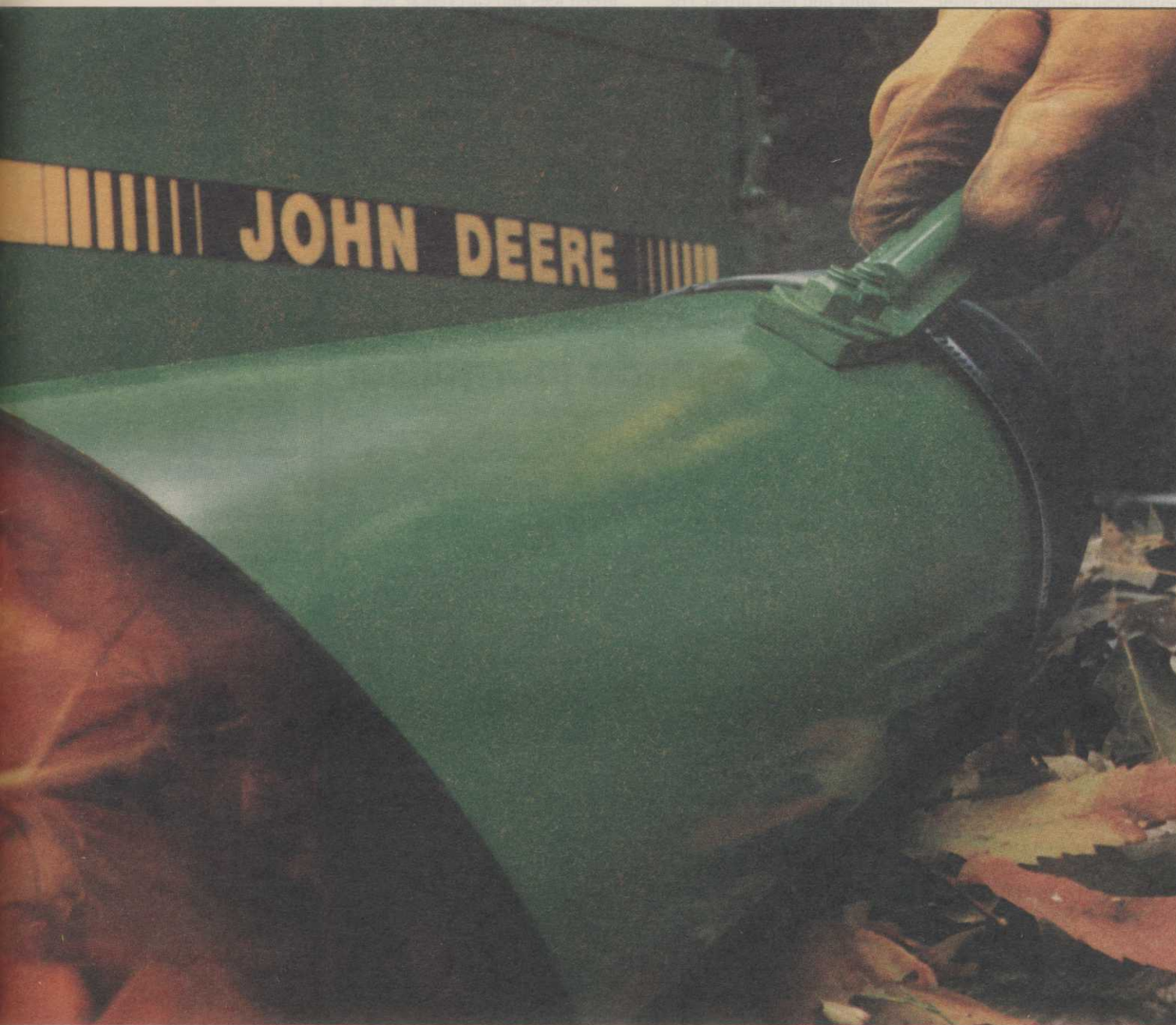
"We understand there are a lot of feelings on all sides of the argument," Weiner explained to the *Jersey Journal*. "I don't know if we'll ever get 100 percent agreement."

Non-profit group named interim course operator

AUGUSTA, Ga. — A non-profit group has signed an agreement with the City of Augusta to become the interim operator of the Augusta Golf Course.

The Augusta Golf Association (AGA) will run the course on a daily basis until a bidder is selected to carry out a proposed \$2.8 million renovation and enlargement of the course that opened in 1928. AGA takes over from Anne Douglas, whose late husband, Lawson Douglas, operated the course from 1946 until his death in 1991.

Red Price will serve as director of golf at the course. He has hired Mark Avery to become the head pro and manager of the Augusta Golf Course.



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Public Golf '93: An event you won't want to miss

Readers of *Golf Course News* may have noticed the recent articles and advertisements concerning Public Golf '93. Indeed, similar advertising appears on page 39 this month, while a story announcing our speakers' program can be found in the Management section.

If you were one of the 100 or so people who attended last year's conference, you would know the Public Golf Conference is an annual event designed to help owners and managers better cope with the ever more competitive world of golf course operations.

If you didn't attend Public Golf '92, this column is for you.

Your first question might well be: What the hell is *Golf Course News* doing holding conferences? Well, my boss tells a tired ol' story about the railroad industry, which failed because it never realized it was in the *transportation* business, not the railroad business. Tired

or not, that's a compelling example of what *Golf Course News* is trying to do for the golf course industry.

We're in the *communications business* and, quite frankly, our success depends on the success of golf course operations all over the country. It's not getting any easier to turn a profit these days, but there are success stories. There are examples of innovation and efficiency that can be duplicated, even improved upon.

In reporting the news of our industry, we come into contact with these successes (and failures) every day. We've handpicked the successful people and invited them to speak, answer questions and *communicate* their experiences at Public Golf '93.

Pro shop retailing. Marketing. Practice facilities. Cart rental. Management strategy. Public



Hal Phillips,
editor

relations and promotion. Food and beverage. Maintenance practices. Golf instruction.

What do these things have in common? Money can be made or lost in all these areas, depending on how you handle them. Public Golf '93 is designed to help you make the most of them.

For example, Vince Alfonso — owner and head pro at The Rail Golf Club in Springfield, Ill. — will speak about promotion at Public Golf '93. Not only is Vince a marketing genius (he's got his own radio and TV shows, not to mention 200 outings each year), he was recently named 1992 Merchant of the Year by the Gateway Section of the PGA of America.

Rees Jones is one of America's top golf course

designers, but he's made another name for himself through renovation. What does a course renovation accomplish? It adds value to an existing facility — and what owner doesn't want that? Jones will speak at Public Golf '93 with Larry Hirsh, a golf course appraiser who will discuss some very interesting ways to add assessed value to golf course properties.

The bread & butter items for any daily-fee owner are probably green fees and cart rental. Ken James, vice president American Golf Corp., is involved with the operation of more than 200 daily fee facilities, in locations all over the nation. Who better to discuss innovative ways to maximize profits in these areas?

The two-day conference features some 20 speakers, and I can't do justice to them (or their ideas) in this column. Suffice to say, we think we've

Continued on page 10

Sierra article yet another lesson in agenda journalism

"Sticks and stones may break my bones, but words will never hurt me."

That's a phrase that rolls so easily off a kid's tongue, but is it ever really true — even when we grow up? I got hit by a brick barrage of words last month and it *seemed* like the blow was directly and firmly to the back of the head. Did I imagine that? Yeah, probably.

It amazed me, but a *Sierra* magazine "reporter" 1,500 miles away over a telephone line knew exactly my facial expressions as he interviewed me, what I was thinking during a pause in conversation, and my feelings on grass going brown (though we never touched upon that subject and he guessed wrong: I have editorialized in favor of

"brown is beautiful").

The "reporter," of course, was writing for his audience — *Sierra* Clubites, Findhorn-ologists, the types who'll go all out to save the spotted owl and turn a blind eye to 500,000 lost jobs. I guess we couldn't expect an unbiased approach to golf course development and its effect on the environment.

We noticed that he didn't talk to any scientists for facts to support his vitriolic diatribe assailing golf, golfers and superintendents.

No mention of Ron Dodson, president of the New York Audubon Society, and his Golf Course Wildlife Sanctuary Program.



Mark Leslie,
managing editor

No mention of Clemson University's Dr. Ron Kendall and his research at Kiawah Island's Ocean Course.

No mention of Dr. Stuart Cohen who, when at the Environmental Protection Agency, oversaw the Cape Cod Study on the effects of pesticide use on ground water.

No mention of Dr. Tom Watschke of Penn State and his studies on pesticide runoff.

The list is lengthy of people with "PhD" after their names whom he did not interview in his quest to prove that, as *Sierra* put it, "Nature pays a price for our love affair with golf."

In fact, the reporter's "scientific" source was a man who

completed one year of college, holds no degrees, conducts "insect counts" as his research and has made a career out of opposing golf courses.

In the span of three paragraphs, the reporter stated as fact:

- "To understand why golf courses are awash in chemicals..."

Sounds like Flood City, doesn't it?

- "Superintendents must fight moisture, wind, heat extremes, molds and fungus (and, in my hometown of Austin, dreaded fire ants) to keep their 'greens' green."

That's curious, because fire ants don't migrate to greens, guy.

- "Putting greens are more

Continued on page 10

Letters

DO WE REALLY NEED FIVE SETS OF TEES?

To the editor:

As a fellow golf architect, I read with interest Dr. Michael Hurdzan's proclamation that five sets of tees are now the standard for new golf courses (*Golf Course News*, August 1993, page 26). Respectfully, I must disagree.

Certainly with the increased traffic which has resulted from the golf boom, more teeing space is necessary on many golf courses, daily fee layouts especially. And there has been a trend among quite a few practicing architects toward distributing this area over four or even five sets of tees per hole.

However, I question the need for such a wide selection of tee grounds. In particular, the back tees I've seen on a lot of modern courses are totally unnecessary,

put in just to boost the course rating for advertisement purposes and the course's "Resistance to Scoring" in *Golf Digest* competitions. The only people who play these tees are six handicappers who insist on "playing the whole course," and shooting 90. Often, for the club professional or even Tour events, you will find them playing forward tees on at least a few holes (At Butler National, they put grandstands on the back tees so the spectators won't notice they aren't being used). New courses would be cheaper and faster to play if architects would simply resist the temptation to build some of their back tees.

Nor do multiple tees fix other playability problems. For example, abrupt dogleg holes generally don't work well because of the unpredictable length of the average player's drive — those

falling short of the dogleg point may have to hit a wedge around trees in the corner, while longer hitters playing from the forward tees don't know just how far to lay up. But architects build these holes more often today, because they've convinced themselves that multiple tees will deliver all players to the dogleg point, every time. Unfortunately, average golfers don't hit their drives consistently for distance or direction.

It seems to me a lot of great courses have managed to survive with only two or three tees per hole — places like Merion, Cypress Point, Crystal Downs or the National Golf Links of America — and their shot values still hold up pretty well for everyone. Instead of building forced carries and all their bunkers precisely the same distance from the tee, the architects of these courses gave a lot of

thought to distributing their hazards through the course, so that every player was affected on different holes, based on the topography and on how far they hit the ball.

In the British Isles, they managed to survive with (gasp!) one men's tee, one women's tee, and one "medal tee" which is reserved for club tournaments or for good players who obtain the secretary's permission to play from it.

The idea that shot values need to be "relatively the same" for all golfers on each individual hole, by building five sets of tees, has resulted in predictable designs which ignore the natural topography and cost more to build. But it doesn't make for better courses.

Tom Doak,
president

Renaissance Golf Design, Inc.
Traverse City, Mich.

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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Ask not what the golf industry can do for you...

By DR. MICHAEL HURDZAN

When JFK spoke of "No higher service than service to your fellow man," thousands upon thousands of young people came forward to serve in the Peace Corps. They went to far corners of the world with crash-course language skills and abbreviated introductions to their host country. They went not for a fat paycheck but for a chance and a conviction to better the lives of people they met in some small way. They measured success by improving a village water supply, building a rudimentary school, or teaching the basics of hygiene and sanitation.

It was difficult to be separated from loved ones for that period of service — a time usually marked by deprivation, isolation and physical hardship. But it was also a time of personal growth, independence, and fulfillment that yielded a lifetime memory of sharing and giving for a nobler cause.

Although never in the Peace Corps, I have had the privilege to be one of golf's small missionaries to other less-developed countries. In particular, I have been struck by the incredible opportunities for golf in eastern European countries such as the Czech Republic, the Slovak Republic, Hungary and Poland, as well as Mexico and many Caribbean islands.

These countries are prime for golf to be introduced and developed into a national pastime as it is in Scotland and Ireland. The possibilities for growth are staggering and as each new nation embraces golf, it moves one step closer to a universal game.

It is a chance to start as a game of the people — not just idle recreation for rich tourists. Golf must be introduced as the healthy, outdoor, family activity that it is — one that can be played from the cradle to the grave, at a modest cost. The emphasis should be on availability, not exclusivity.

Golf in these emerging countries must offer the entire spectrum of experiences ranging from trendy expensive resorts that attract wealthy foreign visitors down to barebones facilities reminiscent of the cow pasture golf courses of the 1940s and 1950s in America.

In some instances, we are talking about nations that can count the number of golf courses in their entire country on one hand. People who don't know a golf club from a polo mallet. People who think "getting a grip" is coming to terms with your emotions. This is

virgin territory. A place where anyone who can spell golf is considered an expert. This is America in 1887 — one year before the Apple Tree Gang played golf in a Yonkers apple orchard and forever changed the American culture. An awesome thought, isn't it? So let's make a connection. Let us take JFK's Peace Corps concept and marry it to golf. A Peace Corps of golf.



Dr. Michael Hurdzan

as invited guests to teach the basics of golf, build rudimentary golf courses of three, six, nine or 18 holes, and introduce a game of a lifetime, capable of

Why not take this country's over-flowing pool of golf knowledge and expertise and share it with folks who have none? Why can't just average golfers, with a sense of self-sacrifice and commitment, go out

overcoming poverty, poor education and hardship? Why not use role models like Lee Trevino, Chi-Chi Rodriguez, and Seve Ballesteros to show what golf can do?

Of course, there is no reason why this can't be done except for an organizer. A figurehead like JFK who would use his personal power, magnetism and influence to initiate this program. A person like Karsten, Arnold, Jack, Mark or Deane. But with a pure interest to simply make golf grow. No deals, no franchises, no exclusives. Just benevolent

giving in the name of a greater good, which has so enriched their personal lives. I personally would be honored to serve in an organizing committee, as would many of you.

In this country and Great Britain, thousands upon thousands of individuals connected with golf have enormous resources of knowledge and would gladly share it with others if there were a vehicle to do it. Young and old golf pros, superintendents, directors of golf, architects, builders, managers, and just

Continued on page 10



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Leslie comment: The Sierra agenda

Continued from page 8

susceptible to chemical leaching than fairways or roughs because beneath that thin layer of turf is a base of 70 to 90 percent sand. Chemicals sometimes leach through sand, especially after heavy rainfalls. If those chemicals eventually migrate into, say, a stream filled with brook trout, which have a low tolerance for pollution, the fish may die."

Should have made that call to Dr. Cohen, friend.

And you might like to know that the "success stories" of

developers and superintendents who respond to environmental concerns can be summed up neatly in one paragraph near the end of the article. The winners? David Stone at the Honors Course in Ooltewah, Tenn.; Tom Cassat at Pine Ridge Golf Course in Towson, Md. (sorry, Tom, we know you're actually in Lutherville, but who's counting mistakes?); and Eagle's Landing near Ocean City, Md.

You'll get more out of this week's *National Enquirer* than *Sierra*. Hey, at least everyone

knows better than to believe what you read in the *Enquirer* — though probably more of it is truth. And the *Enquirer* editors and writers must be much less uptight — what with not having to save the snail darter from cruel mankind.

Some day an unbiased article may appear in *Sierra*. Until then, they are preaching to a choir of happily misinformed-and-wanna-stay-that-way folks.

As for me, I'm going to watch who I share my innermost silences with. Bruce, you're forgiven even if you don't ask. That's my duty.

Hurdzan comment

Continued from page 9

plain golfers who would be willing to staff a Peace Corps of Golf. Willing to travel to a land or region without golf — be it eastern Europe, Mexico, South America, or an American Indian reservation to establish golf.

I am not so naive as to think that this would be a simple undertaking. But with cooperation of the U.S. ambassador corps and personal invitations from host nations, the big guys in

golf could make it happen.

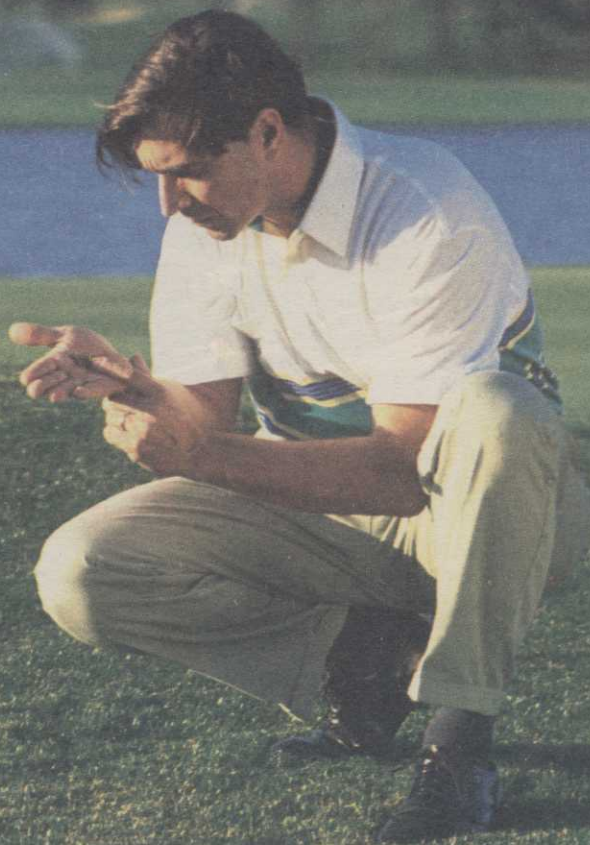
What is the long-range incentive for each of us beyond personal fulfillment? First, there is a financial incentive that if golf becomes a national pastime it opens up new markets for professional expertise and equipment.

Second, it enhances the possibility of a world tour.

Third, it would foster peace between nations. It would make golf a universal sport and not the idle, rich, white man's game it is perceived to be now. Golf would have little opposition to becoming an Olympic event.

And lastly, many of us would have a lifetime memory of sharing and giving to a nobler cause ... a game we love called golf.

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CIRCLE #106

Public Golf '93

Continued from page 8

assembled a blockbuster program that will more than interest you — it will help you make money.

Public Golf '93 is scheduled for Nov. 14-17, at Wild Dunes in Charleston, S.C. Yes, there will be a tournament held at the Tom Fazio design on the 14th. Not just any tournament, mind you — the first annual Editors' Tourney, where *Golf Course News* editors Mark Leslie, Peter Blais and myself will display the form that earned us three places in the nation's Top 10 People You Don't Want In Your Scramble.

In any case, we think Public Golf '93 will be worth your while. For more information, contact the Golf Course News Conference Group at 207-846-0600.

AGC spinoff

Continued from page 1

able for purchase on attractive terms.

"Further, management believes that a substantial number of these courses are managed by *ad hoc* organizations of golf professionals and property managers that lack the expertise and centralized management capability to operate, market and maintain such courses efficiently.

"The Company believes that by acquiring such golf courses and installing experienced golf course managers and management systems, its revenue and income from acquisitions can increase."

Apparently, investors agree. The 9.7 million shares of common stock hit the New York Stock exchange Aug. 10, selling at \$20.375 per share. Two weeks later, it closed at \$20.625, a 1/4-point jump.

NGP is very happy with the reception investors have given its initial public stock offering, according to a company official.

"It's gone very well," said Executive Vice President and CEO Ed Sause. "The underwriters are very happy. It was well priced and successfully marketed."

GOLF COURSE NEWS

BRIEFS



ROSS AWARD PRESENTED

BLOOMFIELD, Conn. — The Donald Ross Society has presented its first scholarship grant to Benny Bennett Jr. of Creedmoor, N.C., a senior at North Carolina State. Bennett, an agronomy and turf sciences student, received a check for \$2,500 from Scholarship Committee Chairmen Arthur Langan of Manlius, N.Y., and the Honorable P. Richard Thomas of Meadville, Pa.

RESEARCH UNVEILED IN VIRGINIA

BLACKSBURG, Va. — The Virginia Tech Turf and Landscape Field Days will reveal the latest turfgrass and landscape

research on Sept. 21-23 at the university and Blacksburg Marriott. Wednesday's agenda includes tours of the Extension's research plot and a demon-



stration tour that begins at the campus's Lane Stadium. Studies are being done in a number of areas including biostimulants, growth regulators, late fertilization of Bermudagrass, fungicide synergism, pre-emergent herbicides and biotechnology. For information call Virginia Cooperative Extension, 426 Smyth Hall, Blacksburg 24061; 703-231-9736.

INLAND NORTHWEST SHOW ANNOUNCED

SPOKANE, Wash. — The Inland Empire Association of Golf Course Superintendents expects more than 30 companies and scores of superintendents to take part in its 7th Annual Inland Northwest Turf and Landscape Trade Show on Jan. 27, 1994 at the Spokane Interstate Fairgrounds. All proceeds from the event will benefit turfgrass research and education, according to IEGCSA. More information is available from Julie Boyce at the IEGCSA, 1708 N. Lee St., Spokane 99207; 509-534-4161.

TATE HONORED IN MICHIGAN

SOUTH LYON, Mich. — The Golf Association of Michigan presented C.E. "Tuck" Tate its 6th Annual Distinguished Service Award at its Club Representatives Day activities at Walnut Creek Country Club here on Aug. 23. The honor is the highest given by GAM, recognizing Tate's "many years of selfless service to the golf and turfgrass industry in Michigan." The award was also presented to the late Ray Maguire, long-time pro at Birmingham Country Club. Tate was a founder of the Michigan Turfgrass Foundation at Michigan State University and endowed a scholarship fund for turfgrass students. He was presented the Distinguished Service Award of the Golf Course Superintendents Association of America in 1992.



C.E. "Tuck" Tate



Dr. Ron Kendall, left, and graduate student Thomas Rainwater check a birdhouse at the Ocean Course at Kiawah Island.

Clemson scientists' study looks at Kiawah as 'total ecosystem'

By PETER BLAIS

CHARLESTON, S.C. — Clemson University researchers are expected to publish initial findings in January on the environmental impact of the Ocean Course at Kiawah Island.

The three-year study of the seaside layout, a living laboratory designed to be environmentally friendly and the site of the 1992 Ryder Cup, should provide scientifically based information on the effects of golf course construction and maintenance on plants, animals and water quality.

"We're looking at the golf course as a total ecosystem. We're taking apart the various components of a golf course and seeing how they respond to pesticides, fertilizers and other stresses," said Ron Kendall, director of Clemson's Institute of Wildlife and Environmental Toxicology.

Kendall will be the study's lead author. He is overseeing the efforts of the five faculty members and seven graduate students assigned to the project.

Continued on page 17

Beware, be protected

Killer bees invade Arizona, Texas; California next?

Africanized Honey Bees (AHB), which have killed 900 people in South America and 48 in Mexico, have migrated into 50 Texas counties and now have been discovered in Arizona.

The bees are especially sensitive to the noise of outdoor power equipment, and reportedly have been sent into attack frenzies by the sound.

U.S. Department of Agriculture research geneticist Anita Collins, of the Bee Research Lab in Weslaco, Texas, said attacks in that state have involved "a lot of lawn mowers." The lawn and landscape industry is one of the most vulnerable to attack from the bee which can detect vibrations of man and animals walking 100 to 150 feet away.

Experts say the AHBs preferred feeding material, warm-season plants, is abundant in places like Phoenix, Tucson, San Diego, Los Angeles and San Francisco. University of Arizona entomologist David Langston said the bee will migrate along riparian areas and predicted they will move along the Central Arizona Project Canal into the Phoenix area.

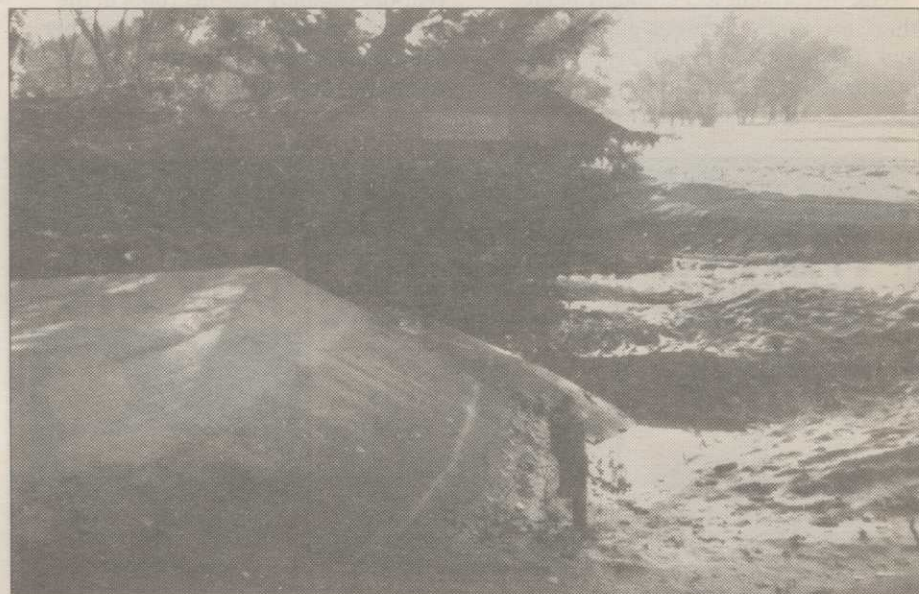
The bees, which have migrated northward about 300 miles a year since escaping from an experiment in Brazil years ago, will nest in nearly any cavity in the ground or in trees or around buildings.

Compared to European honey bees, AHB colonies have 10 times the number of guard bees who protect them. A University of Miami botany student in Costa Rica died from 8,000 stings in a 1986 attack.

AHBs are nomadic and swarm much more often than other types, so they may appear in areas where they have never been seen before. Experts recommend:

- Checking for bees before trimming

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Awash in rubble and silt, Staggs Hill Golf Course in Manhattan, Kan., took a hard hit from flood waters.

'Drenched' turns to 'underwater' for some Midwestern courses

By PAT FINLEN, CGCS

QUIVIRA LAKE, Kan. — Kansas City Country Club was preparing for the Trans-Mississippi Golf Tournament on July 10, but course superintendent Loren Breedlove had bigger worries that morning.

Brush Creek, which runs through the course grounds, had come out of its banks after 10 inches of rain. The course lost two bridges; four greens were under water; and most sand traps were washed out to the point that drain tile was sticking up out of the bunkers. With the practice round scheduled for Monday the 12th, the crew spent the next three days repairing the course.

Drain tile was put back in bunkers and sand was replaced. Greens were hosed off to remove silt and bridge repairs were made. The practice round had to be canceled, but the rest of the tournament went off without a hitch, except for the occasional rains and extreme humidity.

This was a relatively happy ending to what has been a miserably wet 13 months — the last six of 1992 and the first seven of 1993. In

portions of the Kansas City metro area, rainfall for '92 totaled 50 inches — 34 falling in the last six months. For the first seven months of 1993, the same region has received more than 45 inches of rain — normal precipitation is around 35 inches per year.

Maintenance crews routinely shoveled sand back into bunkers once a week, sometimes twice. If the sun did shine, it didn't last long. By early summer it was routine for most courses to mow until dark on those days when it wasn't raining.

The inordinate amount of rainfall in Kansas City had left its mark by midsummer. From June 27 until July 30, more than 20 inches of rain fell. It was not uncommon to get up to an inch per day. With temperatures around 80-85 and humidity extremely high, cool season grasses were at the brink of major disease outbreaks. (Courses in the Kansas City area use a combination of cool- and warm-season grasses. Ryegrass and zoysiagrass are predominant on fairways and tees, while most courses have cool-season roughs.)

...

The rains continued throughout Kansas and Missouri during the month of July.

Continued on page 14

Ganning: No tricks in redesign getting Belfry ready for Ryder

By TREVOR LEDGER

SUTTON COLDFIELD, England—In 1981, the Ryder Cup was to be staged here at The Belfry. But the five-year-old course hadn't matured. Enter course manager Derek Ganning with the charge of developing the Dave Thomas-designed course to the required standard. Twelve years later, Ganning is still here with two Ryder Cups behind him and a third looming Sept. 24-26.

Ganning has plenty of day-to-day responsibility in tending to the Belfry's two courses — the Derby and Brabazon, the latter being the Ryder Cup venue. To have 24 of the world's finest golfers playing the course is a wonderful added bonus. But it is just that — a bonus.

"I work for a progressive company [De Vere Hotels]," Ganning explained. "The Ryder Cup will come and go in September and the 10-year project plan will continue. The investment will continue."

The investment has certainly been there up to now. Between autumn 1990 and spring 1992, Ganning oversaw approximately \$1.2 million worth of rede-

sign. Much of this was spent bringing in 40,000 cubic meters of soil to build spectator mounds and hummocks on eight of the Brabazon holes. Coupled with a number of new tees and bunker locations, this work has cost more than the original 36-hole layout.

"We've tried to lay out a golf course that is fair to both sides," Ganning said. "We have no tricks up our sleeves."

Unlike Kiawah's Ocean Course, site of the '91 Ryder Cup, the water fauna at The Belfry is all harmless. But Ganning did take part in a publicity stunt involving a couple of crocodiles from Drayton Manor Zoo.

"I was photographed holding one of them. I held on tight!"

The British climate ultimately spoiled this attempt to rival Kiawah's alligators. What a shame to have lost the headline: "The Belfry Bites Back!"

...

Like many successful Brits, the 53-year-old Ganning has his roots in the military, serving with the Northumberland Fusiliers and 22nd Airborne. This is where he received the spark which

SUPER FOCUS



Derek Ganning, above right, at The Belfry, site of the Ryder Cup this month.

illuminated his career path.

Part of his duties in countries such as Borneo and Hong Kong was to prepare sports fields — including golf courses — for the officers. Basic Army groundsmanship training equipped Ganning to become greenkeeper (not superintendent, and certainly not greenskeeper) at a little nine-hole course called Dartmouth in the Black Country of England's West Midlands. The initial spark soon became a flame.

Academic qualifications from King's Heath College followed short courses in financial and project management from Aston University. From there Ganning teamed with Fred Autrey in developing, designing and building a course for the city of Birmingham. The success of this project did not go unnoticed by those who developed another Midlands course, The Belfry — immature and in need of whipping into shape.

Ganning is now course manager and heads a team of 16 ground staff, all with key areas of responsibility — responsible in its strictest sense.

"There is no room in this industry for prima donnas," he said. "All departments negotiate their own budgets with me and are financially responsible thereafter."

The crew at The Belfry is more fortunate than most in the U.K. Ganning believes in education and all new trainees follow a two-year, day-release course with the option of going on to earn a Higher National Diploma at Rees Heath College. Offering such opportunities is not necessarily pure altruism, just progressive common sense.

"Golf courses today should be training people so that, on a 36-hole complex like this one, you have two head greenkeepers and three in reserve for the future development of the course," he said. "Promotion from within is essential. That way you know what sort of person you're getting."

Or losing. Ganning has watched some talented people get snatched up by other courses. Is this a case of a highly skilled teacher and motivator being hoisted by his own petard? Not a bit of it.

"One of the things I love about this job is helping people to better themselves," said Ganning. "John O'Brien left me to run Banff Springs in Canada; Chris Curly is now at a course in Vienna; and Richard Hitchcock has started his own construction company. That's just this year."

Ganning, for one, has no plans for departure. Twelve years ago he made an immediate impact at The Belfry by planting 30,000 trees.

"I know I'm getting old because the trees are getting big now," he said. "As to the future, who can say what they'll be doing in a further 12 years. I'll not be able to finish the job I started here. Greenkeeping is like a landscape painting — it's never finished."

Killer bees are here

Continued from page 11
a tree or moving debris.

- Wearing long-sleeve shirts, trousers, light-colored clothing, and especially white socks, because bees are known to sting ankles covered with black socks.
- Avoiding wearing shiny jewelry and leather.
- Using perfumes and other odorous products sparingly, because the bees are sensitive to odors.
- Being aware of insect flights from a central point.
- Being aware of escape routes.

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CIRCLE #108

SCOTT JOHNSON
CC of the South
 Alpharetta, Ga.
PGA Senior Tour
Nationwide Championship
 Sept. 20-26
 ABC

Scott Johnson is gearing for his late-September Seniors event, but he is excited about next June. That is when this Senior Championship will be held next year, and it is "the ideal time of the year," said Johnson. This is Johnson's second Senior Championship in September and he said: "This is the worst time because you have the stress of the summer on your grass and you don't have time to recover because the cultural things

you'd do are counter-productive to providing the good surface for the pros. So you hang on as best you can, roll for the tourney and recover in October. June is ideal for bentgrass in this part of the country."

A 1981 graduate of Kansas State University's turfgrass management program, Johnson served Texas assistantships at Lake Country CC in Ft. Worth and Preston Trail GC in Dallas before landing the head superintendent posts at Hideaway Lake Club in Tyler (for 1-



Scott Johnson

1/2 years), then the 27-hole Trophy Club in 1985. He went to Willow Springs in Roswell, Ga., where he worked until early 1992, when he took over at CC of the South, a Jack Nicklaus design.

THINGS TO LOOK

FOR: Although the course sports 419 Bermudagrass on the tees, fairways and roughs, the greens are all bentgrass. Keep a sharp eye out for fans near 14 of those greens that are set down in valleys. The fans are needed to cool

and dry them off. Johnson's 29-person crew, which balloons to 44 for the tournament, has had a tough fight keeping the grass alive this summer. The course experienced 65 days with temperatures over 100, including 34 in a row of 90 degrees plus humidity of 60 to 70 percent. Three of the four little ponds between 10th tee and 18th green have been reshaped into one large pond. Also the 10th tee was doubled in size, toward the 18 green. Crews regraded the 7th hole (tournament's 16th) which had a severe slope to the fairway, raising the fairway 3-1/

2 feet, and opened up the view of the dogleg right. An acre and a half was resodded in June. Grass growth has slowed so much this late in the year that, two weeks out from play, Johnson concentrates on rolling the fairways by turning off the reels on the mowers. The fairways were verticut the first week of August.

MADE-FOR-TV PREPARATIONS: Two fertilizer applications — one extra with a little nitrogen and potassium and a lot of iron (about 6%) — were made just for the fairways to provide a contrast between fairway and rough. The second application was planned for Sept. 7. A bed of yellow mums with the tournament logo will spice up the area of the 18th green.

DEAN BAKER
Glen Abbey Golf Course
 Oakville, Ontario
Canadian Open
 Sept. 9-12
 CTV, ESPN

Dean Baker, 31, has spent nearly half his life tending the links at Glen Abbey. Having spent 14 years there, he is a veteran of 10 Canadian Opens — the last five as head superintendent. While other supers struggle to prepare for a major tournament now and again, the 1985 alumnus of the University of Guelph said: "The Open has become somewhat of a routine. The same people are involved every year. It almost runs itself automatically. That's the key. Every year you have the same [high] expectations. But if you've done it every year it's easier to reach those expectations."

THINGS TO LOOK FOR:

A public course that plays 35,000 to 40,000 rounds per year, Glen Abbey is normally cut at 1-1/2 inches in the roughs and 9/64ths of an inch on the greens. A month before the Open, Baker's crews let the roughs grow to four to six inches and start cutting the greens shorter by 1/64 of an inch per week until they are at 6/64ths. The greens will Stimp from 10-1/2 to 11, Baker said. Three days out from the Open, the course is closed to prepare traps, bunker faces and other spots. During the Open, groundskeepers single cut in the morning and at night and roll daily in the evenings.

MADE-FOR-TV PREPARATIONS:

Glen Abbey was Jack Nicklaus' first design on his own after Muirfield Village, and it was designed as a championship course, so the mounding is sufficient to handle spectators. Striping and other aesthetics for the cameras? "The aesthetics of striping was a fad that I think has come and gone," Baker said. "We just look for consistency, for proper cutting heights on all fairways and greens. That's the key that all players look at."

DONALD ECKHART
Oakwood Country Club
 Coal Valley, Ill.
Hardee's Golf Classic
 Sept. 16-19
 ESPN

It has been "a long day every day, seven days a week" for Don Eckhart, who for the first time ever has had to fight "too much moisture for a year." The 1965 Iowa State University graduate said: "It seems like the ground's been saturated for 12 months. We had so much rain, it froze and we had ice damage last winter. It smothered a lot of grass. Once it got back, we lost it again because of drainage problems." The superintendent at Oakwood since 1969, Eckhart has prepared the course for the Hardee's Golf Classic since 1975.

THINGS TO LOOK FOR:

Where else will you see C7 bentgrass — an old-style apple-green cultivar, on putting greens? The upright and broad-leafed characteristic of C7, in fact, is one of Eckhart's major troubles in

preparing his course for the tournament. Because of its stature, it is difficult to obtain the high speeds the PGA desires for championship play.

"We try to get the Stimp meter to 9.5 or 10 but may cut down to 110/1000ths of an inch," Eckhart said, adding that his low-maintenance budget has just now provided rollers. A Pete Dye design, Oakwood boasts some highly undulated, small greens. Eckhart's crews have been reshaping sand traps into collection-type bunkers, but it's been so wet they couldn't finish the project the 90 days in advance that the PGA desires.

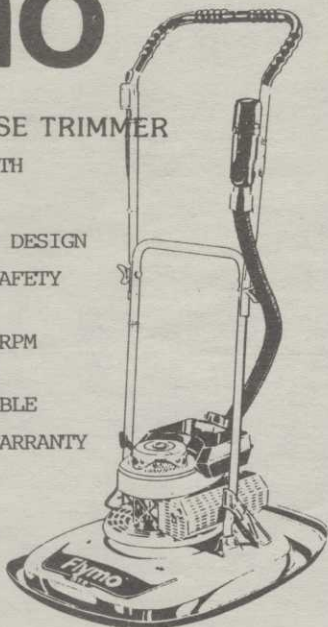
MADE-FOR-TV PREPARATIONS:

Eckhart said he is in continuous preparation for the tourney. "It's always in the future — always in the back of your mind." Mowing crews hold the stripes so they stand out more for the cameras. Other than that, the only extra provision for aesthetics is added shrubbery that spells out "Hardee."

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CIRCLE #109

Surviving the flood

Continued from page 11

However, on July 16, the Army Corps of Engineers started to release large quantities of water from the bloated Milford and Tuttle Creek reservoirs, both of which drain watersheds that cover large portions of Kansas, southern Nebraska and eastern Colorado. This was the start of what became the worst flooding of the Kansas and Missouri river basins since 1951.

Most courses in Kansas City suffered minor damage from the general flooding, but one—Stagg Hill Golf Course in Manhattan, Kan.—suffered heavy damage from these water releases. Stagg Hill lies in the Kansas River flood plain and, early this May, the course was partially flooded from the constant rains. It recovered but once the water releases started, Stagg Hill was inundated. The entire track, except two holes, lay under 10 feet of water at various times.

The fairways and tees at Stagg Hill consist of a combination of Bermudagrass, zoysiagrass and bluegrass—all have been lost from the flood. All but four greens were lost. Portions of the golf course are still buried under six feet of mud and sand. On some holes, only the tops of ballwashers can be seen. Course superintendent Dave McComas has had to cope with five feet of water in the maintenance building, as well as no power or telephone service.

Estimates for just removing the mud and sand are running as high as \$600,000. With such a large fee just to remove the debris, course officials do not think they will be able to reopen without some type of federal or state aid. Insurance for the course covers only the structures and equipment. Until an answer comes on whether they will qualify for federal aid, the course remains in limbo.

...

Problems in Kansas City and surrounding areas were compounded when the rains quit. Most turf had not hardened off from the spring-time conditions. With very little sunshine in the spring and early summer, and saturated soil conditions, the root system of most grasses was very accustomed to surviving in the top two inches of the soil profile. Once the sun did come out, the heat came with it. With temperatures in the low- to mid-90s, disease pressure was at a level unseen in Kansas City for quite some time.

Many courses that survived the flooding and saturated soil conditions then developed problems on their greens and other cool-season turfgrasses—because of the transition from spring in July to summer in July. Diseases such as anthracnose on bentgrass (a rarity in this area) surfaced, as well as summer patch and Phytophthora. Pythium and brown patch were

common. Brown patch has been our constant companion since May, with control and recovery extremely hard due to the constant rainfall and humidity.

The only bright spot during the whole summer has been for those with zoysiagrass tees and fairways. Zoysia has done extremely well and has, no doubt, convinced a few superintendents to convert to zoysia.

Many courses have already started their fall aerification and seeding. The quantities of seed used this year will far outpace the amount used the two previous years.

New Mexico water research under way

LAS CRUCES, N.M. — Scientists with New Mexico State University's Agricultural Experiment Station are discovering how much water Bermudagrass needs to grow in the state's soil by using a custom-built electronic irrigation system.

James McCrimmon, NMSU turfgrass management scientist, is testing 15 Bermudagrass cultivars on 45 plots at Fabian Garcia Science Center.

"We have sprinkler heads that pop up about four inches, so their low trajectory should prevent some of the spray drift caused by wind," McCrimmon said.

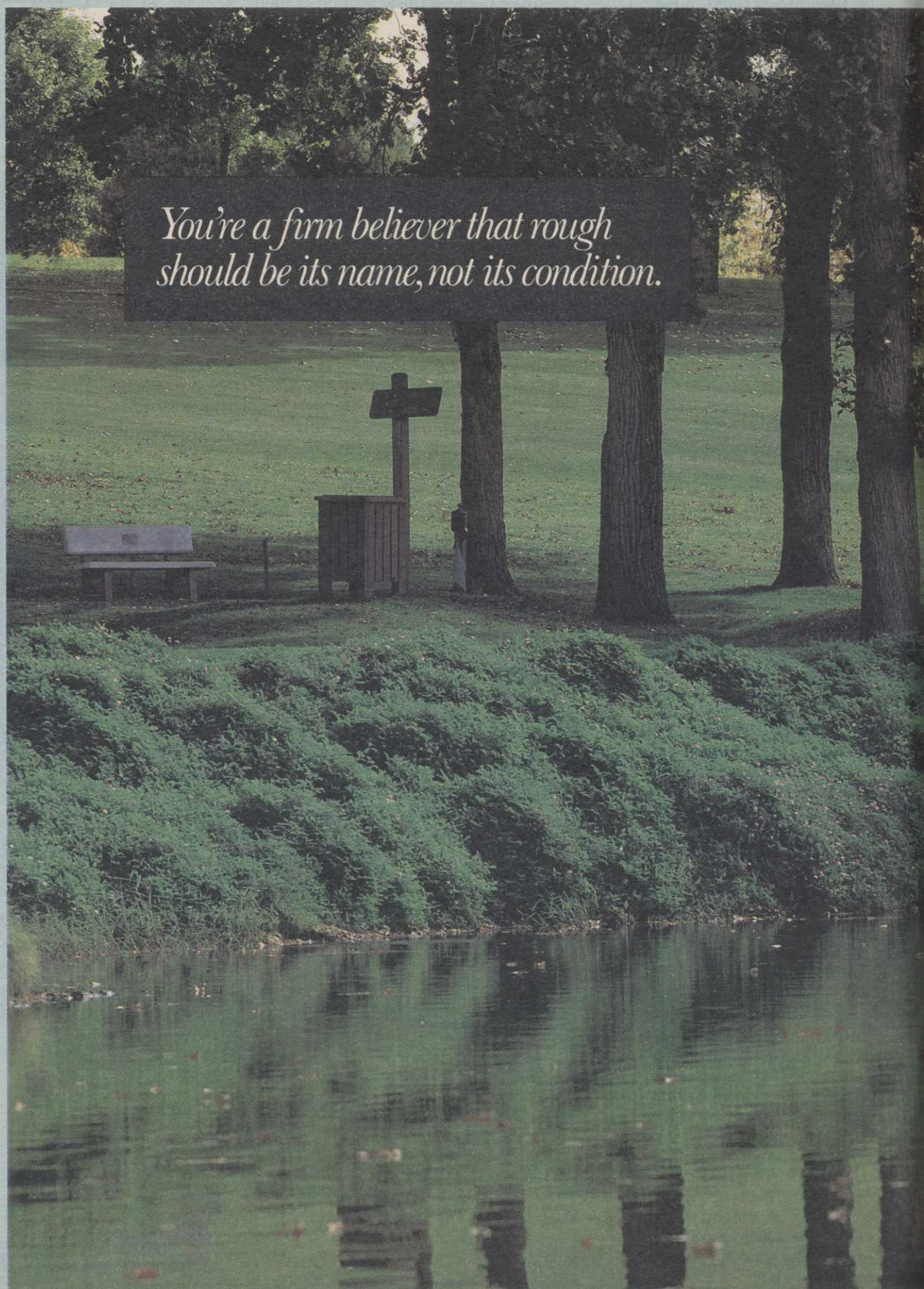
Each plot in the system measures four square

meters. More than 6,000 feet of electrical wiring run with underground water pipes to control each sprinkler head, and the entire system is run by an advanced irrigation control box.

"For example, we can water one plot at a different time and duration than another simply by programming the system," McCrimmon said.

That option allows researchers to test the cultivars under a variety of simulated rainfall conditions. The study also measures the cultivars' density, color, dormancy period and cold and drought tolerance.

"In the long run, you can save water with this type of system, and conservation is what we're striving for," McCrimmon said.



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Randy Nichols

Continued
from page 1
& Country
Club in
Dunwoody,
Ga. Nichols
said the
board has

begun a search for a replacement. No deadline has been set for naming a successor.

"It will be very difficult to fill the shoes of someone of John's caliber," said Nichols, who agreed with Schilling the breakup was amicable. Schilling and GCSAA could work together in the future, he added.

The Andersen report dealt with opportunities for improvement, upper-level staff salaries and organizational issues, Nichols said. The organizational recommendations included eliminating the senior director management-level positions formerly held by Ochs and Green.

"The association has gone through controversial things in the past," said Mike Bavier, superintendent at Inverness Golf Club in Palatine, Ill., and past (1981) GCSAA president.

MAINTENANCE

More changes foreseen in GCSAA makeover

"Every six to eight years we seem to go through some sort of reorganization. The association will go on and be better than ever."

Nichols equated the study to the sort of periodic review large firms do. In a letter to local GCSAA officials, he said the study was within the duties and responsibilities of the board. The board directed officers to begin making the proposed changes in early June.

"To be cognizant of ways to improve our association and not

implement these changes would have been negligent in our fiduciary responsibilities to the membership," Nichols wrote.

The majority of the board agreed, accepting the plan June 3 by an 8-1 vote.

"Basically, the entire board, as it is currently constituted, agreed with Randy," said Secretary/Treasurer Gary Grigg of Naples National Golf Club. "I think we're headed in the right direction."

Roberts was the lone dissenter and resigned from the board fol-



Bill Roberts

lowing the vote. In his letter of resignation, Roberts indicated he disagreed with the need for the study. He added that the proposed actions could jeopardize the board and association while subjecting the organization and certain individuals to lawsuits.

"I feel so strongly about this entire matter that I am resigning from a board of directors that I have served faithfully for over seven years," wrote the head superintendent at Lochmoor Club in Grosse Pointe Woods, Mich.

Nichols said he hired Andersen in March to evaluate the effectiveness and efficiency of association operations; complete a salary survey of 25 GCSAA staff positions (later reduced to the top three posts); identify underlying reasons for personnel turnover; and assess the organizational structure.

The most controversial recommendations appear to be in the administrative make-up. The newly proposed organizational chart suggests:

- eliminating the senior director of operations and senior director of communications positions;
- creating an accounting and finance department headed by a chief financial officer;
- developing a deputy chief executive officer post;
- consolidating the Communications (formerly headed by Ochs) and Publications departments (headed by Clay Loyd) and separating the Development Department;
- creating a Conference and Show Department to promote the International Golf Conference and Show, currently done by the Sales and Marketing Department; and
- adding a human resources manager whose personnel functions are currently performed by Director of Administration Patricia McCarthy.

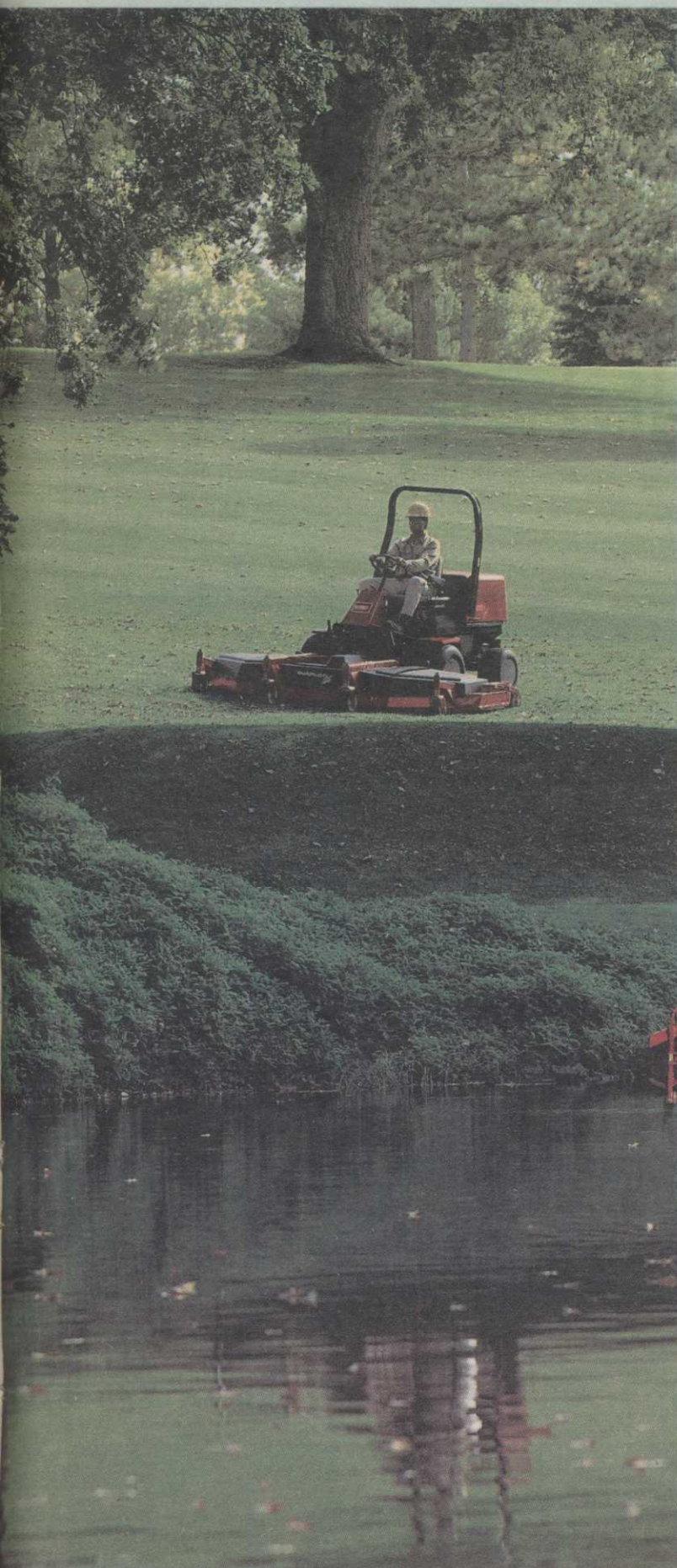
"Recognizing the quality of our current staff, the board of directors will make an attempt to retain as much current staff as possible. However, there will be some position reassignments," Nichols wrote.

Roberts termed the reorganization "outrageous." Establishing chief financial officer and deputy chief executive officer positions, he wrote, would erode the authority and responsibilities of a chief executive officer (Schilling) who has performed those functions "admirably." It would also confuse lines of communication, he added.

"Consequently, to implement the study places the chief executive officer in a mere figurehead position," Roberts wrote.

Nichols declined further comment about the reorganization until the situation is sorted out. Telephone calls to Roberts were not returned.

Andersen also found opportunities for improvement in operations, use of technology, staff training, and policy changes that would increase efficiency and staff morale.



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Composting trend makes chippers, sweepers invaluable

Sweepers

Model & Manufacturer	Windrow or pick-up?	Cleaning path	Power source	Pick-up system	Hopper capacity	Mechanical or manual drum	High dump capacity
Groundhog LitterVAC Haybuster Mfg Inc. Box 1940 Jamestown, N.D. 58401 701-252-4601 Circle #314	W	54"	Honda: 11HP	positive driven brush & vacuum head	19 cu.ft.	Mech.	n/a
Sweep Star Smithco 11 West Ave. Wayne, Penn. 19087 215-688-4009 Circle #313	P	60"	Kohler K582S, gas, 23 hp (or Kubota diesel D850)	single-reel, floating, pick-up head	3 cu.yds.	(not a drum type)	72"
Lilamisa Sisis Inc. Hulley Road Macclesfield, Cheshire SK10 2LZ, England 011-44-0625-503-030 Circle #312	P	72"	Tractor PTO	rotating brush	81 cu.ft.	hydraulic	60"
Cushman Turfrak Ransomes America Corp. 7900 W. 78th St. Suite 105 Minneapolis, Minn. 55439-2525 612-829-1510 Circle #311	P	54"	belt-driven PTO	rotating brush	24 cu.ft.	manual	n/a
ProVac 1050 Gravely Int. 1 Gravely Lane Clemmons, N.C. 27012 919-766-4271 Circle #310	P	60"	Kohler: 18hp	air only	3.1 cu.yds.	mech.	ground dumping only
Turf Sweeper 5400HL The Toro Co. 8111 Lyndale Ave. S. Minneapolis, Minn. 55420 612-887-8805 Circle #309	P	60"	Onan P224: 24 hp	two-time counter wheels	3 cu.yds.	hydraulic	66"

By HAL PHILLIPS

Storm damage means downed trees. And downed trees are a nightmare for superintendents. And while chippers and sweepers come in awfully handy in the wake of natural disasters, there is a more commonplace, everyday application for these course management tools.

Composting has become an ever more common trend amongst superintendents who seek to maximize their natural fertilization capabilities while minimizing their trips the landfill.

Some may consider chippers and sweeper a luxury item, but circumstances often dictate otherwise.

"It depends on the number of trees you have on your particular course," said Tim Hiers, head superintendent at Collier's Reserve in Naples, Fla. "If your landfill is 80 miles away, it's worth it to have your own chipper. And some local ordinances — more and more all the time — may say you can't put *anything* in the landfill, in which case you really need a chipper."

Sweepers serve the same purpose in areas rife with assiduous trees. The process of clearing leaves off the playing surface is, of course, made easier by using a sweeper. But what do you do with the leaves and grass clippings if your landfill is restrictive or closed, as an increasing number are in the Northeast?

"Sweeping it up and composting is becoming a big trend," said Hiers.

Kevin Pryseski is head superintendent at Cattail Creek Country Club in Edgewood, Md., a Willard Byrd design that opened this July. This will be the first autumn for Cattail, so there isn't much of a compost heap — yet.

"We use the sweeper for everything: Especially vacuuming after we dragged the fairways," said Pryseski. "The Toro we have also has a blower attachment so we can blow leaves into piles then suck them up later."

"We just opened in July, so what we'll probably do is let the leaves sit for while. Then we'll take the spreader and disperse the clippings and rotted leaves on the driving range."

Chippers

Model & Manufacturer	Limb diameter capability	Hydraulic feeder?	Deisel or gas? Horsepower?	Fuel capacity	Chipper drum size outside diameter	Rotatable discharge chute?
Super Tomahawk Troy Bilt 102nd St. & 9th Ave. Troy, N.Y. 12180 518-235-6010 Circle #308	4"	no	gas: Briggs & Stratton I/C	2 quarts	16 free swinging, reversible	no
BH SCCM 50S Iron & Oak P.O. Box 560 Annawan Ill. 61234 309-935-6353 Circle #307	4"	no	gas: 11 hp OV Kohler Command	3/4 liter	square feed funnel (largest point: 13-1/2" x 10-1/4")	no
250 Chip N Mulch Ameriquip 1480 Arrow Highway LaVerne, Calif. 91750 714-392-2033 Circle #306	3"	no	gas: 16 hp	1.5 gal.	20"	no
620 Model Vermeer P.O. Box 200 Pella, Iowa 50219 515-628-3141 Circle #305	6"	yes	both	8.5 gal.	24"	180 deg.
Yard Shark YS9H-TRW Tilton Equipment P.O. Box 68 Rye, N.H. 03870 603-964-9450 Circle #304	3.5"	no	gas: 9 hp	n/a	11"	no
Wood•Pro 8AVP VC Marketing P.O. Box 608 Roseland, N.J. 07068 201-992-8514 Circle #303	3 to 6"	no	gas: 9 to 22 hp	2 to 5.5 gal.	disc size of 18 to 30"	on some models
Model 40/30H PeCo, Inc. P.O. Box 1197 Arden, N.C. 28704 1-800-438-5823 Circle #302	9"	yes	diesel: 40 hp	18 gal.	32"	yes: 360 deg.
Model 60 Bandit Industries 6750 Millbrook Road Remus, Mich. 49340 517-561-2270 Circle #301	6"	yes	gas: 20-23hp	8 gal.	26"	swivel discharge

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CIRCLE #111

Kiawah report due in Jan.

Continued from page 11

The Monsanto Agricultural Co., U.S. Golf Association and Professional Golf Association of America provided funding for the \$400,000 study.

The Ocean Course was a logical site because architect Pete Dye designed the facility—which incorporates extensive wetland areas—with the environment in mind.

For example, Dye installed an underground drainage system consisting of 14 miles of drain tiles that recycle irrigation and rain water. He created 22 acres of new wetlands and hundreds of sand dunes that were stabilized with plantings of sea oats and American beach grass.

"The sea oats are doing very well and providing a habitat for many animals. It's an example of how golf courses can not only protect the environment, but also enhance it," Kendall said.

The Ocean Course, one of four at the Kiawah complex, is also home to alligators, deer, mink, sea turtles, and many species of birds and fish. The research team began inventorying plant and animal life in 1991.

"Birds feed on fish in the marshes and insects that inhabit the fairways," Kendall noted. "We're doing reproduction and chemical exposure studies.

"We've captured hundreds of birds, taken blood samples and washed off their feet to test for chemical residues. We've banded them and even put radio monitors on a few to track their movements on and off the fairways."

The research team has also studied the effect of course operations on surface and ground water quality, pesticide and fertilizer movement, photoplankton and algae growth and aquatic macrophytes (submerged plant material).

The goal is to provide a model, scientific approach for protecting the environment while achieving a superior playing surface, Kendall said. Golf courses are in a unique position to protect and enhance the environment because they frequently

interact with sensitive environmental areas, he added.

"We think people will perceive golf courses differently in the future. They will hopefully come to realize that they should live in better cooperation with course superintendents," predicted the Clemson researcher, adding that head superintendent George Frye and his crew have been extremely cooperative.

"Why should golf courses be viewed as a means of just gobbling up large tracts of land when environmentalists can instead work with the superintendent to provide natural areas that provide more interaction with plants and wildlife?"

In addition to January's initial report, the graduate students will present some of the team's findings at the Society of Environmental Toxicology and Chemicals annual meeting this fall in Houston.

"The students have been living at the golf course. Some have expressed interest in golf industry careers because of this project," Kendall noted.

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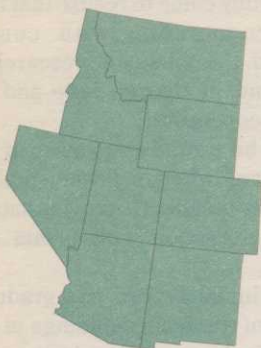
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CIRCLE #114

Mountains



FOCUS IS ON IRRIGATION

PHOENIX, Ariz. — Seminars targeting irrigation efficiency and xeriscaping will highlight the Southwest Horticultural Trade Show, Thursday and Friday, Sept. 9-10, at Phoenix Civic Plaza.

The "Irrigation Efficiency" seminar, sponsored by Cactus and Pine Golf Course Superintendents Association and the national association, will be led by Dr. Ken Solomon from 8 a.m. to 5 p.m. Sept. 9.

Sponsored by the Arizona Municipal Water Users Association, the "Xeriscaping: Nature's Choice of Landscape" workshop will be held from 7:30 to 3 p.m. Sept. 10. It will include seminars about sustainable design, plants adapted to the desert environment and efficient irrigation to preserve water resources.

A Pesticide Credit Seminar will be conducted by Dr. Michael Pfeiffer from 8 a.m. to noon Thursday.

More than 300 booths featuring equipment, nursery items, fertilizers and chemicals, and hard goods are expected.

More information is available from the Arizona Nursery Association at 1430 W. Broadway A125, Phoenix 85282; 602-966-1610.

Northeast

NEW JERSEY FIELD DAYS

NEW BRUNSWICK, N.J. — The Rutgers University research team will host tours of its turf plots and 87 exhibitors

will demonstrate equipment and other wares at the 29th annual Field Day at Rutgers Horticultural Farm II on Ryders Lane here, Oct. 5.

The event, which opens at 9 a.m., will be hosted by the Golf Course Superintendents Association of New Jersey.

More information is available from GCSANJ headquarters at 201-379-1100.

PROJECT F.A.I.T.H. INSTITUTED

The Golf Course Superintendents Association of New Jersey has inaugurated a new program for a new direction in its community service. The organization has started Project

F.A.I.T.H., which helps children with cancer re-enter age-appropriate activities by improving their motor skills, confidence and self-image.

"This new direction of service to our community has been fostered through the desire of developing community relations beyond the boundaries of green grass and putting surfaces," said Past President David R. Pease.

Pease said the GCSANJ will continue and expand its support of turfgrass research programs. The annual Golf Course Superintendents Championship Tournament will be held at Deal (N.J.) Golf and Country Club on Oct. 21.

North Central



MINN. CHANGES OPEN BURNING

As a result of statutory changes enacted by the Minnesota Legislature, permits for open burning can no longer be obtained from Minnesota Pollution Control

Agency (MPCA).

Starting Aug. 1, open burning permits are available only for vegetative material and will be available from the Minnesota Department of Natural Resources fire wardens and forestry offices. Forestry personnel have issued permits in the past and now will have the sole responsibility for issuing permits statewide.

The MPCA reminded Minnesota residents that, except for issuing permits, the state's open burning laws have not changed. The agency encourages the use of less harmful disposal methods for vegetative wastes, including chipping and

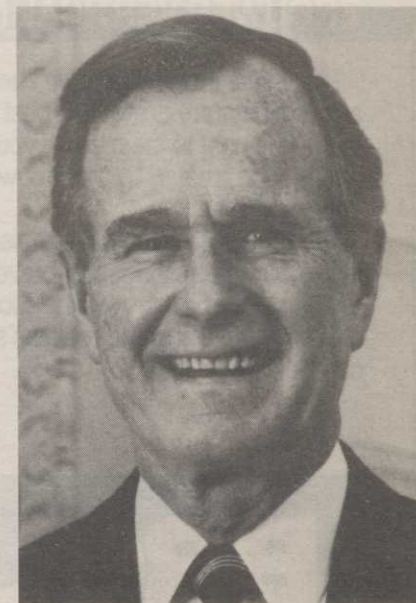
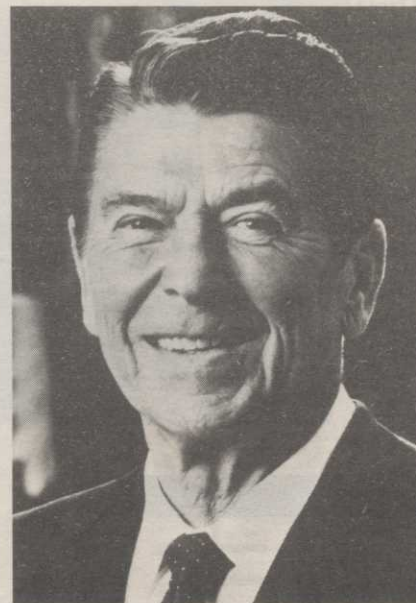
composting. Burning household wastes is not allowed.

Special permits for permanent tree and brush burning sites and for fire department training must be issued by forestry offices. Municipalities with current permits for permanent tree and brush burning sites should apply for new permits through their local forestry office by Aug. 18.

Permits for fire department training after Aug. 1 must also be issued by forestry offices. For additional information, contact George Meadows of the Department of Natural Resources at 612 296-4490.



Many leaders have come and gone since 1964.



Southeast

HIGH EXPECTATIONS IN FLORIDA

TAMPA, Fla. — The Florida Turfgrass Association expects more than 3,000 attendees from throughout the world to attend its annual conference and trade show at the Tampa Convention Center, Sept. 26-29.

More than 300 exhibitors from



North America and England will display and demonstrate products, techniques and strategies for the turfgrass industry.

The research golf tournament will be held Sunday, Sept. 26, and educational sessions and workshops will highlight the next three days. The trade show will open Monday afternoon.

More information is available from the FTA at 302 S. Graham Ave., Orlando 32803; 407-898-6721.

CENTRAL FLORIDA OFFICERS ELECTED

Chuck Blankenship, superintendent at Zellwood Station Golf

& Country Club in Zellwood, has been elected president of Central Florida Golf Course Superintendents, succeeding Stuart Leventhal of Interlachen Country Club in Longwood, who served two years.

Blankenship heads a slate of officers that includes new Vice President Don McCommon. External Vice President Joe Ondo of Winter Pines Golf Club and Secretary-Treasurer Brian Jenkins of Dubsread Municipal, both in Orlando, will continue in their posts.

Hal Richburg Jr. of Heathrow Country Club in Deltona and

Kevin Rotti of Eastwood Country Club in Altamonte Springs returned to the board of directors, joined by new Directors Scott Welder of Walt Disney World's Bonnet Creek Club and Geoff Coggan of The Great Outdoors RV & Golf Resort in Titusville.

CFC HONORS DELANEY

Longtime Florida Golf Course Superintendents Association member Don Delaney has been presented the President's Award of Lifetime Service by Central Florida Golf Course Superintendents.

The 1973 Lake City Community College alumnus is sales manager

at Zuan Equipment and has long served golf course superintendents chapters.

After working as assistant superintendent and then superintendent at Hilton Head's Sea Pines Club, Delaney moved to Seven Springs Country Club in 1976.

He was president of the FGCSA in 1984 and has served on several GCSAA committees and Florida's West Coast chapter as well as being a voting delegate.

West

WETLANDS RULES TARGETED

More than 80 people representing a wide range of interests gathered in Olympia, Wash., to kick off a project aimed at improving coordination among local, state and federal wetlands programs.

"We need to make it easier for citizens to comply with wetland regulations and use the services we offer," Department of Ecology Director Mary Riveland told the group. "By integrating government programs, we can better serve the people of this state and we'll take a giant step forward in safeguarding wetlands."

The state departments of Ecology and Community Development began working on the project in 1991 and received a \$300,000 grant for it from the Environmental Protection Agency last fall.

Local, state and federal agencies and representatives of agriculture, business, forestry, Indian tribes, and environmental groups are taking part in the project.

For the next eight months, they will study regulatory and non-regulatory activities to protect wetlands and recommend how to make them more effective and less complex. The project, known as the State Wetlands Integration Strategy, will include workshops and other activities to solicit public input. People can participate by reviewing the work groups' findings and recommendations and commenting on them.

Four work groups will focus on current policies and regulations and two will study technical issues.

The six work groups will cover the following issues:

- Regulatory reform
- Non-regulatory methods
- Planning and public process
- Education and training
- Technical aspects of wetlands protection
- Economics

Riveland said she expected most of the recommendations received from the work groups and the public can be implemented without changing existing laws or regulations.

For more information about the wetlands project contact Elizabeth Babcock at Ecology, 206-459-6786, or Steve Wells at Community Development, 206-753-4316.



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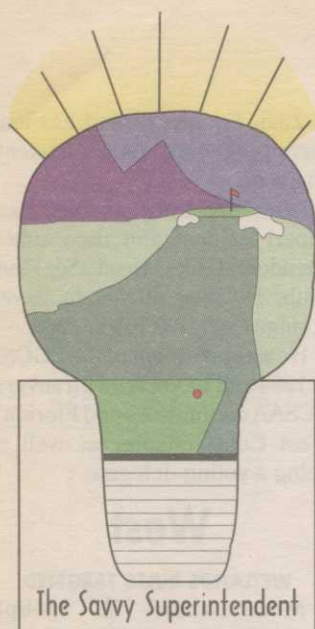
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CUSHMAN

Driven to be the best.



Right schedule gets the job done better

By TERRY BUCHEN

Over the last few years, I have been taking random surveys from superintendents about how they schedule their staff throughout the growing season. Here are a few variances to get the job done:

1) Mondays-Fridays — Eight hours a day for the entire staff.

Saturdays — Four hours for half the crew.

Sundays — Four hours for the other half of the crew.

This is the old standby scheduling, with each staff member

receiving four hours overtime each week as most state laws demand overtime pay on any hours worked over 40.

2) Tuesdays-Saturdays — Eight hours each day for half the staff.

Sundays-Thursdays — Eight hours each day for the other half of the staff.

This schedule works well at keeping overtime to a minimum and is especially helpful when fairways are mowed on weekends. Each crew member gets either a Sunday and Monday off or a Friday

and Saturday off. The entire staff is present on Tuesdays, Wednesdays and Thursdays. We use this schedule at our club, and for our particular mowing schedules it is effective. The crew really likes the two consecutive days off, and if overtime work is necessary we usually schedule it on the five days of their normal work schedule. My two assistants work one of these schedules.

3) Mondays-Thursdays — Eight-hour days for the entire staff.

Fridays — Four hours for all staff.

Saturdays — Four hours for half the staff.

Sundays — Four hours for the other half of the staff.

This also keeps overtime to a minimum and works if the staff can get everything accomplished on Friday in preparation for the weekend. It is a good morale booster as the staff has most of Friday off but sometimes can have the obvious effect on Saturday mornings. Most supers who have had success with this schedule have an ample supply of equipment. Some supers will actually have the crew work on the weekends until all work is completed and then pay the staff for four hours, even if it actually takes less time to complete the assigned tasks.

4) Mondays-Fridays — Seven hours a day for the entire staff.

Saturdays — Five hours for half the staff.

Sundays — Five hours for the other half of the staff.

This scheduling also effectively eliminates overtime and helps supers with one additional hour on weekends to get everything completed.

5) Every other weekend schedule.

Mondays-Fridays — Eight hours a day for half the crew, taking the weekend off.

Mondays-Fridays — The other half of the crew works 32 hours, taking one weekday off.

Saturdays-Sundays — Half the crew works four hours Saturday and four hours Sunday.

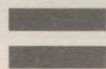
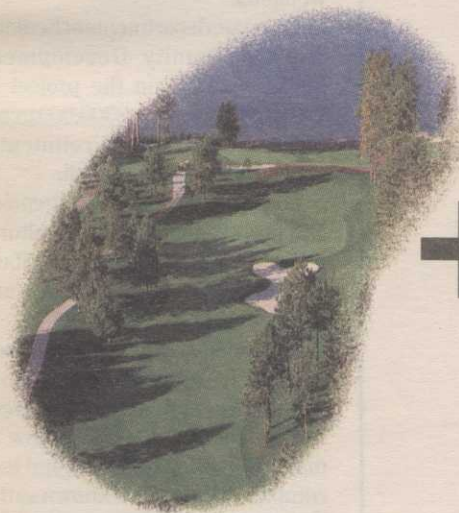
This scheduling helps eliminate overtime as each crew member has every other weekend off. When an employee works their particular weekend, they take one weekday off. We usually scatter the work schedule so they don't all have the same weekday off. The other option is that the half of the staff who work that particular weekend does not take a weekday off, creating eight hours of overtime per employee.

These schedules are the most popular at courses throughout the country. Lunch times usually vary from 30 to 45 minutes and a few courses find 60 minutes to be in their best interest.

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.

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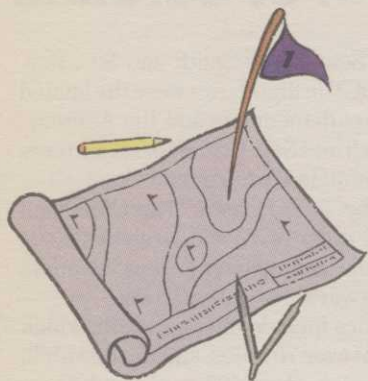


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Call 800-688-SEED for a free, information-packed booklet and a half pound sample of Putter.

BRIEFS



KOCH, ROBBINS JOIN FORCES

TAMPA, Fla. — Gary Koch, president of Gary Koch Golf, Inc. and Richard Robbins, president of Robbins & Associates, International, Inc. have formed Robbins Koch Golf Designs, Inc. Robbins Koch will provide golf course design, master planning and construction management services in the United States, as well as selected projects in Asia. Koch, a six-time winner on the PGA Tour and golf analyst for ESPN-TV, began his career in golf course design in 1990 when he was selected to design the Las Colinas course at Mission Inn Golf and Tennis Resort, near Orlando. Robbins has actively practiced course design, land planning and project management for more than 20 years.

MORE BUILDERS CERTIFIED

CHAPEL HILL, N.C. — The Golf Course Builders Association of America has approved a second group of companies as certified golf course builders. They are Central Florida Turf of Avon



Bill Kubly, certified

Park, Fla. (Jeffrey Harstine, president); Environmental Golf of Santa Ana, Calif. (S. Gene Giannulli, president); Fairway Construction of Temecula, Calif. (Glen A. Gosch);

Landscapes Unlimited of Lincoln, Neb. (Bill Kubly, president). GCBA Executive Director Phil Arnold called the certified builders "a very elite group."

MASON'S AWBREY GLEN OPENS

BEND, Ore. — The Awbrey Glen Golf Club held its grand opening July 23-25, featuring the groundbreaking ceremonies for its 15,000-square-foot clubhouse. Mark Wendt Construction has been awarded the contract to build the clubhouse. The 18-hole, 7,007-yard championship private golf course, designed by Gene "Bunny" Mason, is now open to members and limited outside play.

NIEBUR MOVES, KEEPS BUSY

MEDFORD, Ore. — Niebur Golf, which has been operating out of Atlanta, Ga., has moved its headquarters here, according to Joe Niebur. Niebur recently completed construction of AnnBriar Golf Course in Waterloo, Ill., and is working on an 18-hole course that will be the centerpiece of the Meriwood at Hawks Prairie subdivision in Olympia, Wash. Weyerhaeuser and Vicwood are developers and Bill Overdorf is the course architect for the Meriwood facility. Niebur's new address is 820 Crater Lake Road, Suite 205, Medford 97504; 503-779-2771.

GOLF COURSE NEWS

Swan-e-Set bills construction as embracing 'new era' of harmony

By PETER M. BRUYERE

In its promotional brochure, Swan-e-Set Bay Resort and Country Club claims it "embraces the new era of environmental harmony in which man and nature can once again find a rare beautiful balance."

Swan-e-Set is the \$120 million Lee Trevino-designed golf course soon to open in the Lower Mainland of British Columbia, Canada. The 36-hole course will be spread over 922 acres of riverfront property.

To ensure "environmental harmony," the Swan-e-Set Environmental Task Force was formed. It was comprised of members from the provincial and federal ministries of the environment, as well as members of the Department of Fisheries and Oceans, and Canadian Wildlife Services. TERA Planning, an environmental consulting firm, rounded out the committee. In conjunction with eight other firms, TERA put together a 400-page environmental impact assessment.

According to TERA President Helmut Urhahn, there is a "no net loss" policy for fish habitats in British Columbia. During construction of a golf course, if a fish habitat is lost, a new one must be

Continued on page 23



The 16th hole at Wailea's new Gold Course.

Robert Trent Jones Jr. adds touch to the 'new look' at Wailea resort

From staff reports

MAUI, Hawaii — Two distinctly different golf courses — one wild and demanding, the other traditional and landscaped — are taking shape at the former Orange Course at Wailea, with housing nowhere in sight.

Robert Trent Jones II International is completely changing the old 18-hole Orange Course into two tracks, a new Orange Course and a Gold Course. Combined with the resort-style Blue Course, these will give Wailea 54 very varied holes.

Jones' lead architect Gary Linn said the "pure golf" facility is new for Maui and rare for anywhere in the Hawaiian islands. The no-housing concept was incorporated by Shinwa Golf Group when it bought the property several years ago.

When the project is complete, none of the original 18 holes of the Orange Course

Continued on page 22

Tennessee offers \$20M in bonds for golf projects

By MARK LESLIE

NASHVILLE, Tenn. — Developers are being invited to apply for \$20 million in general obligation bonds the state of Tennessee is offering for construction and operation of golf courses on state land, including eight state parks.

Under discussion for years, the plan was passed by the state Legislature on July 1. The deadline for proposals is Sept. 15.

Erskin Bonds, who manages the state's golf courses, said feasibility studies were done in 1988 for Reelfoot Lake State Park in Tiptonville, Chickasaw State Park in Henderson, Natchez Trace State Park in Wildersville, Tims Ford State Park on Normandy Reservoir, Rock Island State Park in McMinnville, Panther Creek in Morristown, Cedars of Lebanon State Park in Lebanon, and Old Stone Fort in Manchester, where a nine-hole course already exists

State land available for feasible projects

and nine more would be added. He said non-park state land could also be used, if an appropriate parcel is found.

"There's always a demand for golf courses," Bonds said. "How much, I don't know. We do very well with the eight we currently operate." The state has eight golf courses in state parks — seven championship layouts and the nine-hole in Lebanon.

Bonds said all types of proposals will be accepted.

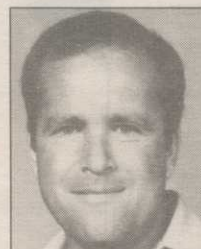
"There are any number of options. A person may give us a lock-and-key arrangement and make it work. Maintenance contracts could be involved. We could run it..."

"But in any case, they have to pay off the bonds in 20 years. After

Continued on page 23



Mark McCumber: Designer cum Tour pro



Mark McCumber is an anomaly in this world of golf and course architecture. *McCumber was designing his first golf course before he earned his PGA Tour card. He learned golf, and to love the game early, growing up at Hyde Park Golf Club in Jacksonville, Fla., where he and brothers Jim, Gary and Tim earned free greens fees by digging up crabgrass. They later formed a golf course construction company that has evolved into Mark McCumber & Associates architectural firm in Jacksonville. McCumber has juggled his playing career, winning close to \$3 million, with his love for design.*

Golf Course News: Only two professional golfers — you and Jack Nicklaus — are members of the American Society of Golf Course Architects (ASGCA). Obviously, you're serious about this part of your work. How serious? And how does it compare to your devotion to the play-side?

Mark McCumber: I think my situation may be one of the most unusual of Tour players who are doing "golf architecture." My brother started a landscape company in 1969. Out of school [Brooklyn Bethel College in Brooklyn Heights, N.Y.] I went to work for him in 1971 — literally working in the ground as a landscape designer, doing state jobs,

regional malls, big irrigation jobs. We used to get irrigation jobs for golf courses back in the early '70s — always knowing we wanted to be in the golf course building and design business, preferably design. But we had to get into it by the back door by the construction side. In 1978 we got our first piece of land and started designing our first golf course before I even had my Tour card. So I got my Tour card in July of 1978 while we were in the middle of designing our first golf course — The Ravines, which to this day is one of our most dramatic pieces of land. So the irony is that this is something I had been doing before I ever won money swinging a golf club.

I have a passion for both — tremendously and equally. The one thing I am trying to do this year — which has made both jobs better — is try to segregate the two. They are intertwined, but while I'm playing I'm trying to only think about playing those five days on tour. Then when I come home, I'm dedicating time to design.

Continued on page 24

Nugent's Heritage Bluffs opens in Illinois

CHANNAHON, Ill. — Heritage Bluffs Public Golf Club, the Channahon Park District's newest facility, opened for public play Aug. 3.

Located on 166 rolling, wooded acres just north of the Des Plaines River, the Dick Nugent-designed Heritage Bluffs features four tee boxes at each hole, with the par-72 course playing at lengths ranging from 4,967 to 7,106 yards.

A computerized irrigation system will ensure great conditions on the bentgrass fairways, and the putting

greens built to U.S. Golf Association specifications.

The course also includes a practice range with four target greens, bentgrass tees, and mats for use in wet conditions. Construction of Heritage Bluffs was completed by Wadsworth Golf Construction Co. of Plainfield.

Park District Board President Carol Hoffman said. "Channahon Park District residents — and golfers from throughout the area — will be the beneficiaries of one of the top golf courses anywhere."

Mountaintop track opens in S. Carolina

LANDRUM, S.C. — The Cliffs Golf & Country Club, South Carolina's only mountaintop golf course, has been officially dedicated in ceremonies attended by Gov. Carroll Campbell.

The club is the centerpiece of The Cliffs at Glassy, a 3,000-acre resort/residential community that sits on the top of Glassy Mountain at the front range of the Blue Ridge Mountains. Situated at 3,000 feet above sea level, it commands striking views of neighboring mountain ranges, plus more than 70 miles of the state's Piedmont Region, including the nearby cities of Greenville and Spartanburg.

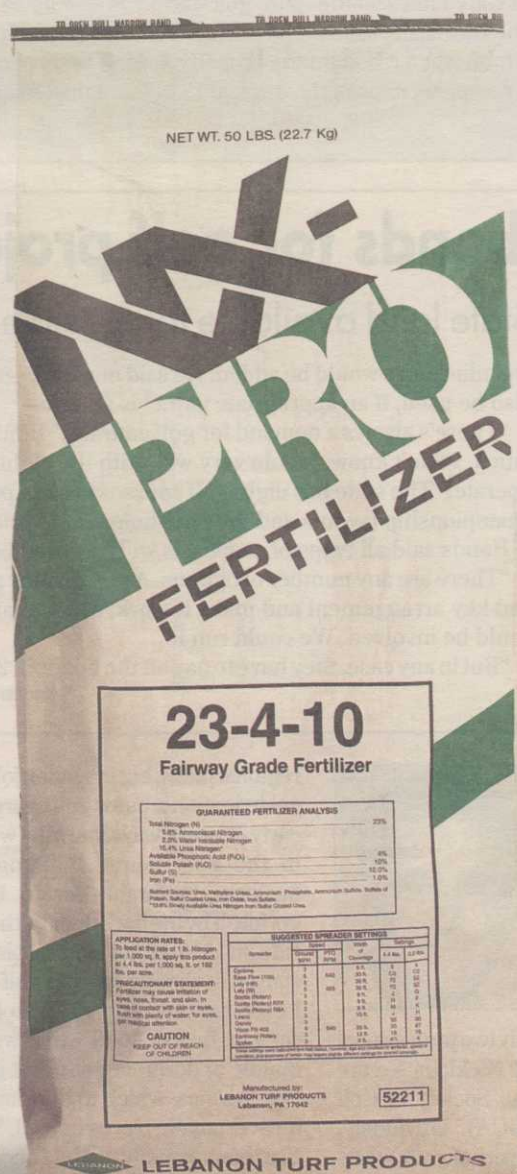
Attending the dedication were U.S. Rep. Bob

Ingliss, S.C. Sen. Verne Smith and S.C. Rep. David Wilkins. The dignitaries were the invited guests of the club members and Jim Anthony, Frank Bridwell and Sam Cox, general partners in Glassy Mountain Development Co.

Designed by Tom Jackson, The Cliffs Golf Club plays to a par of 72 and stretches 6,804 yards from the championship tees. It offers bentgrass fairways, greens and tees.

Feature holes include the par-3 13th, which offers views of over 70 miles, and the downhill, par-5 18th, which plays 606 yards and drops nearly 150 feet from tee to green.

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—Mike Wooten, CGCS
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Wailea addition

Continued from page 21

will exist. Last fall the first new nine was completed and golfers began playing a composite 18 holes. Linn said the second phase of construction is finishing now, bringing on line another nine holes.

In October, construction will begin on the clubhouse and the second, new 18 holes.

The Gold Course will be "longer and scarier," Linn said, designed for championship play at more than 7,000 yards.

The Orange Course will be "a more fun, resort course with wider fairways, open-entrance greens, that sort of design," playing 6,600 yards.

All four nines will return to the clubhouse, which Linn said stands halfway up the hill on the property.

The site's 200-foot elevation change, he said, "is a plus in that you get fabulous views any way you look. But picking up that elevation meant stair-stepping the holes. Both starting holes eat up that elevation change and play down to the ocean.

"One drops 100 feet, the other about 90 feet. Then you work your way back up the slope. Both 18th holes play at the highest point of the property back down to the clubhouse."

Jones and Linn have designed the Gold Course to fit the theme of "wild and demanding."

"Look-wise, we're using a lot of unirrigated native grass — called natal redtop," Linn said. "It has a reddish-pinkish seedhead, and the grass turns a golden color so you get the blowing-in-the-wind contrast."

"The Orange Course is the opposite: a traditional, tropical Hawaiian oasis look, with flowers — lush garden look."

The builders maintained archeological sites and incorporated them into the courses. "You get nice visual contrast between the lush Bermudagrass and the lava," Linn said.

Shinwa Golf, a major promoter of tournaments, also bought the Stouffer Hotel, the shopping village and other vacant land in Wailea that will be developed into housing away from the golf courses.



Swan-e-Set on the edge

Continued from page 21

constructed. A similar compensation policy also applies to wildlife. "For every acre (of wildlife habitat) lost," said Urhahn, "you must create an acre, whether it be on or off of the site."

For the most part, these objectives are easily met. Urhahn claims golf courses actually enhance wildlife habitat, creating a more stable ecological site through "eco-complexity." This enables the course to comply in excess of the 100 percent of the no net lose and compensation policy.

Steve McFarlane, of the Department of Fisheries and Oceans, who chaired the Swan-e-Set Environmental Task Force, said he is pleased with the results and Swan-e-Set's strict adherence to its findings.

McFarlane said that although most individual development projects are reviewed through normal processes, a project as large as a golf course "needs to be reviewed in its whole context." Thus the call for the task force.

The process took two to three years. The end product, according to McFarlane, is "a pretty good golf course, and a pretty good environmental project."

McFarlane said the principles involved in an environmental golf course study are the same as those that apply to urban development, and have been loosely applied to golf courses in British Columbia since the mid-1970s. Only recently have government agencies have felt a need to get more involved.

The shift in government involvement has reached the point where the provincial Environment Ministry must give final approval to course design, layout and completed construction.

McFarlane said it is the government's responsibility to "protect habitats, and to make sure that if they are changed, they are done so that they will still function (as a habitat) and the developers can get on with their life."

Pat Duffy, of Northview Golf Course in Surrey, B.C., said there were no problems in complying with the new regulations, adding that they were "reasonable ... easy to work with ... if committed to working with them."

In August 1992 the British Columbia Environment Ministry issued a document concerning environmental guidelines for golf course development. A read of the document begs the question: What is being built, golf courses or wildlife habitats?

The guidelines outline specific requirements, clearly placing the habitat well above the concerns of course design. They range from the positioning of fairways to the size and dimensions of ponds as water hazards.

"Fairways should be situated parallel to streams," the document reads, "to reduce the need for crossings... Fairways crossing fish-bearing streams ... will not be approved."

Urhahn tells of one developer who approached his firm for consultation in designing a course. When the developer found the environmental policies too expensive and the size of his land inadequate, he opted to build estate villas. In order to meet environmental requirements, the developer left 80 percent of his villa development green.

Ten years ago, a course could be built on 90 acres of land. According to Urhahn, the same course today would take up 140 acres because of the environmental requirements.

Urhahn estimates the environmental study conducted for Swan-e-Set and its subsequent implementation added approximately 10 to 15 percent to the cost of the project, or \$12 million to 18 million.

McFarlane claimed no knowledge of that end of golf course development. Asked whether he was aware of the possibility that the restrictive nature of the government's environmental policy may prohibit a golf course from being developed, he claimed ignorance.

McFarlane said: "We get tons of proposals. Few get off the ground."

The Swan-e-Set Task Force was the first of its kind in British Columbia golf course development. Whether its findings are overly expensive, or overly protective is not yet certain, and will be debated in the near future. What is certain is the fact that they will set the tone for future developments in the province.

Tennessee OKs \$20M in bonds

Continued from page 21

that, it becomes state property."

Bonds said the state's intent is that the courses be 100-percent self-sufficient and service all the debt. If not feasible, no money will be spent.

"We've had a lot of calls and response," he said. "I'm afraid many have the idea we want to come in and finance them. The purpose is to provide low-cost municipal bond interest to someone who can make one or two of them work. We're not going to spend a nickel until we get the feasibility from the prospective groups or they can show us, beyond a doubt, that they will pay up. The state does not want to be put in the position of spending any money to make the bonds good."

"Whether it will work, I don't know. Some have told me one will work or none will work."

The 1988 feasibility studies indicated new courses would start servicing the debt after three or four years.

But those studies have not been updated. Also when those studies were performed, architect Gary Roger Baird of Nashville did routing plans on the

courses.

The state Department of Environment and Conservation (DEC) has sent cover letters with copies of the studies to 20 or 25 possible developers.

Interested parties should submit a brief outline of the mechanism of their proposals.

"Should viable proposals be received, a formal request will be made to the state Building Commission for issuance of a Request for Proposals," Bonds said.

Developers must show the DEC they will not violate "the mission of the state parks" in their construction and operation of the courses.

High interest rates have stopped previous attempts at state funding of courses.

Executive Assistant to the Comptroller John Morgan said earlier proposals were based on gimmicks that didn't facilitate the cheapest possible way to build on state land.

The new bond legislation was passed to provide the cheapest capital possible so debt burden is not as cumbersome, he added.

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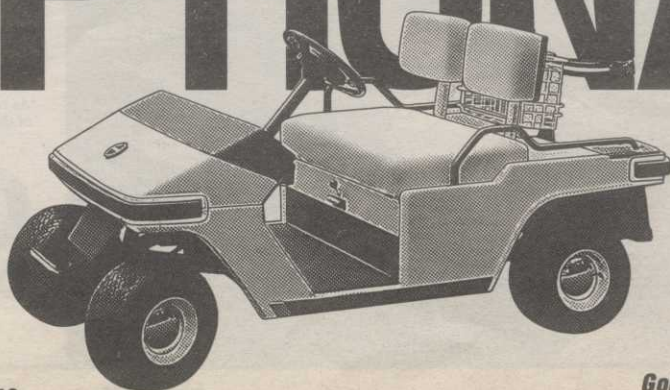
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Q&A: McCumber

Continued from page 21

GCN: You, Mike Beebe and Chris Commings (McCumber's staff architects) are all members of the ASGCA. There are other companies with multiple members, but not 100 percent...

MM: We're tickled about that... We're very proud of that.

GCN: What if you had to make the hard choice right now: one career or the other?

MM: If for some reason, like Solomon, they brought these two careers to me and said, "You must choose," it would probably be golf

course architecture. It is something that not only do I love, but I can do it the rest of my life. I know that I can not play Tour golf the rest of my life. Even though I am very blessed that the game is one of longevity, and I'm 41 and having one of my best years ever, I'm a realist. I know that when I'm 46, 47, 48, at some point that is going to diminish. There's no reason why the golf course architecture business should do anything but get better because of the wisdom of years and experience.

GCN: How much influence does having played the world's great classic courses have on your design philosophy?

MM: The classic courses probably have 90 percent effect on my design. It's a gigantic effect. I attribute the way I grew up to having a big influence on how I like to design. I grew up on a Donald Ross course built in the mid-1920s in Jacksonville — Hyde Park. It's a place where [Ben] Hogan and [Byron] Nelson and all the great players came to play the Jacksonville Open in the 1940s. It has a lot of gentle contours, sight greens, sight tees. Not a lot of dirt was moved on Hyde Park. Two little ponds. No real estate on the course. I have a passion for Pinehurst #2-type golf courses, where the ball can be played on the

ground and in the air. I'm not a giant fan of 18 holes of target golf, although I do like short par-4s where if you lay up you play a short iron to a very small green.

I like greens that are subtle. I like options around the green — pitching, putting, wedge play — not just one type of shot. I'm not a fan of bulkheads. I like slopes that continue out, grass slopes that can be maintained all different heights to change the character of the course.

GCN: Has growing up in golf affected how you look at design?

MM: Tremendously. Literally, this is not to be corny. From mowing

greens to driving a tractor and setting manual sprinklers, it really has. I think plushness will leave golf courses to a degree because of environmental, water and chemical concerns. I think we're going to build and design courses that are seasonal — brown when it's dry, and real green when it's wet, but play both ways. We've got some courses now that really can't be played when they're bone hard and dry. When I go to St. Andrews I'm not offended when I look out in back of the hotel and I'm paying \$250 a night and the course is brown. I say, "Wow, it's been a dry season, I'm going to be bouncing balls onto the green."

If I go the next year and it's lush, I say, "They've had a wet season. I'll be carrying over the bern and spinning it on No. 1. I think American golf is going to get, not to that extreme, but more that way."

GCN: That may even help your game.

MM: It's going to help everybody's game. Everybody's talking about the Europeans playing so well. They play under more varied conditions than a lot of our players do. Our players are still the best in the world, but they have become equal now, and some of their players have dominated the last five years. I think it's because they play in variable conditions and we don't.

GCN: Who is your favorite designer?

MM: That's hard. If I had to pick one, probably because of where I grew up it would be Ross. But I love C.B. Macdonald. I love [Alister] Mackenzie. All the old designers.

GCN: What characteristic about them most impresses you?

MM: What I like about their work (and maybe it was forced and it's not that they were so brilliant) is they didn't have the ease to move as much dirt as we do. We run a dozer over here and move 10,000 yards of dirt and create something. Unless you're careful, that can look so contrived. When you're doing something literally with a cart and a horse I think you're going to take a lot more time.

GCN: With fewer courses in the pipeline and the same number of architects, maybe more, the competition is tough. Does that concern you?

MM: It concerns us in a purely business sense. You've got to feed families, meet payrolls. I don't think any of us do this out of pure dollars. There's no way you could. On the Tour, people say you worry about the money or you missed the putt, or you didn't win this or that. People don't understand. When you're a little kid hitting a million practice balls, you're not thinking about money. You'd never invest this much in the game to get the money out of it, even though it's been great to me. I could be a stock broker or sell insurance or something that if I spent a lot of time I could be really good at. But you do it because of the passion. The same is true of the architecture.

GCN: Are you eyeing any foreign work?

Continued on next page

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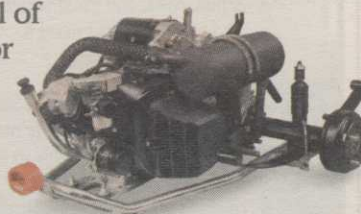
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Q&A: McCumber

Continued from previous page

MM: We've already done some. I just finished a course in Edmonton, Canada, for the Edmonton Petroleum Club that we're very proud of. We've got two under contract in Hiroshima, Japan. That's a new experience. I've played there a couple of times. I really like Japan and the people. But it's quite an experience. It's been four or five years in the permitting process, and we haven't even touched the ground yet. We're definitely actively seeking the foreign market, although I'd like to stay close to home with the family and kids [17- and 13-year-old daughters and 2-year-old son].

GCN: What have you found different about the foreign market and dealing with those clients?

MM: First, you have the cultural and language barriers, which is fascinating. It's enjoyable, humorous and challenging to communicate and be on the same page. Other than that, taking Japan for an example, regulations seem to be so much stiffer, so many more details. The amount of money spent before you touch the ground is amazing. And so is the amount of money spent to build a course.

GCN: Of the Tour players, who are your favorites?

MM: If I had to pick someone to be around, play with — whenever I get paired with him I know it's going to be a fun week, who I went to Australia with and won the World Cup with — it's Ben Crenshaw. I'm very excitable by nature. Ben's very mild and calm. He has a great appreciation for the game. He grew up in golf like I did. He loves the old designers. He and I played Royal Melbourne together in Australia when we won the World Cup. We were just giggling the whole week about "Look how he [Mackenzie] did this hole," "Look how he did that." I promise you, Ben Crenshaw is not thinking of money when he's thinking about [designing] golf courses.

GCN: Just like you.

MM: Yeah. That's what I love to do. They happen to pay us for it, which I feel very fortunate about. [A laugh.] I'm dead serious. I said that when I won the Players Championship, too. Can you believe they're paying me for something that I'd be paying a greens fee to come out here and play? It's hard to believe.

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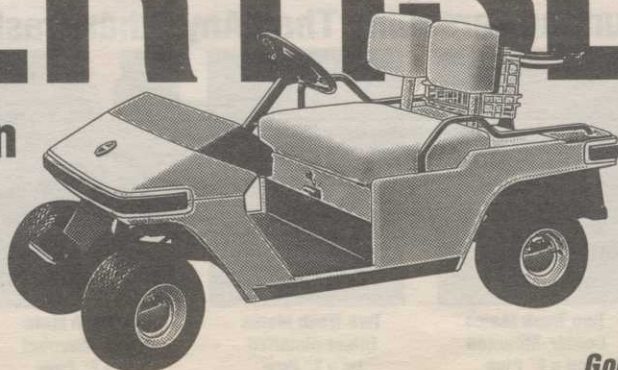
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End-of-year projections

Great year for openings

Continued from page 1

openings. NGF Vice President Richard Norton predicted a slightly more conservative 350 openings by Dec. 31 — still much better than forecast last January.

He noted that courses "under construction" and "in planning" are slightly trailing the figures of 1992 when 351 opened. NGF statistics say 596 courses are "under construction," compared to 626 at the same time in 1992. Another 651

are "in planning," compared to 657 in 1992.

Norton also said that compared to other times of the year, fewer courses that plan to open in the last quarter actually do open.

Industry spokesmen had said at the first of the year that the nearly one-a-day openings in 1991-92 (354 and 351, respectively) were the fruit of the good financial times of the late 1980s. This year's numbers, they said, would fall because

courses opening in 1993 were planned at or near the end of the optimistic economic climate.

The construction pipeline, they said, was running dry.

So, what is the explanation and what lies over the horizon?

"Low interest rates," said Norton. "They have been a catalyst. We're seeing more activity and getting more phone calls now than in quite a while from groups interested in developing golf courses."

"I'm not overwhelmed in my surprise with the numbers. A lot of people see a window to get their courses financed."

Nine months ago, Norton had

predicted 250 openings a year through the decade. Now he said it may be more than that — "if interest rates stay down and money continues to be available."

"It's hard to say now. You would think we can't keep up this pace. But there doesn't seem to be a tremendous amount of data that would indicate otherwise."

"To me 365 is amazing. I would not have suspected it," said Phil Arnold, executive director of the Golf Course Builders Association of America. "I know our members are all very busy."

"Our opportunities are now up considerably compared to 1991 and

1992," said Paul Clute of Paul Clute & Associates, a golf course builder in Hartland, Mich., who is doing work from coast to coast.

"We're getting far more calls this year at this time than in 1991 or 1992," he added, saying he expects to begin construction on six courses between September and November.

Asked his projections for next year, Clute said: "I'm more optimistic than I've been in a long time. But my crystal ball stops at six, seven months."

But architect Dick Nugent of Long Grove, Ill., offered these sobering thoughts.

"We're still loaded with construction. Those projects began about two years ago," he said. "But, we don't have as much 'board' work. The new courses coming into the design mode are down."

Nugent said the industry is "beginning to see the tail end of the boom."

"Next year you'll be looking at the projects started in 1991, and you'll see a glitch," he said.

Joe Niebur of Niebur Golf in Medford, Ore., said: "Architects are pessimistic. I think there's a lot of work out there."

Niebur said there may be less action in New England, because it has not recovered from the recession, and in Florida, where nation-high construction the last few years has greatly narrowed the gap between supply and demand.

Nugent said the heavy rain and flooding in the Midwest have not affected 1993 course openings, but the drought in the Southeast has slowed grow-in of courses.

"Courses that would have opened this year are opening. If they were seeded, all the rains did was get them more water and grow in the roughs quicker and thicker," he said. "The other side of the coin is, courses in the Southeast in the grow-in stage like to plant Bermudagrass in May, June, July and it's pretty hard grow with no water. They don't water wall-to-wall like in the desert. They depend on supplemental rainfall from nature."

"It cuts on both sides."

The Midwest, Nugent said, was not hurt badly by the flood but rather by "the torrential rains that just kept coming and coming and coming. You couldn't work. The construction guys couldn't get in three days in a row without being rained out. Then you had to wait until the mud dried up before you could start up again. Those were the delays."

Those courses are in the construction phase and aren't scheduled to open until 1994 anyhow, he said.

Meanwhile, because the Army Corps of Engineers took over permit approval for wetlands in 1986 and closed the door to construction near rivers, there is no construction in the flooded area to stop, Nugent said.



Rick Norton

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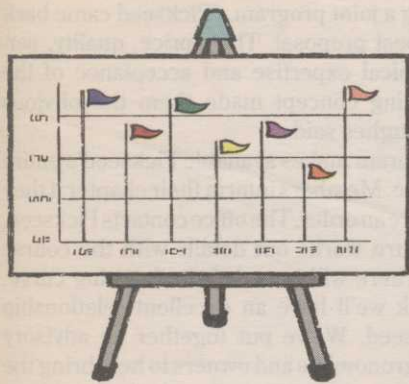
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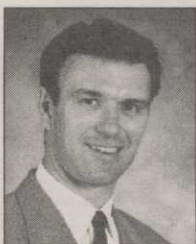


TIMARRON RETAINS CCS, INC.

Country Club Services, Inc. has acquired the start-up and ongoing management contract at Timarron in Colleyville/Southlake, Texas. The golf course will be an 18-hole Byron Nelson signature track designed by the golf course architectural firm of Finger-Dye-Spann of Houston. Construction of the course has begun, and work on the design of the clubhouse is under way. The golf course and new clubhouse are scheduled to open in mid-1994.

MCLAUGHLIN JOINS WESTWOOD

VANCOUVER, B.C., Canada — Jim McLaughlin has been appointed general manager of golf operations for Westwood Plateau. McLaughlin will be responsible for the operation of Westwood's 18-hole golf course and country club, and the Westwood Plateau Golf Academy, including course maintenance, the pro shops and lodge facilities. McLaughlin, 35, comes to Westwood from Toronto-based Thornbrook International where he was director of golf operations. Prior to that, McLaughlin was the director of golf at the University Golf Club in Vancouver.



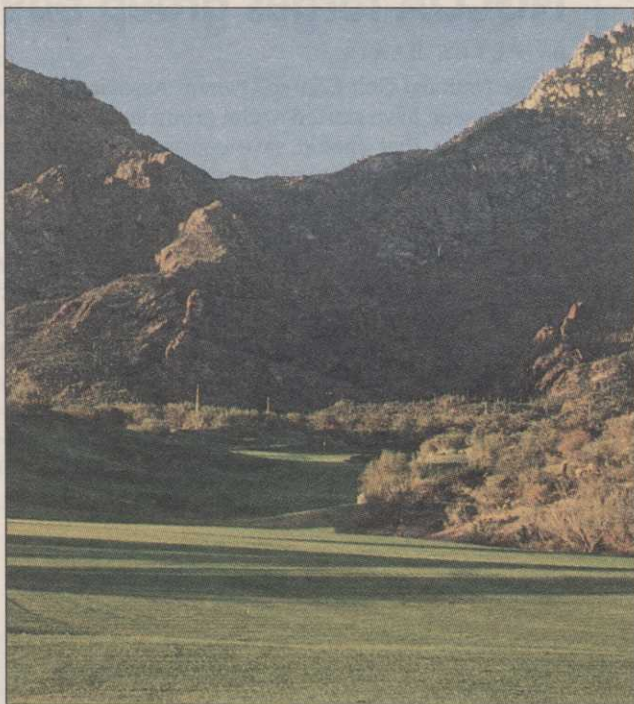
Jim McLaughlin

BAYOU CLUB NAMES DIRECTOR OF GOLF

LARGO, Fla. — The Bayou Club has appointed Mel Callender director of golf. Callender will be directing golf operations, teaching programs and tournament activities for the club. Callender comes to The Bayou Club after several years of directing golf operations at English Turn G&CC in New Orleans and the Tournament Players Course at The Woodlands in Houston.

MASTERS GOLF SECURES FLORIDA TRIO

ORLANDO, Fla. — Masters Golf Corp. has assumed management duties at three Florida facilities — St. Augustine Shores Golf Club and Driving Range in the north-east part of the state, Oak Hills Golf Course in the west central and Marco Shores Country Club on Marco Island. The company has also assumed agronomy consultancy duties at Sunny Hills Country Club in the Florida Panhandle and will do a feasibility study for a proposed course in the east central Florida.



NEW OWNER FOR TROUBLED VENTANA CANYON

Greyhound Real Estate Finance Co. has taken over Ventana Canyon Golf & Racquet Club in Tucson, Ariz., as part of a court-ordered reorganization plan. Everett Home Town Limited, a Bill Estes real estate company, was the previous owner. Westcor will manage the facility, which includes two Tom Fazio-designed layouts and a 48-room hotel. Westcor also operates The Boulders in Carefree and Carmel Valley Ranch in Carmel, Calif. The arrangement does not include 398-room Loews Ventana Canyon Resort.

ClubCorp. has plans for new Homestead course

By PETER BLAIS

HOT SPRINGS, Va. — A new course or two could be in line for The Homestead if Club Corporation International's proposed purchase of the historic golf resort takes place.

CCI, through its wholly-owned subsidiary Club Resorts Inc., has signed a letter of intent to operate and eventually own The Homestead, located in the Allegheny Mountains of Western Virginia. The initial agreement includes 3,000 of the 15,000 acres controlled by the Ingalls family, which has owned the property for 102 years. The resort opened in 1902 and has three courses — Homestead, Cascades and Lower Cascades. Cascades has been ranked among the top 50 in the country by various publications.

"We know that they [Club Resorts] are very golf oriented. We expect them to keep the courses we have and possibly add one or two," said Homestead Resort Director of Public Relations Patricia Onoff. "The 3,000 acres would be enough to add more hotel space and the courses."

Onoff cautioned that no final agreement has been reached and that it could be sometime in September before any deal is completed, making any talk of new courses very preliminary. "But we're very excited about what they could do here. Especially considering what they've done at Pinehurst (N.C.)," she added.

Club Resorts acquired the Pinehurst Hotel & Country Club complex in 1984 and quickly reestablished it as one of the top golf resorts in the world. Donald Ross-designed Pinehurst No.

Continued on page 28

Marriott says there is life after Roger

By PETER BLAIS

Denying rumors fueled by the resignation of long-time Vice President Roger Maxwell, Marriott Corp. said it has no plans to leave the golf business but instead will add more courses.

"Golf continues to be a highly attractive, profitable business for us offering growth for our Marriott Golf Management Services division as well as Marriott Resorts Golf," said Robert Miller, executive vice president for Marriott Ownership Resorts.

Added Director of Golf Operations and Business Development Claye Atcheson: "It is totally unfounded that we're getting out of the golf management business. We

have no intention of leaving golf. We want to add more courses. Our focus is to grow through management agreements rather than ownership.

"We're not looking to be the biggest manager of golf courses. We'll move carefully."

Atcheson and Associate Director of Development, Marketing and Merchandising Kevin Hammock have assumed many of Maxwell's former duties.

Miller's and Atcheson's comments came in the wake of Maxwell's July 9 resignation. The 21-year Marriott executive helped found Marriott's golf division and headed that department the past 15 years.



Roger Maxwell



Claye Atcheson

Maxwell, 49, oversaw the 19 courses the company owns and/or operates as well as a staff of 200 agronomists and PGA professionals. He was responsible for marketing Marriott Golf Management services. In 1991, *Golf Digest* named him one of the 36 most powerful individuals in golf.

Continued on page 28

The Aftermath

Judge Hawkins okays Landmark sales; Ocean Course still in limbo

By HAL PHILLIPS

CHARLESTON, S.C. — Despite some wrangling over PGA West, the government sales of six golf properties have been approved by Judge Falcon Hawkins, whose U.S. District Court here has for two years presided over the systematic dismantling of Landmark Land Co.

Nearly \$400 million was spent in July when the Resolution Trust Corp. auctioned off PGA West, La Quinta, Carmel Valley Ranch, Mission Hills Country Club, Palm Beach Golf and Polo Club, and three courses on Kiawah Island. But the sales weren't final until Judge Hawkins approved them.

KSL Recreation, an investment partner of Wall Street giant KKR, purchased PGA West and La Quinta for a total of \$276.4 million. However, approvals from the PGA Tour and the PGA of America were needed

Continued on page 29

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CCA-Homestead

Continued from page 27

2 will host the 1994 U.S. Senior Open and 1999 U.S. Open.

The agreement is subject to Virginia Hot Springs Inc. stockholder approval. As proposed it would create a joint venture with Club Resorts initially managing the property, assuming a minority ownership and investing capital for operations and renovations.

Club Resorts would have five years to purchase VHSI's remaining interest and at that point would become sole owner.

VHSI reportedly was seeking \$30 million in outside money to fund renovations and capital improvements included in its five-year master plan. Included in that plan are golf course renovations such as the ones done this summer, which included changing several tee boxes and removing a road that ran through one of the courses, Onoff said.

No financial details have been revealed about the purchase or what specific improvements

Club Resorts would make.

According to Club Resorts President Jim Hinckley, the Dallas-based firm will initiate marketing programs to build the resort's vacation and meeting business and will bring a substantial capital improvement investment for property revitalization.

Club Resorts also owns and/or operates Barton Creek in Austin, Texas; Ocean Reef Club in Key Largo, Fla.; Shanty Creek-Schuss Mountain Resort in Traverse City, Mich.; Quail Hollow in Cleveland; and Shangri-La Resort in Grove, Okla.

NGCOA forges group buying agreement for seed

By PETER BLAIS

The National Golf Course Owners Association and Pickseed have started a pilot group seed buying program that should save course owners a "substantial amount of money," according to association Executive Director Michael Hughes.

Hughes estimates members of the Pinehurst, N.C., chapter plus the Jacksonville, Orlando and Tampa, Fla., affiliates will order 500,000 pounds of seed this fall. "We're planning to eventually expand the service to all our members. It will be a complete, full-service program with one of the top suppliers in the business," Hughes said.

The NGCOA sent out bids this spring to several major seed companies it felt would be interested in

developing a joint program. "Pickseed came back with the best proposal. Their price, quality, service, technical expertise and acceptance of the group buying concept made them the obvious choice," Hughes said.

The program makes available Pickseed's entire product line. Members inform their chapter if they want to place an order. The office contacts Pickseed, which in turn works out details with the course owner. "There will be a definite learning curve. But I think we'll have an excellent relationship with Pickseed. We've put together an advisory board of agronomists and owners to help bring the best quality seed to our members in the most cost-effective manner," Hughes said.

Maxwell-Marriott

Continued from page 27

"I just felt it was time for a change. I was totally happy at Marriott. They were very good to me and I think I was good for them," Maxwell said.

Asked if there was any connection between the timing of his retirement and a stockholder vote two weeks later dividing the corporation into a hotel management division (Marriott International Inc.) and a real estate division (Host Marriott Corp.), Maxwell replied: "I hope I had nothing to do with those rumors. With Roger Maxwell, golf was a strong force at Marriott. I assume it will continue to be without Roger Maxwell."

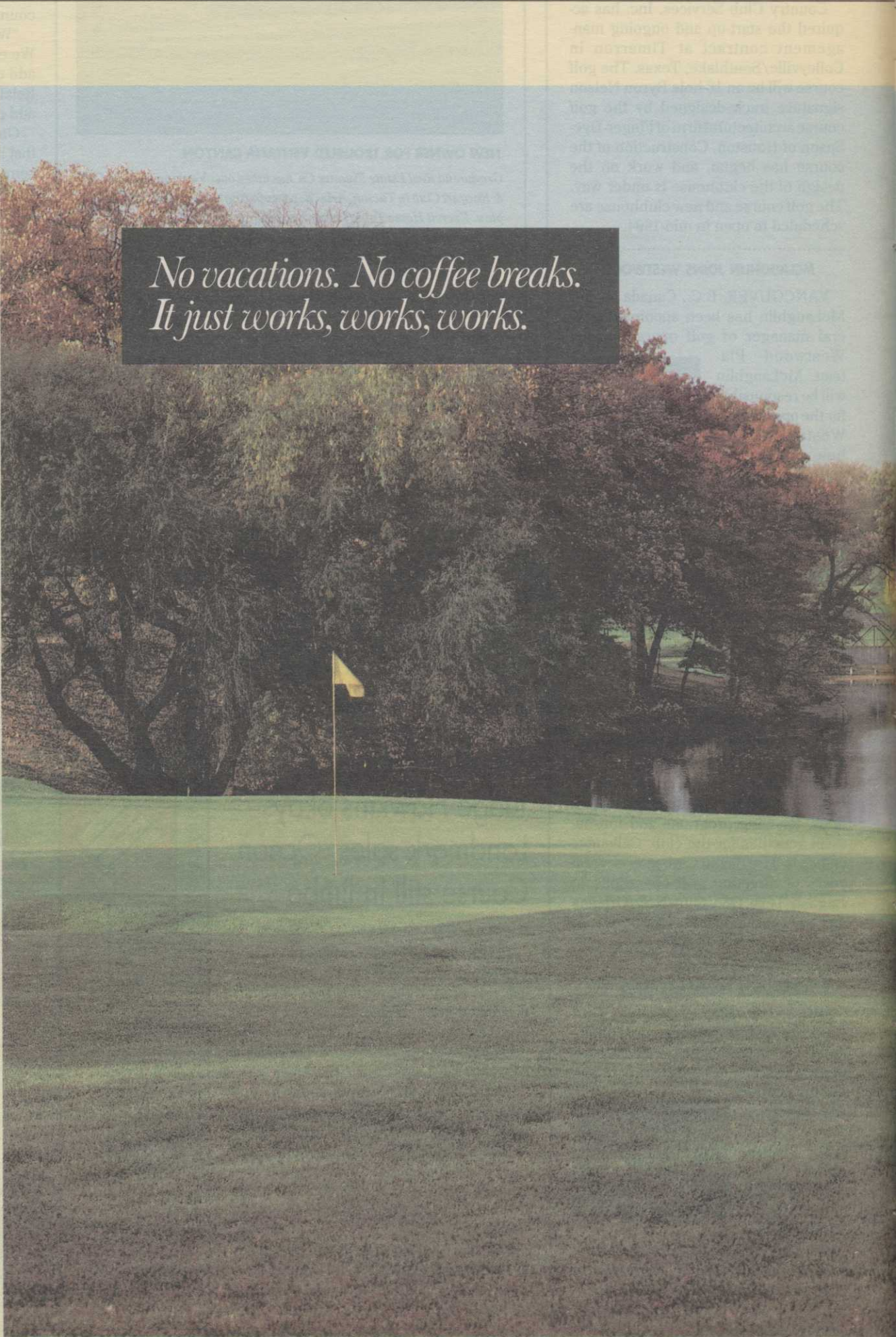
"In a corporate setting that has been very successful in the hospitality, food and beverage arena, golf is a difficult fit sometimes. Golf was an anomaly [to some inside the company]. The outside world didn't see it that way. But internally, it was sometimes hard to find the right fit for golf and determine just who should answer to whom."

The former Marriott executive said he would take some time off to spend with his family, especially a 14-year-old daughter who will soon be getting her driver's learning permit, before deciding on a new direction.

"I'll stay in golf. But I don't know what sector."

Maxwell had nothing but praise for the staff he left behind at Marriott. The feeling was mutual.

"Roger was the spirit and moving force behind what has happened here over the last 15 years," Atcheson said of his former boss. "He guided us as we added more courses. He saw the connection between the golf and room packages. He wanted a professionally run company and that's what he got."



*No vacations. No coffee breaks.
It just works, works, works.*

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Speakers announced for GCN conference: Public Golf '93

YARMOUTH, Maine — *Golf Course News* has named its speakers for "Public Golf '93," a conference emphasizing profit-minded management at daily-fee golf operations.

The program will be held Nov. 14-16, at Wild Dunes Resort in Charleston, S.C.

"We are pleased to have such a prestigious group of speakers from inside and outside the golf world," said Hal Phillips, editor, and program chair.

The national two-day confer-

ence is designed for managers, owners, operators, and developers of public golf facilities—including daily fee, resort and municipal courses.

Several speakers from last year are returning to discuss new topics including: **Vince Alfonso Jr.**, president of The Rail Golf Course, Springfield, Ill.; **Ken James**, senior vice president for Golf Operations, American Golf Corp.; and **Steve Lesnick**, CEO, Kemper Sports Management

Additional speakers include:

Terry Buchen, head superintendent at Double Eagle Golf Club in Galena, Ohio; **John Crow**, director of consulting at the international accounting firm, Pannell Kerr Forster; **Ron Dodson**, president of the N.Y. Audubon and chair of Audubon Cooperative Sanctuary Program for Golf Courses; **John Engh**, director of the Hook-a-Kid on Golf program; **George Hilliard**, director of the Grand Strand Executive Golf Association; and **Larry Hirsh**, president of Golf Property Analysts and

president of the National Association of Golf Course Appraisers.

Also included on the roster are architect **Rees Jones**, president of Rees Jones, Inc.; **Rhonda Montgomery**, assistant professor, College of Hospitality, University of South Carolina; **Jimmy Murray**, manager of Charleston Municipal Golf Course; **Reid Nelson**, owner of the golf marketing firm, Reid Nelson Promotions; **Terry Sedalisk**, deputy executive director of the National Golf Course Owners Association;

Mike Tinkey, CEO, Royal Golf and Tennis, Hilton Head, S.C.; **Dennis Tull**, president, Smiley's Golf Center; **Zack Veasey**, PGA Professional, Hill and Dale Golf Course; and **Beverly Williams**, of the Women's Executive Golf Program.

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, call the *Golf Course News* Conference Group at 207-846-0600.

Casper secures Ivy Hill contract

FOREST, Va. — Billy Casper Golf Management, Inc. (BCGM) has been retained to provide complete management services at Ivy Hill Golf Club here.

For Ivy Hill, BCGM will perform services of daily club operations, financial management, marketing and public relations, personnel training and turf management. A major role for BCGM will be in the area of capital improvements. Ivy Hill boasts a 6,635-yard course, nestled among the rolling foothills of the Blue Ridge mountain range.

Landmark sales

Continued from page 27

to finalize the \$140 million sale of PGA West.

After an unsuccessful trip to District Court on Aug. 4, the parties returned on Aug. 11 and 13, when the PGA of America, the PGA Tour and Hawkins gave their respective blessings.

Meanwhile, the separate sale of the Ocean Course at Kiawah Island is still pending. The coveted Pete Dye design was pulled from the Dallas auction to allow environmental groups the chance to bid on it separately — as stipulated by the Coastal Barrier Improvement Act.

Four groups have shown interest: The Trust for Public Land, operating from Santa Fe, N.M.; The New York Audubon Society; The North American Land Trust of Chadds Ford, Pa.; and The Low Country Open Land Trust based here.

The Coastal Barrier Improvement Act allows these organizations 90 days to raise funds for the purchase of environmentally sensitive land. The fund-raising deadline is Sept. 29, after which a similar RTC auction will place the Ocean Course on the block.



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All with Toro reliability.

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CIRCLE #124

Helping You Put Quality Into Play.™

Marketing Idea of the Month

Here's a switch: Memberships selling homesites

By PETER BLAIS

PRAIRIE GROVE, Ill. — Granite Builders is using golf to help the Chicago area break out of the real estate building slump.

As an incentive to buy a home in its Green Valley of McHenry subdivision, the developer is offering free, two-year family memberships at company-owned Prairie View Golf Course, being built eight miles away and scheduled to open next summer.

In an otherwise dead real estate market, Granite Builders managed to sell six homes, ranging from \$160,000 to \$220,000, during the month of July, according to Green Val-

ley Sales Manager Dennis Birmingham.

"And that's normally a very slow month," Birmingham said.

Granite Builders is extending the offer, with an additional one to four years of free golf, to potential homebuyers at Crystal Woods Estates Community — three years for a lot, six years for lot and home. Crystal Woods surrounds the golf course with homes selling from \$350,000 to \$500,000.

"We look at this as a win-win situation," said Chris Newkirk, president of E.M. Melahn Construction, Granite Builders' parent company.

"The homebuyer gets an additional perk, a free membership, for buying a lot from us. And since the course won't be full the first four to five years anyway, it gets us good exposure. And maybe the free member will invite three [paying] friends along."

Newkirk said the offer has not resulted in any additional sales at the more expensive Crystal Woods development, yet. But with grass being planted in early August, and with the sight of Green Valley homeowners strolling the course next summer, Newkirk expects the added incentive to pay dividends at Crystal Woods, too.

"We expect the biggest impact to eventually be in the Crystal Woods area," Newkirk said.

The free membership includes unlimited play for all family members. At a public fee rate of \$35 to \$40 per round, including cart, the avid golfer could realize a considerable savings.

But with 12 courses in the immediate area, Newkirk doesn't expect Prairie Isle to receive too much play for the first five to six years.

"We might have 50 families there that play for nothing the first five to six years. We could give away 50 rounds per day, I suppose. But it's more likely to be something like 50 rounds a week," Newkirk said.

The idea of offering free memberships for buying a house lot woke Newkirk from a sound sleep.

"I wake up in the middle of the night a lot of times. I seem to get a lot of my best ideas then," he said.

Newkirk's company is primarily an earthmoving and construction firm. His first experience in the golf industry, he said, came inadvertently when he and his partners were awarded the financially troubled Lakewood Golf Club. They sold the club in October 1991 and began building Prairie Isle a year later.

"The course [Prairie Isle] is a definite marketing tool. Our goal is to sell 20 to 25 lots per year," he said.

It can do more damage than a 36 handicapper.



Leaf spot

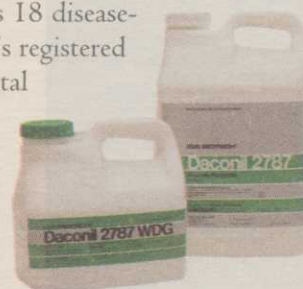
A hacker only spends a few hours destroying your course. But once Leaf spot (*Helminthosporium* spp.) starts, it won't go away.

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And Daconil 2787's broad spectrum protection doesn't stop there. Over all, it controls 18 disease-causing organisms on turf, including those that cause Red thread and Dollar spot. And now it's registered for effective control of algal scum. Plus, use Daconil 2787 as recommended on your ornamental plantings and plant beds to control diseases.

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Course owners win Canadian bridge suit

Continued from page 3

was not reasonably safe for several reasons: There were no railings on the sides of the bridge; the space between the rubber belting and the two-by-four edging was too narrow for golfers wearing spikeless shoes to walk on the wood instead of on the rubber; and the gaps between the planks were too wide — they should be only half an inch, he claimed.

Evidence was presented by the defendants that the need for railings on small bridges can be compared to the need for golfers to wear suits of armour to protect themselves from being injured if hit by a golf ball. The likelihood of a golfer being hit by a ball is far greater than falling off a bridge for lack of a railing, they argued.

It was related that, at the Board of Trade West course, where there are twelve bridges without hand railings, there had been no incidents of fall in more than 20 years. Based on 40,000 rounds of golf per season there had been almost 10 million crossings without an accident.

In his summation on June 4, 1993, Justice Wright noted that "golf courses cater mainly to members of the public who are interested in golfing and are not public areas where all members of the public are invited, including the elderly, disabled and others who have difficulty negotiating walking areas." The judge found that there are no legislated standards or other guidelines governing bridges on golf courses in the province of Ontario. He found "in all circumstances of the case, the defendants [the golf course owners] took such care as was reasonable to see that the plaintiff was reasonably safe while on the golf course." The Justice dismissed the plaintiff's action "with costs to the defendants, if demanded."

Gerry Marcuz, who is the pro/manager at Brookside, expressed satisfaction that the court had ruled in the club's favour. "At least our cost of liability insurance won't go up for awhile," said Marcus.

BRIEFS

CEDAR CHEMICAL CHANGES
NAME TO VICKSBURG

MEMPHIS, Tenn. — Cedar Chemical Corp. has officially changed its name to Vicksburg Chemical Company. According to company spokesperson Allison Swain, Vicksburg remains the same Memphis-based company specializing in potassium nitrate fertilizers. Ownership has not changed, she added. Questions should be directed to Swain at 910-458-2529.

DICKEY JOINS INTERNATIONAL SEED

HALSEY, Ore. — Lance Dickey of Lacombe, Ore., has joined the sales and marketing staff at International Seeds, Inc. according to company President Rich Underwood. "Dickey brings with him more than a decade of experience in the seed industry and will be responsible for turf and forage seed sales in the continental United States," Underwood added. Founded in 1972, International Seeds, Inc. was one of the premier entrants in the proprietary turf seed industry and now actively markets its products around the world.



Lance Dickey

NEXT-DAY GUARANTEE FROM BERKELEY

Berkeley Pumps has introduced a new program — Sub-Mania — which guarantees next-day delivery on all its submersible turbines anywhere in the continental United States. Orders received before 10 a.m. (caller's time) will be delivered by the next day-guaranteed. As a companion offer, if you give Berkeley 10 days for delivery, the company will pay the freight. In addition, substantial price reductions are currently available on several key models. For details and further information on Berkeley's Sub-Mania program and Berkeley pumps, contact your distributor or call the Berkeley customer service line toll-free, 1-800-241-4144.

ON THE MOVE...

Regardless of what you may have read in the August edition of *Golf Course News*, this is the new address for E.P. Aeration: 2615 Meadow Street, San Luis Obispo, Calif. 93401. The new telephone number is 805-541-6140, while the fax is 805-541-6149.

Meanwhile, Tensar Earth Technologies, Inc. has moved its corporate offices to Atlanta. The new address is: Tensar Earth Technologies, Inc., 5775-B, Glenridge Drive, Lakeside Center, Suite 450, Atlanta, Ga. 30328-5363. The phone number is 404-250-1290, and the fax number is 404-250-9185.

GOLF COURSE NEWS

Ciba, Jake and
Rain Bird back
Environmental
Steward II

MINNEAPOLIS — Ciba Turf & Ornamental Products, Rain Bird and new sponsor Jacobsen Division of Textron announce the second annual Environmental Steward Award competition.

Superintendents from the United States and Canada will be recognized for overall excellence in golf course management, as well as for innovative ideas such as wildlife habitat enhancement. Entries are reviewed by an independent panel of judges.

Also, merit winners may be named based on the quality of entries, competition within regions and other criteria.

Awards will be given in three categories: Public, private and resort. One national winner will be selected in each category. In addition, there may be as many as 24 regional winners: one public, private and resort winner in all seven U.S. Golf Association Green Section regions, plus a Canadian region.

Donations will be made jointly by Ciba, Rain Bird and Jacobsen to GCSAA S&R in the names of all national and regional winners: \$500 each for national winners and \$50 each for regional winners. In addition, all three sponsoring companies will donate \$5,000 to GCSAA S&R.

For more information write to the Environmental Steward Award, c/o Mona Meyer McGrath & Gavin, 8400 Normandale Lake Blvd., #500, Minneapolis, MN 55437; or call 612-832-5000; or fax 612-831-7751.

Bio Grounds
Keeper and
Sustane merge

BLOOMINGTON, Minn. — Bio Grounds Keeper Inc. of Bloomington and Sustane Corp. of Cannon Falls have signed a definitive letter of intent to merge. Implementation of the merger is anticipated within 90 days, pending completion of financial details.

The new company, to be known as Sustane Corp., will be one of the country's largest producers of organic and biological products for the lawn, garden, turf and agricultural industries. It will be headquartered here.

David Henderson, managing general partner of Founding Partners II, a Minneapolis venture capital fund participating in the financing arrangements, will become president and chief executive officer of the merged company. Craig Holden, president and founder of Sustane in 1987, will serve as executive vice president and chief operations officer. Thomas Duffey, president of Bio Grounds Keeper, will serve as executive vice president of sales, marketing and administration.

Bio Grounds Keeper Inc., founded in 1985, develops and markets organic, biologically based products for the lawn and turf in-

Continued on page 34

Dakota institutes
leasing program

By MARK LESLIE

GRAND FORKS, N.D. — Dakota Peat & Blenders President Michael Pierce has discovered a new formula to 1) make his Dakota Blender 2200 available to more people, cheaply, and 2) sell more peat at the same time.

Golf course superintendents, contractors and sand companies who can't afford to buy the \$50,000 Model 2200 can now rent one.

"There's no profit in the rental," Pierce said. "We're providing it as a service if they buy our peat."

The sale of the peat makes the deal worthwhile for Pierce. The mere cost of \$1.50 per mixed ton equals a savings for the renter.

"A lot of contractors can't afford them for one or two jobs a year. So we deliver the blender, show them how to operate it, and then pick them up when they're done," Pierce said.

Jim Hengel, part-owner/superintendent of the Links at Hiawatha Landing which is under construction in Binghamton, N.Y.,

Continued on page 33



A DAY AT THE RACES

George Quinday (from left), Juan Quinday, Doug Henshaw, Andy English, Robert Krick, Kerry Ditchburn, Doreen Kuehl and Kathleen Ditchburn take a break from the racing at the recent ITT Automotive Detroit Grand Prix. All eight were weekend guests of Jacobsen as part of the firm's "Test Drive" contest.

ASPA honors Warren's memory with foundation

Ben Warren was ASPA's founding president 26 years ago. On July 14, he became the namesake of a not-for-profit research and scholarship foundation dedicated exclusively to the special needs and interests of the turfgrass sod production industry.

Formal announcement of the ASPA Ben Warren Memorial Foundation was made during the ASPA Annual Business Meeting in Nashville.

In announcing formation of the foundation, longtime friend and employee Walt Pemrick encouraged everyone involved in

the industry to support its growth through a personal or corporate contribution. A first-year endowment goal of \$100,000 was announced, with a three-year goal of at least \$300,000. A formal application has been filed with the IRS seeking not-for-profit status for the Foundation which will allow U.S. taxpayers a deduction for their donation. Contributions should be made payable to the "ASPA Ben Warren Memorial Foundation," and mailed to the ASPA Office at 1855-A Hicks Road, Rolling Meadows, IL 60008.

Deere earns acclaim
for outstanding
customer service

RALEIGH, N.C. — CIO, the magazine for information executives, has named the John Deere Lawn & Grounds Care Division to its 1993 CIO-100 list for outstanding customer service. The company was selected for this honor by a panel of consultants, academicians, editors and business and association officials who specialize or have expertise in the field of customer service.

To provide a vision of ever-changing business trends, the focus of the CIO-100 changes annually. This year's survey, called the "Customer Service 100," explores the link between information technology and an organization's ability to provide first-rate service.

"Our dealer Technical Assistance Center uses an imaging system called KEYFILE," explained Jerry Schelfaut, manager of the Information Services Department at Deere's Lawn & Grounds Care Division.

"We have all of four technical manuals, parts catalogs and other related service publications stored on hard disk, so they can be retrieved on-line by our technicians as they're working with dealers to resolve technical problems."

According to CIO Editor-in-Chief Marcia Blumenthal, "Customer service is the most pressing issue facing companies today. The CIO-100 presents innovative solutions on how organizations are keeping their customers happy and how information technology assists in this endeavor."

Faith named GM of Lebanon's Danville facility

LEBANON, Pa. — Paul Mengle, Manager of Sales & Marketing for Lebanon Turf Products, a division of Lebanon Chemical Corp., recently announced the following personnel changes.

Dennis Faith, who served as division sales manager for the Lebanon WonderGro Division for the past three years, has been promoted to the position of general manager of Lebanon's Danville, Ill. manufacturing and distribution facility. Faith has more than 19 years experience in the greens industry, having previ-

ously worked for Central Chemical and UAP Special Products. He is a graduate of the University of Nebraska-Kearney with a bachelor of science in geography and environmental science.

David J. Campodonico III has assumed the position of account manager-retail products. Campodonico will assist Ed Price, general manager for the newly formed Lawn & Garden Division, with the sales of retail and consumer products to national and regional retail and private label accounts.

Compodonico, who had served as a territory account manager for three years, has been actively involved in turf management since 1980.

Prior to joining Lebanon, he was employed as an assistant greenkeeper for Kenmore Country Club in East Flat Rock, N.C.

B. Todd Lineberger will replace Campodonico as territory account manager for the southeast region. Lineberger will be responsible for the sales and service of turf accounts in North and South Carolina, Georgia and Florida.



Randy Clark



B. Todd Lineberger

Randy Clark has been hired as a territory account manager to expand regional and lawn care product sales in a newly defined south central region encompassing Tennessee, Alabama, Mississippi, Louisiana, the Florida Panhandle and the Texas markets of Houston and San Antonio.

Ringer makes move to direct sales force

MINNEAPOLIS, Minn. — Ringer Corp. has announced it will be hiring a direct sales force for its retail operations effective immediately. The new sales force will be responsible for sales efforts of Ringer's lawn and garden products on a national basis to its customers. Ringer's new sales organization will consist of eleven account executives, reporting to three regional managers.

Ringer Corp., a developer and marketer of its own lawn and garden care line, is in the process of introducing a number of new products for the 1994 season. New programs and marketing approaches are also being developed to fully capitalize on these opportunities. In light of its plans for 1994 and continuing changes in the retail environment the company believes a more direct relationship with its customers will better facilitate the execution of its strategic plans.

Interport, Ltd. still active in Asian theater

NEWPORT BEACH, Calif. — Interport, Ltd. has been retained by a number of non-competitive golf firms to handle international sales to Pacific Rim countries. Interport is currently selecting overseas distributors for these products, working with the U.S. Department of Commerce in seeking potential distributors in each country.

The forum for the Asia-Pacific golf industry is, of course, the annual trade exhibition and conference "Golf Asia", held each year in Singapore. The next event will be held between March 24-27, 1994, at Singapore's International Merchandise Mart. Starting with the inaugural event in 1991, Interport has been the U.S. sales agent for this show and will have a booth in the U.S. pavilion at the 1994 exhibition.

The Asia-Pacific countries to be included in Interport's export activities are: Japan, Korea, Taiwan, China, Hong Kong, Thailand, Malaysia, Singapore, Indonesia, the Philippines, Australia and New Zealand. For further information on Interport's golf course products export activities, contact Chuck Joy, president, Interport, Ltd., 510-31st Street, Suite G, Newport Beach, CA 92663; or call 714-673-3596; or fax 714-673-1007.

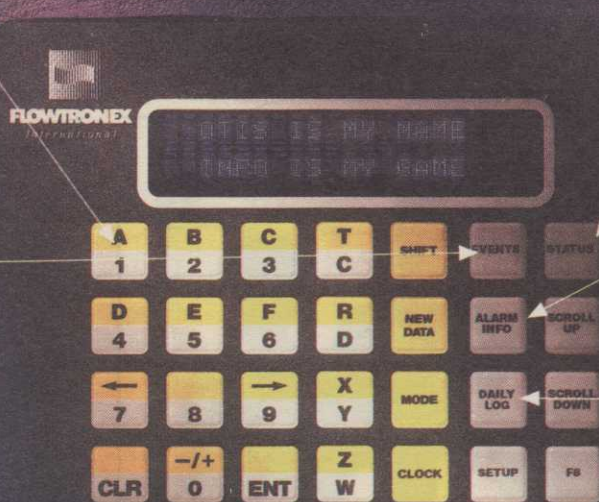
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- Detailed instructions on the encountered alarm with possible reasons for the occurrence and steps to take to correct problem and reset the alarm.

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- Daily highest flow with time of occurrence.

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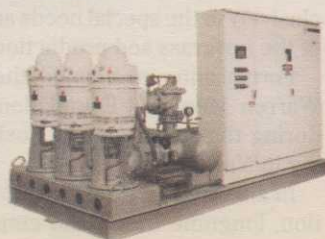
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CIRCLE #126



RISE meeting

Continued from page 1

"We're very supportive of her willingness to talk, and she seems to be willing to listen to our viewpoints," said James. "However, she has, on numerous occasions, said it is the job of EPA to reduce the use of pesticides to ensure the safety of the American public. We don't agree with that. We feel the public is already safe and an arbitrary reduction is not in the best interest of the American people or the environment."

Indeed, on the issue of pesticide reduction, the Clinton Administration has presented a united front of sorts. The EPA, the U.S. Drug Administration and the U.S. Department of Agriculture have all taken rigid positions on pesticide use. As James noted, this is the first time any administration has so publicly attacked pesticide use, in official concert.

...

However, as the Clinton Administration settles into the nation's capital, RISE begins its third year with significant victories in hand.

Thirty-five states have passed federal pre-emption statutes, which make it impossible for states or municipalities to ban chemicals okayed by the federal EPA.

Yet the effectiveness of RISE campaigns must be measured against its relative immaturity. Trade associations often spend years gathering enough strength to make a difference, but RISE has made an immediate impact.

"I would say that we have matured very rapidly," said James. "Our strength has been the willingness of member companies to get involved at a high level. And most often it has been a great number of people within the same company, which is unusual."

"There was a core group of companies and people who worked very hard to get RISE up and running, but we've had hundreds of people from many more companies who've become deeply involved. Furthermore, no one company has tried to micro-manage the process."

James said RISE now represents about 50 percent of the companies in the chemical industry — a phenomenal achievement in just 24 months. However, there is still work to be done: RISE cannot claim 50 percent of the firms in the vegetation management field, and a large number of distributors in the pest control market are not yet on board, he said.

Down the road, James said RISE will concentrate on more state-oriented issues, including the movement to restrict spraying of herbicides on rights of way. Also on the horizon is a battle over spraying restrictions on school grounds and public places.

"These issues may not hit as close to home with a golf course superintendent as pre-emption," said James, "but they are rigid and adverse to the industry as a whole. If you ban spraying on rights of way, it makes sense they might try to ban it on golf courses."

GOLF COURSE NEWS

BEST SAND NOW SHIPPING THRU REGIONAL TERMINALS

CHARDON, Ohio—Best Sand Corp. is now shipping bunker sand mined from its quarry here through seven regional terminals. The newest shipping terminal is located in Cincinnati, with others located in Chicago, Detroit, Louisville, St. Louis and Port Colborne and Port Stanley, Ont., Canada.

Sand for each terminal is mined from the same company-owned quarry.

Dakota provides the blenders and expertise

Continued from page 31

said he saved "in the neighborhood of \$100,000 as compared to buying a mix."

Hengel's savings were enhanced by the fact his sand was on-site. But he added: "If you have to buy the sand, you will still save a lot, and it's far superior to bucket blending. It's much more scientifically accurate."

Dakota Peat & Blender representatives provide technical assistance and calibrate the blender.

After one day of training,

Hengel's crew mixed 11,000 yards, or 14,000 tons of material. Dr. Norm Hummel of Cornell University, who authored the new U.S. Golf Association greens specifications, tested the mix 14 times — and the tests were acceptable from beginning to end, Hengel said.

"The most critical part is having it tested as the calibrations are done," he said.

"People say blending is so difficult. Hengel and his staff blended it. Dr. Hummel quality-controlled the mix and found they were right

on the money," Pierce said.

Deliveries are nationwide and the transportation cost is figured into the per-ton figure. A minimum 5,000 tons must be blended.

The Model 2200 meters and mixes peat, sand and two types of fertilizer or chemicals; then stockpiles or loads the mix directly into trucks.

Dakota equipment and peat dealers can be contacted concerning the rental, or people may contact Kevin Kylo at the Grand Forks headquarters at 701-746-4300.

Mow more in less time. The 300 has a 116" cutting width and mows in four-wheel drive up to 7.5 mph. With a transport speed of 15 mph in two-wheel drive, no other mower moves as fast.

Achieve a superior cut. Steerable floating heads with variable weight transfer hug ground contours, while 6.5" diameter, variable speed reels deliver the highest clip frequency.

Experience true ease of operation with single lever lift, outfront wing units, and cross-cut capability. Grass catchers available.

Cut any type of grass in any season. Cutting height adjustment ranges from .25" to 1.5". Quick change front or rear clipping dispersment.

The best drive from tee to green.

The Ransomes 300. The ultimate fairway mower.

No other fairway mower can match the combined quality of cut and production capabilities of the new Ransomes 300. In fact, the 300 is the industry's only "right" weight, fine-cut, four-wheel drive fairway mower. It's a master class machine that out cuts, out powers, outperforms and outlasts the competition.

For the fairway mower that's in a class by itself, drive the Ransomes 300. You'll find it's the best drive from tee to green.

Call 1-800-228-4444 for the dealer nearest you to arrange a free on-site demonstration.



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CIRCLE #127

Variable hydraulic feed on PeCo chipper

PeCo Inc. has introduced a mid-size Hydraulic Brush Chipper. The PeCo Model 40/30H offers variable hydraulic feed, to 170 feet per minute. The 300-pound flywheel with two 10-inch cutting blades is powered by a dependable 40hp Lister diesel engine. Cutting capacity is 9 inches.

Unique features of the 40/30H include: 360-degree rotating base and discharge chute, two pivoting jack stands, easy to adjust heavy duty chip deflector, reversible blades and a hinged flywheel cover for easy maintenance. Elec-

tric brakes or surge brakes are optional.

The chippers weight is evenly distributed, making it maneuverable and easy to tow. The trailer offers a torsionally sprung axle for smooth tracking behind the tow vehicle. The tongue height is easily adjusted and available with a 3-inch pintle eye, a 2-inch coupler or a 2 5/16-inch coupler.

For more information, contact: PeCo Inc., P.O. Box 1197, Arden, NC 28704; or call 1-800-438-5823, 704-684-1234; or fax 704-684-0858.

CIRCLE #315

Parker sweeper handles standing water

The Parker Sweeper Company has introduced the Hurricane 5, a powerful, all-purpose walk-behind blower. This powerful blower easily removes leaves, loose debris and standing water. The Hurricane 5 is designed with a powerful 5 hp Briggs & Stratton engine, a front mounted swivel turfcaster, semi-pneumatic rear tires, and a plow-type handle with throttle control. These features give the operator easier maneuverability on rough terrain.

The Hurricane 5 is constructed with an 11 gauge steel housing and a six blade aluminum-magnesium impeller fan producing 2000 CFM at 150 mph. This tremendous air force is released from a front or side discharge. The Hurricane 5 is backed by a two years parts/one year labor warranty.

For more information, contact the company at P.O. Box 1728, Springfield, Ohio 45501-1728; or phone 513-323-4901.

CIRCLE #316

Side discharge on Deere chipper

With many chipper/shredders, the mulch piles up under the machine, so you have to move it periodically. And you have to bend down to lift everything into a vertical hopper. These common annoyances have been eliminated by two new gas-engine designs from John Deere — the models CS5 and CS8. The model numbers designate their horsepower. Both models have a side discharge to blow mulch away from the unit, rather than under it. A collection bag is standard equipment — either drawstring or velcro closure.

A 10-foot flexible vacuum hose is available as an attachment for quick collection of leaves, pine needles and other yard debris. A hitch kit also is available for towing to the job.

For more information, contact Deere at P.O. Box 29533, Raleigh, N.C. 27626; or call 919-954-6420.

CIRCLE #318

Disc-style chipper from Vermeer

An economical PTO-driven disc-style brush chipper—designed to reduce the time, cost and labor of handling brush and wood materials reduction—has been introduced by Vermeer Manufacturing Company.

The 606 runs off the power take-off of the tractor and features hydraulic feed for smooth, controlled brush feeding action. A self-feeding roller drags brush material into a housing that contains the chipper's cutting disc. Cutting wheel speed is 1645 @ 540 RPM on the PTO. The hydraulics are controlled by an easy-access manual feed control bar which starts, stops or reverses the feed process. Near waist-high feed table height reduces unnecessary stooping or bending and provides excellent leverage when loading heavy limbs.

For more information, contact Vermeer at New Sharon Road, Pella, Iowa, 50219; or call 1-800-370-3659.

CIRCLE #317

Sustane merger

Continued from page 31

dustries. The company's liquid and dry thatch-reducing products, which will continue to be marketed under the Bio Grounds Keeper label, is distributed nationally and internationally. Sustane Corp. currently manufactures and markets organic fertilizers made from composted turkey litter for the agricultural and turf industries.

"Organic lawn and turf products have shown steady growth during the past five years, and we expect that growth to continue due to the proven performance of organic and biological products and increased environmental awareness," Duffey said.

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 12-15 — GolfInc. 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.
 6-8 — How To Seminar on Golf Marketing in Daytona Beach, Fla. Contact Jim Castelo at 407-321-6322.
 10-12 — NGF Seminar on Golf Ranges and Other Non-Traditional Facilities in Washington D.C. Contact Roger Yaffe at 407-744-6006.
 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.
 19-21 — Golf Development Institute International in Las Vegas, Nev. Contact Hilary Kish at 714-499-5340.
 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 Environmental 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.*
 11-12 — GCSAA seminar on Disease Identification and Control in Hudson, Ohio.*
 14-16 — Golf Course News Public Golf '93 Conference in Charleston, S.C. Contact Rebecca Quinlan at 207-846-0600.
 14-17 — Clemson Golf Turfgrass Conference and Championship in Myrtle Beach,

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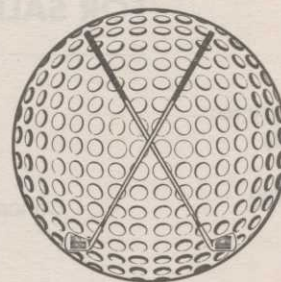
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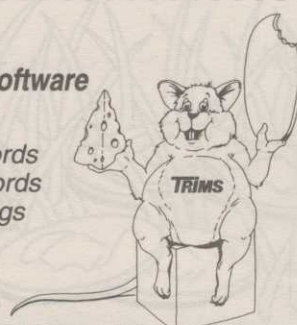
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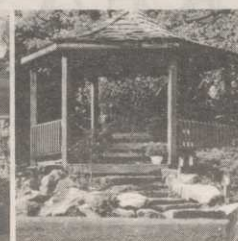
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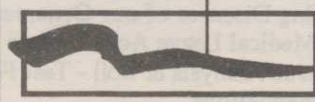
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CALENDAR

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14-18 — Professional Grounds Management Society's 82nd Annual Conference in Baltimore. Contact 410-584-9754.

15 — GCSAA seminar on Maximizing Turfgrass Disease Control in Myrtle Beach, S.C. *

15-16 — GCSAA seminar on Golf Course Restoration, Renovation and Construction Projects in St. George, Utah. *

15-16 — Oregon Turf and Grounds Maintenance Exhibit in Portland. Contact D.L. Tom Miller at 503-635-6867.

15-18 — Green Industry Expo/93 in Baltimore. Contact 404-973-2019.

17 — GCSAA seminar on Turfgrass Stress Management in Oklahoma City. *

* — For more information on GCSAA seminars, contact the Education Office at 1-800-472-7878 or 913-841-2240.

Dressing up your cups — for the golfer and TV

By SCOTT E. NIVEN, CGCS

GREENWICH, Conn. — Golf courses today are designed and maintained in a way that maximizes aesthetic qualities by creating near-perfect definition of all features. A lot of time, effort and money goes into producing this manicured "look," which gives a golf course the professional, appealing, sharp definition that shows a golfer exactly where to play his shots.

Until now, we have stopped just short of doing everything possible in providing

the ultimate in visual definition. The one location we can still improve, ironically, is the most important in all of golf: the hole itself. Even if we frequently apply white paint to the metal cup, the one inch of exposed brownish soil just below the surface is still difficult to see from most areas of any golf green — so much so, the USGA and the PGA Tour will attempt to paint this exposed soil white so TV viewers can see the hole better while watching at home. Most amateur golfers do experience this luxury and instead

must putt to a soil-edged hole they can't see very well. Unfortunately, regular painting of the soil edge is not practical, for it's very difficult and time-consuming.

Thanks to a clever inventor from Texas, we now have a patented device called the U.S. Golf Hole TARGET that simulates white paint on the edge of the hole. This white plastic collar covers the exposed soil above the metal cup to a level of 1/4-inch below the surface of the green and creates a clean bright white

Before and...

... after the treatment.

and highly visible "Target". Some of the other less obvious benefits of this collar, besides a reduced need to tend the pin, are preservation of the perfect 4 1/4-inch diameter of the hole which has been shown to expand and contract during dry or wet weather; elimination of the flaking soil particles on high sand-based greens; and a reduction in desiccation around the top of the hole. U.S. Golf Hole TARGETs are very easy to install and, since they are reusable, need only be replaced in approximate two-week intervals. The cost averages less than two cents per golfer round.

The biggest criticism I've heard of this new invention is the fear it might cause lip-outs. This scenario has been explored in great detail via a lip-out study simulating more than 4,000 putts under all types of weather conditions. The study showed the difference in lip-outs with or without the TARGET is statistically insignificant.

The position of the TARGET, at 1/4-inch below the surface of the green, was not chosen arbitrarily. The laws of physics were used to prove that once the centroid of an object, with the mass and weight of a golf ball, falls 1/4-inch into the hole, only gravity can then affect the ultimate result of it's falling to the bottom of the cup.

At this point in time, the U.S.G.A has not yet approved or declared the TARGET in conflict with the Rules of Golf. That decision will have to wait until 1996, when the rules can be improved in their definition of what constitutes a metal cup liner versus a plastic collar. Until then, under the present Rules of Golf, the definition of "hole" states, "If a lining is used, it shall be sunk at least one-inch below the surface of the putting surface unless the soil condition makes it impracticable to do so." Surely, the exposed earth, subject to dehydration, erosion and instability is impracticable, which by definition means "hard to manage, difficult to maintain." With this interpretation, use of the TARGET for regular play at any golf club is perfectly legal.

We've used the TARGET successfully every day at our club for more than one year, as have many other golf courses, and I'd predict that it is only a matter of time until the U.S.G.A. and the PGA Tour make the TARGET standard equipment for their special events.

So, if you want to please your members and give your course the ultimate in visual detail, don't stop short of the hole. After all, in golf, what's more important than the hole itself?

Scott E. Niven, C.G.C.S., has been property manager of The Stanwich Club, Greenwich, Connecticut, since 1983. He also served on the Board of Directors of the Met G.C.S.A. for 11 years, two years as its president and also was a member of the Editorial Review Board for a revision to "Turf Management for Golf Courses," written by Dr. James Beard and sponsored by the U.S.G.A.



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Golf/Sports Turf
General Turf
Governmental Regulation Environment Policies

21 WORKSHOPS

- Beginning Turf Disease Control, ID & Fungicide Treatment for the Golf Course Superintendent
- Basic Turf Insect ID and Control
- Motivating Your Workers
- Beginning Turf Weed Control Recommendations
- Business & Personal Financial Management
- Safety in the Work Place
- Understanding Soils for Turf Management in Florida
- Advanced Turf Insect ID & Control
- Time Management
- Shopping for a Plant Disease Diagnostic Service
- Managing Pesticides on Golf Courses for Environmental Protection
- Advanced Turf Weed ID & Weed Biology
- Identifying Diseases of our Ornamentals
- Family Medical Leave Act - Update
- Turf Tissue Analysis & Soil - Test Fertility Recommendations
- Spill Control Management
- Effective Environmental Communications
- Palm Management, Repair & Protection on Florida Golf Courses & Parks
- Understanding Nematode Management in St. Augustinegrass & Bermudagrass
- Native Ornamentals for Golf Courses and Parks
- New Specifications for USGA Greens in Florida



TURFGRASS RESEARCH REPORTS

Latest Updates on FTGA Sponsored Studies

SOCIAL EVENTS

Toro Corn Boil
Spouse Program
Golf Tournament

Fishing Tournament
Suppliers' Reception
President's Reception
Bill Wagner Memorial Prayer Breakfast



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Sunday, November 14

Morning tee times
Editor's Tourney and lunch
(Optional event)
4-6 p.m.
Registration and networking
reception

Monday, November 15 Improving the Profitability of Your Operations

8:30 a.m.
Welcome
8:45-9:30 a.m.
Trends in Public Golf:
Benchmarks for Profitability
9:30-10:45 a.m.
Improving Profitability of Your
Profit Centers: Food & Beverage
and Pro Shop Operations
11-noon
Improving Profitability of Your
Profit Centers: Practice Facilities
and Golf Instruction
noon-1 p.m.
Lunch
1-2 p.m.
Raising Revenues on Rounds and
Rides: Improving Profitability of
Greens Fees and Cart Rentals
2-3 p.m.
Alternative Management Strategies
3:15-4:30 p.m.
Saving Money on Maintenance
5-7 p.m.
Reception and table top displays

Tuesday, November 16 Marketing and Promoting Your Course

8:30-9:30 a.m.
Positioning your Golf Course
for Added Value
9:30-10:30 a.m.
Marketing, Advertising and Promo-
tions on a Shoestring
10:45-noon
Low Budget Promo: Promo Ideas
that REALLY Work
noon-1:00 p.m.
Lunch
1:00-2:15 p.m.
Public Relations Ideas
• Working with the Media
• Programs for PR Impact:
• Hook a Kid on Golf
• Exec. Women Program
• Audubon Conservation
2:15-3:30 p.m.
Marketing and Tournaments Ideas
That Make Dollars and Sense

**November 14-17
Wild Dunes Resort
Charleston
SC**



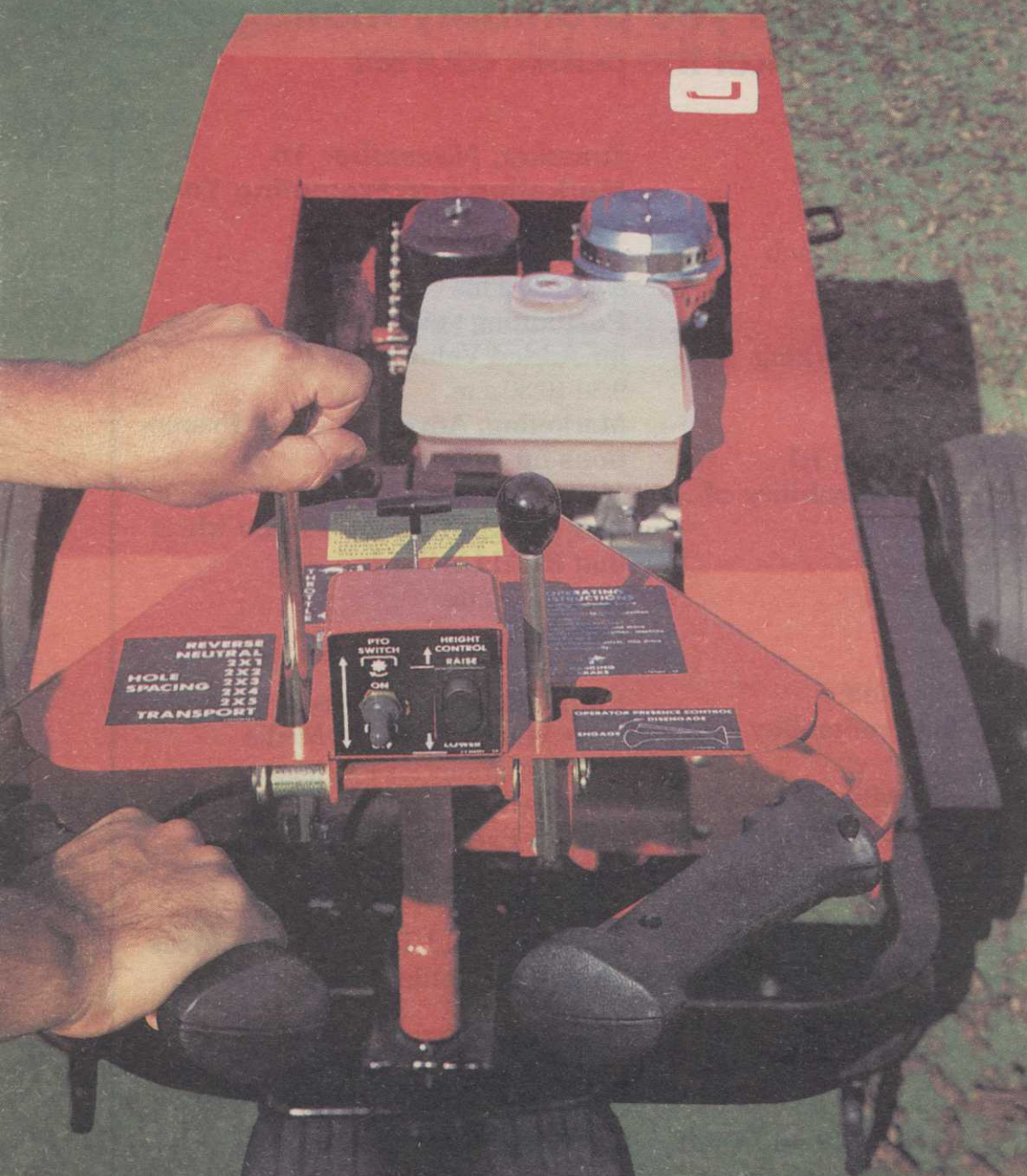
5" x 2"
Spacing

4" x 2"
Spacing

3" x 2"
Spacing

2" x 2"
Spacing

1" x 2"
Spacing



With the two new Jacobsen Aero King aerators, you get the widest selection of hole spacings on the market to handle changing aeration needs quickly and easily. Simply shift gears to select just the right pattern for the job.

Most convenient controls in the industry.

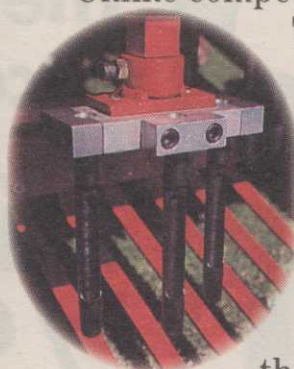
Unlike competitive units, the self-propelled T1224 puts all controls at the operator's fingertips for easier operation and increased productivity.

Lower overall maintenance costs.

Our virtually unpluggable tines last up to three times longer than competitive tines. So you get more consistent hole depth throughout your course, while spending less time and money changing tines. What's more, the Aero Kings' simple, durable designs are easier and more economical to maintain than gear-driven units. They also cover more ground in an hour than competitors, giving you the best overall aerator value.

The tractor mounted PT2448, with its 48" width, is small enough for greens but big enough for fairways and tees. The PT2448 features a storage frame and castors for fast, easy hook-up to an 18+ hp tractor.

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