

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

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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-

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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

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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.

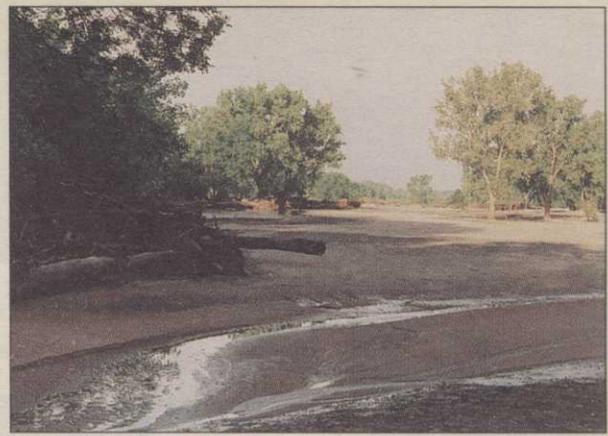
One of the primary speakers at this meeting of chemical formulators, manufacturers and distributors will be Jay Feldman, head of the National Coalition Against the Misuse of Pesticides.

"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.

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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.

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.

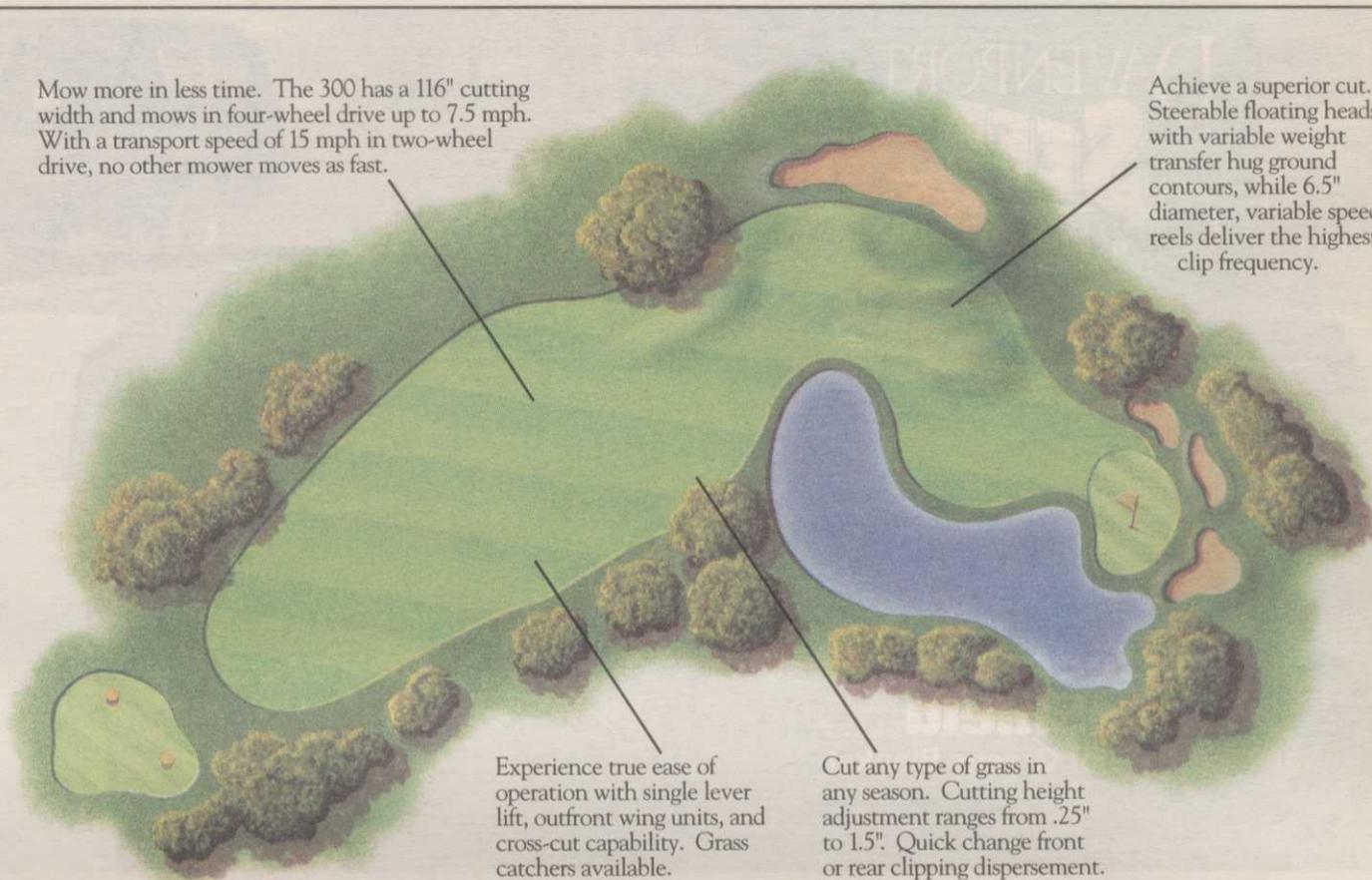
Deliveries are nationwide and the transportation cost is figured into the per-ton figure. A minimum 5,000 tons must be blended.

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, upfront 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 dispersement.

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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