

# GOLF COURSE NEWS

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Turf and money can be saved by refusing to cut cups on the practice green. See "Off the Record" ..... 16

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## Big management firms shying away from RTC

By PETER BLAIS

DANIA, Fla. — The expensive due diligence process and sometimes inflated bidding involved in recent Resolution Trust Corp. auctions of golf properties may scare away potential bidders in the future, according to some golf industry experts.

"ClubCorp wasn't there. Neither were Cobblestone Golf, Fairways Golf, KSL Enterprises and Kemper

Management," said Jeff Woolfon, an associate with CB Commercial Golf/Resort Properties, which marketed Palm-Aire Spa Resort & Country Club and adjacent Oaks Golf & Racquet Club here for the RTC.

"All the big players you'd normally expect just weren't there," said Woolfon.

The only big-name management company to take part in the sealed bid/out-

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## Researcher: Effluent yields better turf, with less water

By LYNN TILTON

CHANDLER, Ariz. — Wastewater produces better turf growth and can cut annual supplemental water needs on an Arizona golf course by as much as 22 percent, according to a turfgrass and wastewater expert.

Dr. Charles Mancino of the University of Arizona unveiled the positive results from his research findings at Turf Talk, an annual event sponsored by Garden Valley Distributors of Phoenix and attended by 150 superintendents and others.

"With effluent water, we get better turf growth on an acre foot less of water," Mancino said. Before being used, effluent should first be settled out, clarified and subjected to aerobic digestion to reduce carbon-dioxide levels, he added.

"Water thus treated is very low in carbon and is

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### AUDUBON HONORS HIERS

Ron Dodson (left), Audubon Society of New York State president, presents Tim Hiers — superintendent at Collier's Reserve — the first John James Audubon Environmental Steward Award. See page 13 for details.

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### DIAMOND IN THE ROUGH?

Boulders occupy the rough bordering the dramatic 16th hole at Diamond Run Golf Club, a private 18-hole course which opened for play in Ohio Township, Pa. — 11 miles northwest of Pittsburgh — in mid-September. For more information on this Gary Player Design and a complete listing of the nation's new course openings, see page 24.

## Despite public outcry, Florida DEP backs course conversion

By MARK LESLIE

JACKSONVILLE, Fla. — The public is upset. Ditto, most local and county government officials. But the state Department of Environmental Protection (DEP) has spoken and won't budge in a

struggle over the 250-acre Fort George Island and its golf course designed by Donald Ross.

The 18-hole Ft. George Island Golf Club, nine holes of which were designed by Ross in the 1920s, is a landmark to the golf world. But not to the Florida DEP, which has decided to make public lands available for "resource-based" as opposed to "user-oriented" recreation. Resource-based recreation means passive use, such as parks, nature trails, hiking, bird-watching and picnicking. User-

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## GOLF COURSE



ORANGE COUNTY CONVENTION CENTER  
ORLANDO, FLORIDA  
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A NATIONAL EXHIBITION AND CONFERENCE FOR OWNERS, SUPERINTENDENTS, MANAGERS, AND DEVELOPERS OF PUBLIC-ACCESS GOLF FACILITIES



## Shop Talks mean face-to-face sell

By HAL PHILLIPS

ORLANDO — Vendors place the highest priority on speaking directly with potential customers during sales calls, via telemarketing or inside a trade-show booth.

At Golf Course Expo exhibitors will have another opportunity via "Shop Talks," vendor-sponsored presentations that showcase solutions to golf course problems, feature their products and services, and address critical industry issues.

Exhibit hall and conference attendees are able to

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