

# GOLF COURSE NEWS

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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.

### COURSE MAINTENANCE

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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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ORANGE COUNTY CONVENTION CENTER  
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## 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

Continued on page 38



## Plant growth regulator fares well in waste study

PATERSON, N.J. — Passaic County (N.J.) officials have released results of a program geared toward reducing the amount of grass clippings entering landfills. "Grass—Cut It and Leave It" is part of a larger yard waste management effort to reduce total solid waste.

Ciba and its turf growth management tool, Primo, agreed to sponsor the Passaic County program in exchange for help in testing the new product.

"Passaic County has taken the initiative to significantly reduce the amount of solid waste, and

yard waste management is an important step in the right direction for us," said B. Ellie Arnould, solid waste programs coordinator. "The county had realized sizable reductions in the amount of grass clippings before the plant growth regulator (PGR) became part of the program. With this type of product added as an integral part of the program, we've seen an even larger reduction."

Professional applicators applied plant growth regulator to more than 20 acres of turf in a variety of settings, including a golf course, corporate land-

scapes, municipal properties, historic sites and private residences. On the golf course, the maintenance staff did not decrease the number of mowings, yet noted a 50-percent reduction in the amount of time spent mowing because of fewer clippings. On the other properties, the number of mowings decreased from between 50 percent and 62.5 percent.

Bruce Van Dyne, organics management specialist with the Passaic County Office of Recycling and Solid Waste Programs, estimates that a 5,000- to 6,000-square-foot turf area produces one ton of grass clippings during an entire growing season. Based on an average of 25 mowings per year, each mowing produces 80 pounds of clippings. This equates to 640 pounds during an eight-week evaluation period. On the PGR-treated areas in this program, the average clipping reduction during the eight weeks was nearly 60 percent, or 400 pounds.

"Yard waste accounts for about 20 percent of Passaic County's total waste stream, and that is fairly typical nationwide," says Scott Moffitt, Ciba product manager.

### RGF NAMES REGIONAL REPS

WEST PALM BEACH, Fla. — RGF Environmental Systems, Inc., a member of RGF Environmental Group based here, has appointed several new golf and turf representatives: Pan Pacific Turf Supply in Honolulu, Hawaii; Simpson & Norton with locations in Goodyear, Ariz. and Las Vegas, Nev.; and South West Toro in Albuquerque, N.M. The new appointments will allow RGF to expand representation, customer service and distribution in the U.S. market.

## Shop Talks debut at Golf Course Expo

Continued from page 1

attend "Shop Talks" free of charge, as part of Golf Course Expo. During these unique sessions — held right on the show floor — trade show attendees are invited to hear in-depth discussions from exhibitors on the use of their products.

Scheduled for Nov. 11-12, here at the Orange County Convention Center, Golf Course Expo is sponsored by *Golf Course News*, with cooperation from the National Golf Foundation and United States Golf Association. Golf Course Expo is the only national trade show and education conference devoted to superintendents, managers, owners and developers of public-access golf facilities.

Arnold Palmer will keynote the event at 9 a.m. Friday, Nov. 11, while course architect Robert Trent Jones Jr. will keynote the next day. The trade show will run all day, both days, while concurrent educational sessions will be held in the afternoons.

"Shop Talks" are ideal opportunities for vendors to introduce new products, demonstrate a product, or provide a technical briefing. Prospective buyers have the opportunity to ask questions while vendors, with their answers, can help attendees sort through the claims of competing firms.

"I think this a great idea," said Don Smith, president of Smithco, a manufacturer of utility vehicles and an exhibitor at Golf Course Expo.

Smithco's Southeast sales representative, Emil Miller, is scheduled to give a "Shop Talk" on environmentally friendly spraying techniques.

"Emil's topic is going to be, 'How to save money in spraying by following environmental regulations.' Sort of a twist," Smith said. "Everyone thinks regulations add cost. But they don't have to."

"We provide spraying equipment, of course, and he'll incorporate it into his talk. The idea is to keep it pretty general. We will certainly mention our products. But the idea is to play it down the middle... I think they can read into something that's a promotion, something that has no substance. And we want to be on the substance side."

Other "Shop Talks" include Kohler's Joe Schreiner speaking on gas engine development, and Aimcor's Lou Haines discussing solutions to chronic soil problems.

"Shop Talks" are designed to complement the two-day education conference at Golf Course Expo. The conference program, which does carry a fee of \$295, includes three in-depth education tracks: Maintenance, Development, and Marketing & Management. Conferees can earn continuing education credits (CEUs) from the Golf Course Superintendents Association of America by attending.

For more information on exhibiting and attending Golf Course Expo, call the Expo Hotline at 207-846-0600.

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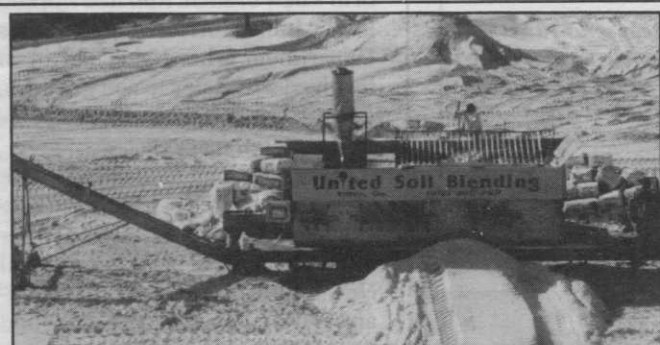
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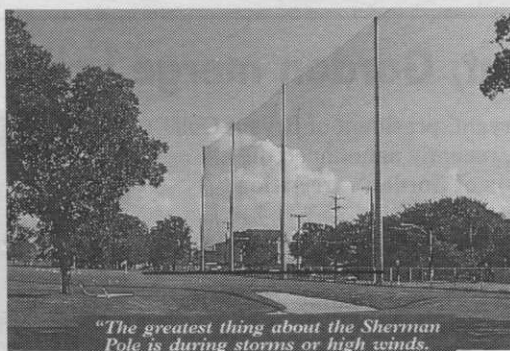
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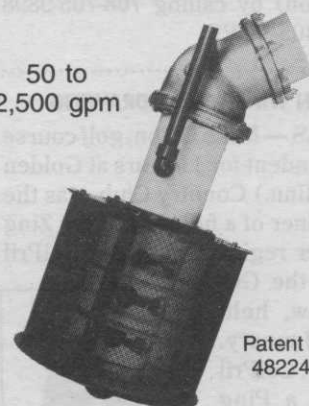
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