

GOLF COURSE NEWS

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[Volume 6]

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USGA adds to research kitty: \$1.5m

By MARK LESLIE

FAR HILLS, N.J. — Adherent on taking its environmental research to the next level, both scientifically and practically, the United States Golf Association (USGA) is funding another \$1.5 million for research over the next three years.

Having spent \$3.2 million on environmental research projects from 1991-93, USGA officials have decided to perform further studies on some projects and add a new practical angle, investigating and reporting Best Management Practices for golf course superintendents to use in everyday work.

Saying the USGA and entire golf industry have an obligation to minimize environmental impacts of course maintenance, Green Section Research Director Dr. Michael Kenna said: "In instances where a superintendent has used proper fertilization, mowing heights, irrigation and all other possible practices but still has a disease, insect or weed infestation, what techniques can he follow that

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BIG DOINGS IN BIG SKY COUNTRY

A silo behind the 5th green sits as a sentinel to its past, while a 568-yard monster looms foreboding in its future. But for now, Bridger Creek Golf Course in Bozeman, Mont., stands as a public nine-hole facility that makes proud its operator — Great Northern Golf Co. See story page 36.

Jones II: 'I think public golf is the future'

Architect to keynote day two at Expo

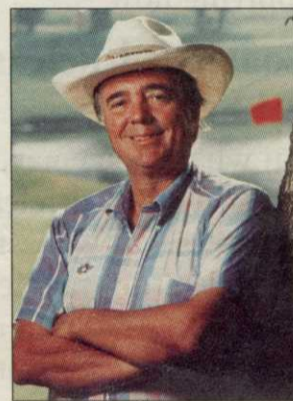
By MARK LESLIE

ORLANDO — World-renowned golf course architect Robert Trent Jones Jr. will join Arnold Palmer as a keynote speaker at Golf Course Expo, the nation's premier event for public-access golf courses planned here, Nov. 11-12.

Jones, of the legendary golf course design family, will talk at 9 a.m. Saturday, Nov. 12, and sign his book, "Golf by Design: How To Lower Your Score by Reading the Features of a Golf Course," released this year by Little, Brown.

Golf Course Expo, sponsored by *Golf Course News*, is the only trade show and education conference

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Robert Trent Jones Jr.

MORE EXPO NEWS

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WINTER PREP

Combatting snow mold, pink and gray, is a major problem faced by Northern superintendents as they prepare for the winter months ahead. For a special report, see page 22.

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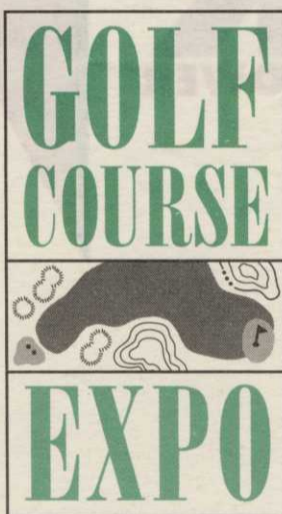
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Suichang bringing endophyte strains to bents and blues

By PETER BLAIS

A Jacklin Seed Co. researcher is busily trying to develop endophyte-containing strains of Kentucky bluegrass and bentgrass, breakthroughs that could dramatically reduce the need for herbicide and fun-

gicide treatments.

Endophytic fungi are common in tall fescue, perennial ryegrass and fine fescues. Endophytes make turf more resistant to insects and such diseases as dollar spot and summer patch, according to Suichang Sun, who recently received a master's degree in turfgrass breeding from Rutgers University.

Endophytes either occur naturally or can be artificially inoculated. But they have not been found or successfully inoculated into two of the most widely used cool-season turfgrasses,

Continued on page 32



Grant Spaeth

Spaeth, Lurie look to form international reservation network

By MARK LESLIE

SAN FRANCISCO — The Ticketron of Golf. That's what former U.S. Golf Association

President C. Grant Spaeth and former San Francisco Giants owner Bob Lurie believe they have created, along with Jay S. Troutman, founder and president of Aptech Computer Systems in Pittsburgh.

PAR Business Systems, led by Spaeth and financially backed by Lurie, has bought Aptech's TeeTime Network division and formed PAR Golf Systems, Inc. The alliance combines PAR Business Systems' proprietary golf course management software and TeeTime Network's tee-time reservation software.

"The Aptech acquisition provides the potential of a reservation service comparable to that which we now find in hotels, theaters and rental cars," said Spaeth. "If you have a demand for golf, and a couple of thousand

Continued on page 42

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(It's about time.)

NEWS IN BRIEF

PLEASANT HILL, Iowa — The City Council approved a "tax increment financing district" that will permit Hubbell Realty Co. to be repaid for investing in road improvements near the Copper Creek Golf Community its development. The project includes 900 housing units and a golf course in the northern part of town.

EVANSVILLE, Ind. — Warrick County officials are weighing the merit of the county's first public golf course. A group of partners known as BR&S Inc., which hopes to build the facility, has huddled with the Redevelopment Commission, and also is working with the landowners, Lake Group Inc. The course would be surrounded by housing.

WAYCROSS, Ga. — The Laura S. Walker State Park Golf Course should be ready for play by the end of 1995. To be constructed across Georgia Highway 177 from Laura Walker Lake, the \$4 million project should be in place before the 1996 Olympics, officials say. The 350-acre facility will include a clubhouse, maintenance building, 238 parking spaces and a safety buffer around the entire course.

PABLO ROBLES, Calif. — Area impact of a proposed golf course near the Municipal Airport is under study. The project proposed by Coastal Golf Co. includes an 18-hole course, driving range, clubhouse, coffee shop and cart barn.

CLEVELAND — Oakwood Club, an 89-year-old private country club in the eastern suburbs, plans to pull up its golf roots, perhaps meaning the end for its Arthur Boggs/Tom Bendelow design. Club officials are negotiating to build a new club & course in Geauga County. Diversified Realty Corp. has offered to buy the 168-acre site for \$22 million if it can get the land rezoned for shopping centers and multi-family housing.

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GOLF COURSE NEWS



Builders carved the par-4, 375-yard 4th hole through the plentiful woods at International TPC at Mito.

Weed takes TPC formula to Japan

By MARK LESLIE

PONTE VEDRA, Fla. — The PGA Tour's Tournament Players Club (TPC) division has made an exclusive nine-year arrangement with Tokyo Dome Corp. to develop International TPCs in Japan.

Saying the first of the projects, International TPC at Mito in Ibaraki Prefecture, is being completed and is expected to open next May, PGA Tour chief designer Bobby Weed added: "We have a number of other courses in planning stages, and probably will build five to seven before the end of the contract."

Tokyo Dome Corp., based in Tokyo, is a blue-chip corporation that develops resorts and amusement facilities.

While the Mito project will be private, others will be open to the public. "The International TPCs will go a long way in providing an avenue to play golf there," said Weed, adding that the 14 TPCs built in the U.S. are open to the public, though designed as "stadium" courses with PGA tournaments, and their spectators, in mind.

Besides the Mito facility, the develop-

ers are awaiting final approvals for the public-access International TPC at Ichihara in Chiba Prefecture. Several others are planned, including "a potentially wonderful" course in Ohasa, Weed said.

Weed said International TPC is working with Toyo Green, a Japanese agronomic consultant for residential and development contractors.

"We've convinced them to incorporate some of our design ideas to improve the agronomics of the golf courses here," he said. "To get better golfers, they must incorporate more updated technology and better-designed courses. Some of the older courses they're playing on can't compare to the newer ones Americans are designing. It's very difficult to develop a strategic and well-designed golf course when you're playing to two greens on every hole. They just don't have the land to do that today.

"And with better agronomic practices and sensitive design, we can create a better golf course with a single green, and provide them a better challenge. That will improve them as golfers."

Exhaustive water study indicates chemical runoff to be negligible

By MARK LESLIE

WASHINGTON, D.C. — Perhaps the most thorough study in the world has found that unhealthy amounts of chemicals are rarely found in runoff water from golf courses.

In a study unveiled at the 8th International Congress of Pesticide Chemistry here, two Japanese scientists reported results of a government-sponsored, three-year study that encompassed 246,000 analyses of water in and around golf courses.

"I've never seen anyone do such an incredible scope of work. It was a massive project," said Stuart Cohen, president of Environmental & Turf Services, Inc. in Wheaton, Md.

Of the 246,000 analyses, scientists found pesticides in 10,536. Just 31 samples exceeded the Health Advisory Level (HAL), according to Dr. Osamu Yamada and Masaaki Minoura, manager and technical specialist in analytical chemistry, respectively, of Tahara Agricultural Center in Aichi Prefecture for Cyanimid (Japan) Ltd.

Funded by the government, the *Environmental Study on Wayup 45SC in Water Inside/Around Golf Courses in Japan* involved several official institutes including Japan's Environment Agency. K. Ohba and S. Yashioka co-authored the study with Yamada and Minoura.

Golf Course News was unable to contact the Japanese scientists for comment.

In 1992, the last year of the study, scientists tested 110,701 water

Continued on page 12



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CIRCLE #103

Golf Paper: Great Stimp speed, needs no mowing...

By MARK LESLIE

SCOTTSDALE, Ariz. — It just had to happen, didn't it? This Golf Paper?

Here the papermaking industry for 20 years has been perfecting ways to harvest and use the *entire* tree. It only stood to reason that someday, somewhere, it would dawn on some enterprising person that grass, too, is a plant with stems and leaves. Then, *voilà!*, the unsuspecting world would witness paper made with grass clippings.

And where better to harvest those grass clippings than where grass is grown the purest and best — at golf courses? And are we talking any mom-and-pop course here?

No, we're talking The Boulders, Stonecreek, Moon Valley and Karsten golf courses — four of Arizona's best.

The geniuses behind this Golf Paper: Four Corners Paper Co. President and CEO David Gustafson and Phoenix golf course architect Forrest Richardson, two buddies who "just dreamed it up last year," Richardson said.

But why would anybody buy it? Novelty. Beyond that, it never needs mowing and the Stimpmeter speed on this stuff is incredible!

"It's for the golf enthusiast," Richardson said. "A club may want it for clubhouse menus, or for sales sheets, brochures, covers, golf

industry mailings, any number of things.

"We can make customized runs, but that's not the emphasis."

Golf Paper is being released to two main markets: consumers in cut sheets and reams; and the printing market in large uncut sheets for covers, folders and similar products.

The grass clippings are treated and blended into the paper, resulting in identifiable flakes embedded within the smooth surface of the paper. "It prints amazingly well," Richardson said.

"It's the result of good old-fashioned

Continued on page 12

"AIR" JACOBSON TEAMS WITH JORDAN ON INAUGURAL PRACTICE FACILITY

LIBERTYVILLE, Ill. — Michael Jordan Golf Co. has commissioned Jacobson Golf Course Design to design the first Michael Jordan Golf Practice Center. Chuck Reeves, president of Jordan Golf Co., and Rick Jacobson first worked together on the construction of Wynstone GC in North Barrington. Jacobson, at the time, was a design associate with Nicklaus Golf Services. Initially Jacobson will provide due diligence services for sites under consideration in the Chicago area. An spring 1995 opening is planned.

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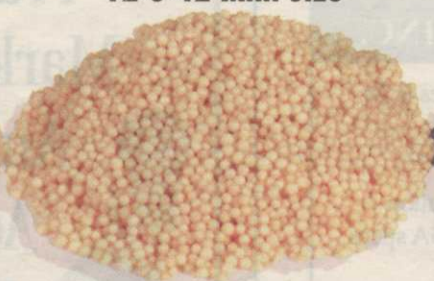
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Solheim brood named golf's family for '94

SCOTTSDALE, Ariz. — The Karsten Solheim Family of Phoenix has been named Golf Family of the Year by the National Golf Foundation.

The Solheims will receive the award here on Nov. 19, at a special dinner being held in conjunction with Golf Summit '94, an industry leadership conference being hosted by the NGF.

The award recognizes families that have made significant contributions to the game and exemplify the ideals of golf and family. The award is an outgrowth of the NGF's family golf campaign which Jack Nicklaus helped create in 1985. Consequently, the award is known as the "Jack Nicklaus/NGF Golf Family of the Year Award." Recipients are determined by the NGF's Executive Committee.

In addition to the Nicklaus family, previous recipients include the families of Renee Powell, Nancy Lopez, Jim Cook, Pat Bradley, Joe Jemsek and Jim Gallagher. Last year it went to the Harold Eller Family of Tennessee.

The Solheims are the first family from the equipment design and manufacturing end of the game to receive the award.

The patriarch of the family is Karsten Solheim, who made his first putter 35 years ago. His company, Karsten Manufacturing Corp., has since gained worldwide acclaim for his Ping line of golf clubs. The family firm is also a long-time supporter of turfgrass research, having donated \$500,000 for research to the University of Arizona.

Oklahoma Update:

McALESTER — Investigation of a possible violation of the Oklahoma Open Meeting Act by the Thundercreek Golf Course Trust Authority is unlikely.

In June, the authority met in executive session "to discuss potential pending litigation" regarding a bill submitted by Energy Construction Specialists, the authority's general contractor for construction of the course.

"From what I've gathered, I don't see a gross violation," said Monte Brown, Pittsburg County district attorney.

DUNCAN — Cowboy Creek is the new name of Twin Oaks Golf Course and Riley Parr the new owner, but 40-year course superintendent Bob Hardy will remain on the job until the long-awaited second nine opens next summer. And why not? Hardy hasn't lost a green in 40 years, and his expertise showed when he assumed course control in 1964. He began clearing the way for the back nine in 1990.

GOLF COURSE NEWS

Players Int'l has big plans for Mesquite

MESQUITE, Nev. — The roll of the golf ball soon may further compete with the roll of the dice in Players International Inc. management.

Its proposed \$60 million Players Island Resort & Casino is intended as the first phase of a large-scale resort complex that eventually will include a second hotel and golf course. The course, along with an existing 18-hole track and a nearly completed 36-hole facility, could

turn Mesquite into a golfer's paradise, said Players Chairman Ed Fishman.

The first phase of Players Island will embrace a spa, four restaurants, a 400-seat theater, meeting rooms, gift and retail shops. The company operates riverboat casinos on the Ohio River in Metropolis, and Lake Charles, La. The project marks the company's entry into land-based casino resorts in a mature gaming jurisdiction like Nevada.

Citizen suit blocks Tennessee project

OAKRIDGE, Tenn. — The state Court of Appeals is considering a lawsuit filed by eight citizens attempting to block city financing of a golf course project here.

The City Council is exploring alternative ways to fund the proposed golf course.

Hearing and ruling could take four to six months. The plaintiffs claim use of public credit to benefit private enterprise is unethical, and that the agreement constitutes a partnership.

If the plaintiffs lose at the appellate level, they could take the case

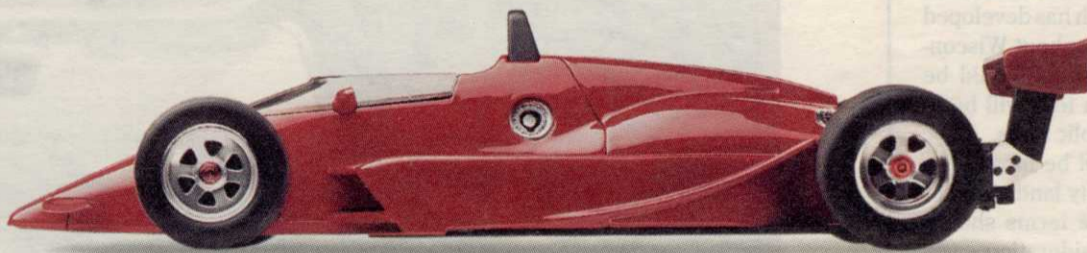
to the state Supreme Court. This could delay the project from three months to a year. The membership of the club would be limited to 400 members.

Corporation attorney Rena Wiseman said limited membership and lack of a driving range and lights for nighttime golf could keep the course from generating much traffic or intense play.

Councilwoman Pat Rush said the city has adequate funds to finance the course. City attorney Bob Wilkinson said that would avoid a major issue in the lawsuit.



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CIRCLE #105

Kentucky club prepared to pull up stakes

LEXINGTON, Ky. — Developers hope to move Spring Lake Country Club to 224 acres at Winchester and Combs Ferry roads.

An 18-hole golf course, practice range, clubhouse and pro shop, swimming pool and tennis courts are planned.

Daybreak Inc. has asked the Fayette County Board of Adjustment to approve its request to develop a private 18-hole golf course and country club on 224 acres of land.

The property is zoned agricultural. Golf courses are a permitted, conditional use in an agricultural zone, with approval of the Board of Adjustment.

Spring Lake CC leases property on Sandersville Road and wants to buy a permanent site.

The development also will include a 5,000-square-foot maintenance building. There also would be parking for 220 cars.

Wisconsin airport course could be ready by 1996

JANESVILLE, Wis. — Golfers should be hitting "high fliers" near Rock County Airport in the spring of 1996. A second nine could open in the fall.

Kevin Hulen of Janesville and Ross Graves of Spring Green have proposed to Rock County Board Supervisors an 18-hole golf course to be known as Rock County Golf.

Hulen is the son of Janesville Country Club pro Ken Hulen. Graves is associated with Gilmore Graves Golf, which has developed golf courses throughout Wisconsin. Initial investment would be \$2 million. Green fees will be in line with area public links.

The course will be located on 177 acres of county land south of the airport. Lease terms should be ready for consideration early in September.

Wastewater initiative paying off at Pebble

MONTEREY, Calif. — The \$34 million project to turn waste water into irrigation water for golf courses at Pebble Beach is producing the desired result — i.e., producing large quantities of irrigation-quality water.

The project (*Golf Course News*, June 1993) will free 800 acre-feet of drinking water each year formerly used for irrigation. An acre-foot is approximately 326,000 gallons of water.

Seven miles of pipeline carrying irrigation water under Carmel and Pebble Beach streets to golf courses were installed at a cost of \$5.7 million.

Nebraska college studies course plan

HASTINGS, Neb. — With the summer break over, Central Community College-Hastings (CCC) has turned its attention to golf.

The full committee — studying the feasibility of building a new 18-hole city golf course at CCC convened early in September.

Lack of public golfing facilities in Hastings, and the advantages of the Central Community College site and

possible availability of an existing building for a clubhouse, added favor to the project.

The new course would occupy the area now home to an existing three-hole course the college uses as a grounds-keeper-training area.

Planning Commissioner Kathy McPherson, former dean of instruction at CCC, said four subcommittees had been considering various course aspects.

Another army course goes public

AVON, Ky. — Former military bases are being scrutinized for a variety of future public uses. Another public golf course is in the offing next spring.

The Urban County government has been asked to take over operation of a nine-hole course at the Bluegrass Army Depot here.

The state will be leasing the depot property from the federal government. State officials have asked the city to take over maintenance and operation of the course and a wastewater

treatment plant at the depot.

The city first must pump a few thousand dollars into the course and treatment plant. Sam Dunn, commissioner of general services, said the course is overgrown with weeds. He estimates it would take \$5,000 to reseed it, and an additional \$3,000 would be required to renovate the pro shop.

Added Dunn: "We are projecting that, with approval, we would start renovating the golf course quickly, and hope to open March 1, 1995."



Florida city ponders municipal track

PORT ST. LUCIE, Fla. — Port St. Lucie reportedly is long on private golf courses, but short on affordable public courses. Three Midwestern families who own 428 acres in western Port St. Lucie hope to remedy this imbalance.

The property owners, through real-estate broker Genevieve Jackson, would give the land to the city if city officials agreed to build and run a golf course. The City Council has been asked to consider building an 18-hole municipal course on about 140 acres.

Plans for the property near Inter-

state 95 include housing, an industrial park and a shopping center.

Jackson said the city could pay for it without raising taxes by repaying bonds with the course's revenues. Chuck Proulx, local parks and recreation director, predicts a well-run public course would be a success. Paul Hyde, general manager of nearby Indian Pines GC, dissents. He said the Fort Pierce metropolitan area ranks third in the nation in private courses per resident, adding that the area rates 24th nationwide in public golf courses.

Phoenix rec complex garners support

PHOENIX, Ariz. — Environmentalists are dubious, but the Phoenix Reach II Recreation Area Plan that would feature two golf courses has gained much city backing.

Officials say the courses would anchor a development that includes four soccer fields, equestrian center, picnic ramadas and a nature trail that would accommodate people who are blind or use wheelchairs.

If approved, the first of two

courses could be built within two years. The related projects totaling more than \$2 million must be complete before the first round of golf.

Agreements must be signed with Johnson International, a company Phoenix has named to develop the 1,500-acre strip that's rich with cottonwood and paloverde trees, quail, foxes and coyotes, and must be approved by the City Council and the federal Bureau of Reclamation.

Utah pros sue Salt Lake City over pensions

SALT LAKE CITY, Utah — Five Salt Lake City golf professionals are suing the city for retirement benefits in a class-action suit on behalf of all other pros, assistants and staff aides who have worked for the city since 1981.

Before then, the suit says, the men were considered city employees. In 1981, the city decided the men were independent contractors. The pros say they lost retirement and other benefits because of the city's decision.

The city has asked that the suit be dismissed because it violates Utah's Governmental Immunity Act. The act requires the golf professionals to notify the city of a claim against it within a year after the claim arose.

Illinois city seeks water district aid in course project

WORTH, Ill. — Committees are exploring all facets of area recreation before committing to an 18-hole championship golf course and tennis courts in Worth village.

Joe Johnson, building commissioner, said committees are taking a cautious approach so that overall village recreation needs will be met.

A municipal course along the Calumet-Sag Channel is the focus of committee probing.

Because Worth spends more than \$30,000 per year to maintain Metropolitan Water Reclamation District-owned property, village officials say the district should help fund the multimillion-dollar project.

Worth Police Chief Frank Gilbert said he would welcome a golf course because it would be much easier to patrol than the now heavily wooded area. A golf course, he said, not only would beautify the area and raise property values, but would give police an easier job maintaining order.

Two N.J. courses join Audubon Coop

AURORA, Ill. — Springbrook and Naperbrook golf courses have joined the Audubon Cooperative Sanctuary System.

The national program is designed to help landowners preserve the environmental quality of their courses and enhance wildlife habitats on golf courses.

CORRECTION

Because of a reporting error, the product Orthene was misspelled throughout the mole cricket feature that appeared in the March 1994 edition of *Golf Course News* (page 24-26).

September 1994 7



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Del Webb to make Hilton Head debut

BEAUFORT, S.C. — Del Webb Corp., long prominent in golf course-recreation center development in Arizona and the West, will bring its expertise to Sun City Hilton Head.

The Beaufort County Development Review Committee approved plans to "grub, stub and grate" 173 acres of land on its 5,300-acre tract at U.S. 278 and S.C. 170.

The cleared land will be the site of an 18-hole course and recreation center. Building the golf course and other recreation facilities before most subdivision homes are built will provide Sun City a selling point for potential homebuyers.

About 15,000 homes will house 40,000 residents when complete in 17 years.

Feasibility study to determine the asking price?

ASHEVILLE, Ohio — A feasibility study of Cooks Creek Golf Course operations conducted by GolfCorp will determine what percentage of the course the company will buy.

GolfCorp operates more than 35 courses and is a sister organization to Club Corp. International.

The Cook family — grandfather Burt, father and mother Jim and Lyda, and children John and Cathy — now maintain sole ownership.

The course price tag is about \$5 million, but seven lawsuits have plagued smooth operation of the facility.

Nine holes have been in play for a year. The full 18 is due next season. Hotels or inns are planned, as are 18 area homesites.

Rocky site hinders Dye project in Pa.

FARMINGTON, Pa. — "One year down, less than two to go" might be the theme of Mystic Rock Golf Course developers.

Course architect Pete Dye, who has resculptured a stone mountain into a picturesque 7,297-yard par-72 layout, noted. "I've never seen so much rock in my life. It's the most difficult property I've had to build a course on in terms of construction."

However, he forecasts course opening in the spring of 1995.

Owner Joe Hardy concurs. He estimates construction costs at \$15 million. More than \$1 million worth of topsoil has been brought in.

Relief for Bonnie Dundee; Marching orders in Galena

ARLINGTON HEIGHTS — Bonnie Dundee Golf Course, parched by soaring summer temperatures and little rainfall, soon will have some turf stability.

The Dundee Township Park District Board of Commissioners has approved a \$600,000 irrigation project.

The course, purchased in 1992, lacks an automated irrigation system. Course workers use a "bare bones, hose- and roller-based system" to irrigate greens and tees when Mother Nature fails to meet

ILLINOIS UPDATE

precipitation requirements, said golf course superintendent Mike Sprouse.

A new parking lot is planned south of the Bonnie Dundee Clubhouse. Work could begin in the fall.

GALENA — Marching orders in the form of groundbreaking for The General, a 7,000-yard par-72

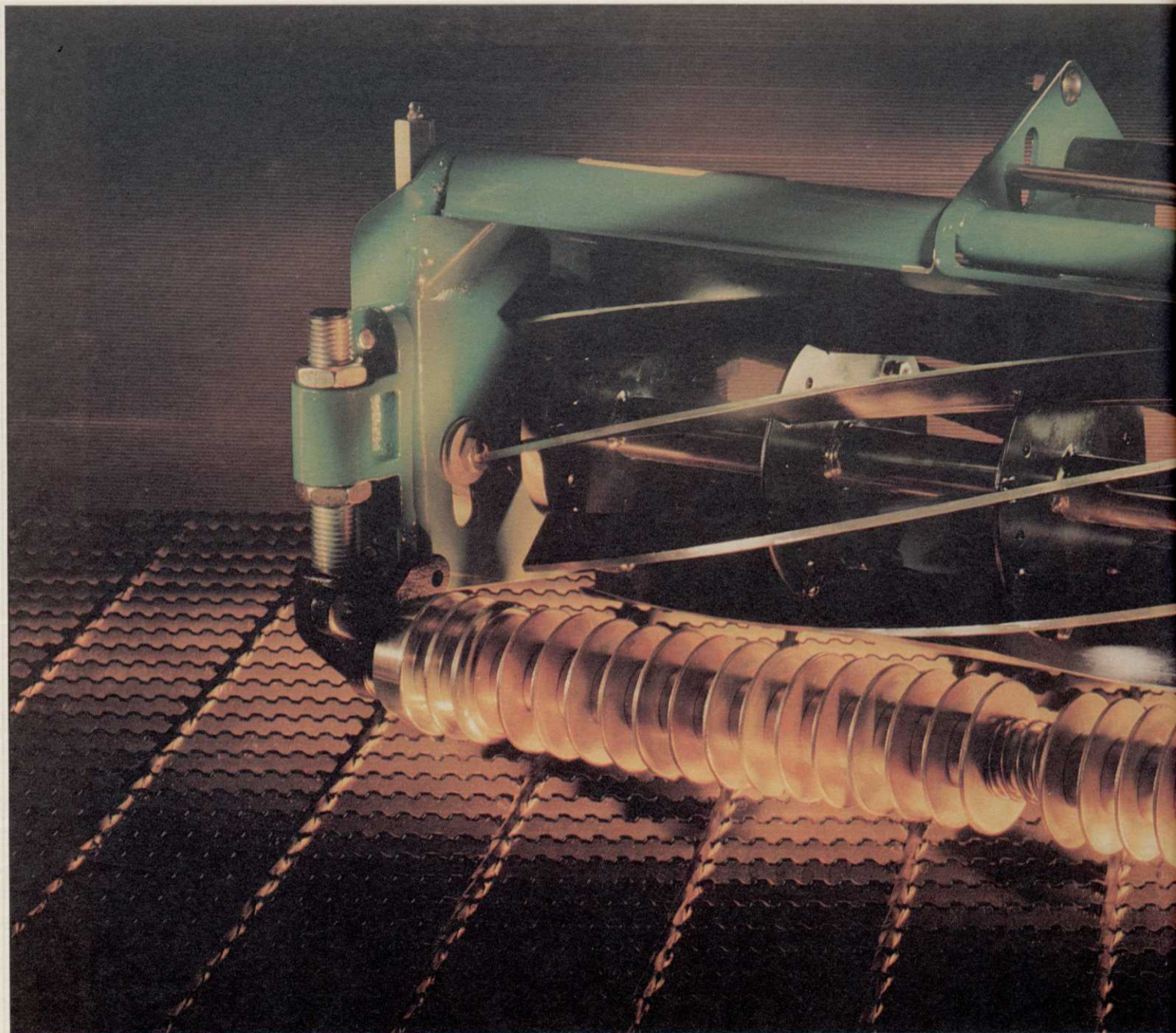
championship course, is designed to establish Eagle Ridge Inn & Resort as the "golf resort capital of the Midwest." Its name was chosen because of its link to Gen. Ulysses S. Grant, famed Civil War general from Galena and 18th president of the United States.

Andy North, twice U.S. Open champ, and Roger Packard — architect of the other Eagle Ridge courses — are designing The General. Paul Clute and Associates is the contracted builder.

CAROL STREAM, III. — Expansion of Maple Meadows golf course from nine to 18 holes has drawn fire from Wood Dale resident Dorothy Bochenko.

"With all the golf courses around here, it seems like a waste of money," she told county board member Bill Maio.

Maio, who helped develop the golf course project for the forest preserve district, said residents are not paying for the project with their tax money. "Every single penny spent there comes from golfers and people who rent the place for weddings and other events," he said.



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OREGON CITY CONSIDERS COURSE UPGRADE

GILROY, Ore. — The city wants a premier 18-hole course to replace the municipal nine-hole track here. City Administrator Jay Baksa has briefed city councilors on the status of talks with the Milpitas-based home building giant Shapell Industries about its proposed upscale golf course. The 18-hole facility would be part of an exclusive hillside 853-unit residential development. There would be no developments until a golf course feasibility study is completed in September.

Virginia soybean farm on the decline mulls golf conversion

HARTFIELD, Va. — A vast soybean field soon may become the Plankatank River Golf Club.

Brothers John and E.G. Fleet, grain and dairy farmers, are looking to the future. Partners in an agricultural equipment dealership their father started in Middlesex County, they have decided to turn a declining dairy business into a strengthened family enterprise.

They are converting a tract of bean fields and forest into a par-72 golf course.

The brothers' 120-head dairy herd is the only one in Middlesex and one of only two or three remaining in the Middle Peninsula-North Neck region. The dairy soon may dissolve, but the

brothers feel a golf course is as close to agriculture as they can get. They view the course as a natural transition between agriculture and the waterfront development around the rural peninsula's tidal waterways.

G. Aston Carlton, a golf course designer from Manassas who is working for the brothers, said his projections show the course will become profitable by the third year. By then, he expects to see 28,000 rounds of play each year, about half its capacity.

Carlton and partner Algie Pulley have designed a course that could be the centerpiece of a development with 50 to 80 homes.

Resort project in limbo pending investigation

BUCK LAKE, Miss. — Two proposed golf courses are part of a 2,000-acre Buck Lake resort project whose future may be imperiled because one of the developers is under investigation.

Minneapolis-based Gaming Corp. of America lost its license to run the Winnebago Nation's Ho-Chunk Casino near Wisconsin Dells on July 9.

The Wisconsin Winnebago Gaming Commission concluded that principals of GCA and Golden Nickel had misled the tribe.

Barges of the project's first unnamed casino are on site and under construction. Plans include three separately themed casinos, two golf courses, hotels, a dozen restaurants, townhouses and an apartment complex.

The first casino project is on schedule for completion in early 1995. The site would be the closest casino development to Memphis. When complete, in 2000, it would be one of the biggest, at an estimated \$460 million.

Testimony by the tribe indicated a company official plied members of the tribe's business committee with drinks when they visited New Orleans in March 1993 while the Winnebago management contract was being considered.

The commission alleged the same Golden Nickel official offered to provide prostitutes to the visiting Winnebagos while a detective agency hired by GCA probed for scandal.

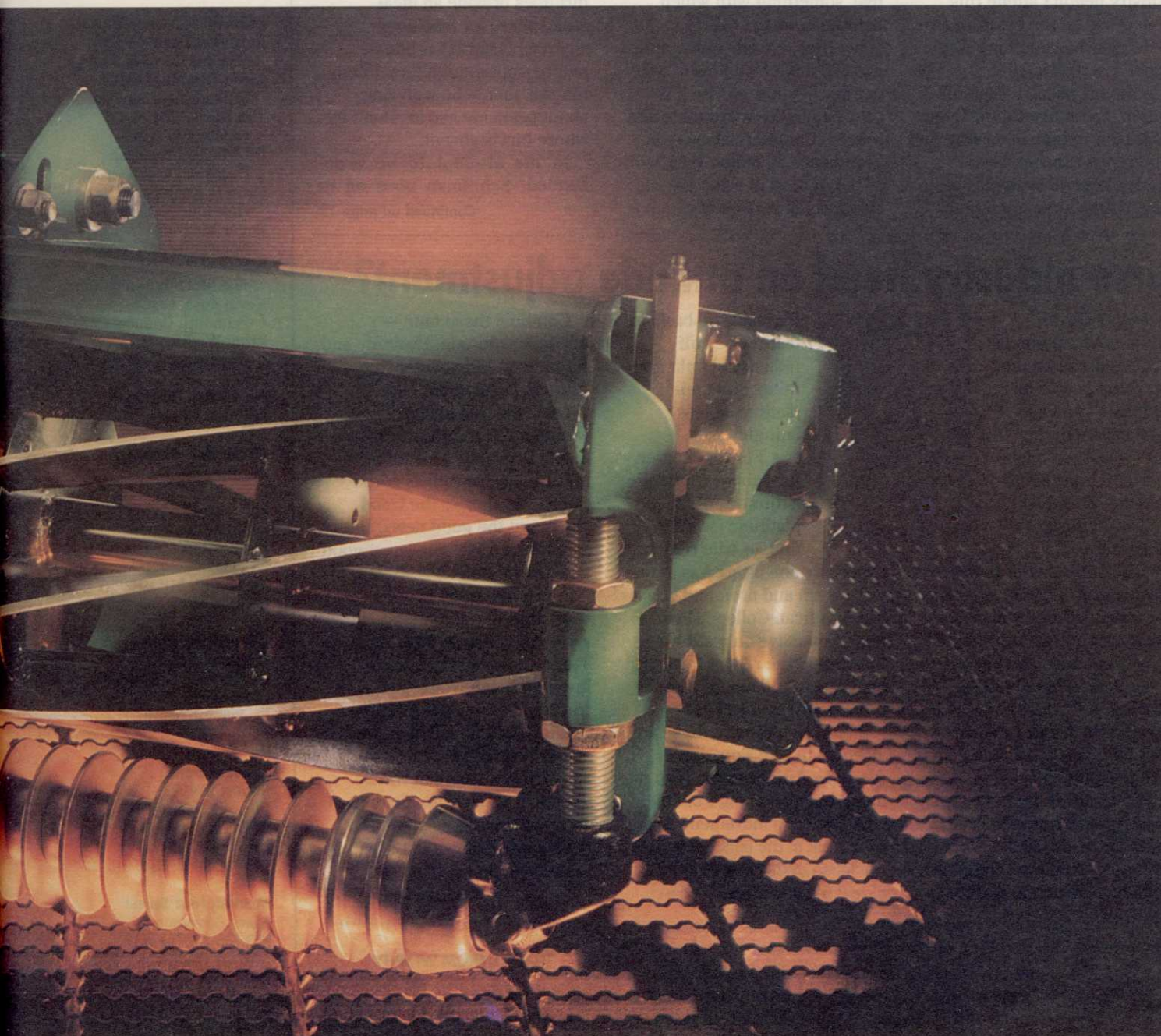
Maryland county okays course/park

PISCATAWAY, Mo. — A \$7 million project that would include a golf course and 108-acre public park has received county Planning Board approval.

The board unanimously approved preliminary designs for the Villages at Piscataway, a 1,140-house development earmarked for 879 acres at Floral Park and Piscataway roads. The land also would encompass more than 200 acres of open space for homeowners' groups, and a 12-acre parcel for an elementary school.

RESIDENT OPPOSES MAINTENANCE EXPANSION

HILTON HEAD ISLAND, S.C. — Sea Pines Co.'s plan to build a golf course maintenance facility has drawn objection from Sea Pines property owner Elizabeth D. Watson. She claims the company reneged on its promise to maintain nearly 1,300 acres of open space. Sea Pines plans the building on nearly 1-1/2 acres near Ocean Golf Course. The lawsuit seeks to keep the company from building it or cutting trees and filling lagoons to build it.



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CIRCLE #108

In an effort to lead, *Golf Digest* muddles the message

For months now, the staff here has tried to pin down and report details on an environmental summit first proposed by the Pebble Beach Co. and Denver-based Center for Research Management (CRM) in late 1993. The idea for such a meeting was first surfaced in January of this year and reported in *GCN's* February edition. But try as we might, we couldn't get further information about the conference from either party. We couldn't even get a date.

Now I know why: *Golf Digest* has emerged as the summit's co-sponsor and the magazine wanted to do the announcing. Fair enough.

For the record, *Golf Digest* and the National Wildlife Federation are co-sponsoring the event, subtitled "Charting a Sustainable Future" and

scheduled for Jan. 15-18, 1995, at the Inn at Spanish Bay. CRM Director Terry Minger will facilitate the meeting, designed to create an open forum at which golf industry members and environmentalists will communicate their concerns and desires, face to face.

We at *Golf Course News* support the upcoming summit and the ideals that prompted it. However, the golf course industry needn't attend this conference on the environmental defensive, something *Golf Digest* assumes it will.

In the magazine's September edition, Executive Editor Roger Schiffman weighs in on why the conference is necessary, offering several examples of alleged on-course agronomic



Hal Phillips,
editor

and developmental abuse. For instance, he notes that three courses in the Tampa, Fla. area consume 560,000 gallons of water per day, enough to "meet the daily water needs of more than 5,000 Tampa

residents." I doubt very much that Tampa residents would want 25 percent of those 560,000 gallons because they're reclaimed and non-potable.

And for the sake of perspective, something with which Schiffman wasn't overly concerned, Florida golf courses use 600 million gallons of water per day — most of which is returned to the water table and reused. Commercial users in Florida use 30 billion (yes, with a "B") gallons of water per day, only a small portion of which is

reused. Non-profit institutions in Florida — government agencies, schools, etc. — use an additional 25 billion gallons per day.

In the words of Bob Yount, executive director of the Florida Turfgrass Association, water use on golf courses in Florida is "a pimple on the backside."

Schiffman also quotes a Cornell University study that says, "A newly established site with limited turf cover appears to have the greatest potential for pesticide leaching." Of course, dirt does provide an ideal atmosphere for leaching, whereas turfgrass is one of nature's optimum filters. Funny that we should be worrying about pesticide use in situations where turf is absent...

In his attempt to be even-handed, Schiffman goes on to

Continued on page 12

Does the golf course industry need an attitude adjustment?

You've heard about **Attitude Adjustment**. I go through an Attitude Adjustment daily when I look back and repent for how I've messed up. But I've got a couple more Adjustments to enter into The Equation of The American Experience: Aptitude, Latitude, Platitude and Aptitude.

• It's time for an **Aptitude Adjustment**: You know how the Army makes mechanical dummies into mechanics and turns people who want to be firefighters into security personnel? Same as what's happened in politics. In fact, maybe it has the right idea. Even the peanut farmers and school teachers whom we have elected to the presidency didn't do as poorly as the career politician now in office.

When Major League

Baseball's Ozzie Guillen is in a slump he puts eye drops on the bat. Some people all of the time — and all people some of the time — just can't see where their problems really lie. They just need an Aptitude Adjustment.

• Then there's the **Latitude Adjustment**. That is, adjusting how much latitude you give people when their statements are way out and whacky. If it's no big deal, or if nobody is listening to them anyway, or if knowing the truth won't set them free, you can adjust your latitude and let it pass.

Sometimes, though, you must narrow your latitude. A case in point? Those dear folks who stand up at public meetings and spout environmental platitudes



Mark Leslie,
managing editor

that have no basis in truth. The golf industry should give them, and their platitudes, less latitude.

• For that matter, how about **Platitude Adjustment**? A platitude is "a flat, dull, or trite remark,

especially one uttered as if it were fresh and profound," says the American College Dictionary. Some live on platitudes, but should the rest of the world continue to roll along living by them, too? I say, No!

• And last, though these are all equal in The Equation, is **Altitude Adjustment**. With so much hot air coming from the environmental movement, let's stick a pin in the balloon: a truckload of the facts coming out of *real* scientists' *real* research.

Combine these four — Aptitude, Latitude, Platitude and Altitude — and you get true Attitude Adjustment.

Does the golf industry as a whole need an Attitude Adjustment? Probably. Most of us do individually, as well as corporately. But there's the Good News and the good news. Both can do the trick. The latest good news is the results U.S. Golf Association Green Section-supported environmental research (see story page 1). Three years of extensive investigation have yielded a truckload of dynamite for the golf industry to use in an assault against environmental scareism. This information will be like giving superintendents, architects, builders and developers heat-seeking missiles to take into battle.

Continued on page 37

Letters

CONNOLLY: THERE'S MORE TO FIGHTING ALGAE THAN AERATION ALONE

To the Editor:

I would like to comment on the product feature article on pond and lake management in the May '94 issue of *Golf Course News*.

I have a background in natural resource management and have written several articles on water quality and pond management. Every time I see an advertisement for aerifiers being a solution to poor water quality, I cringe. Oxygen levels in bodies of water are a critical part of the ecosystem, but must not be addressed as a single component of water quality.

Aerators, according to the EPA test results, improve water quality in less than 50 percent of the applications!

In the article you published, Mr. Steve Brown, president of Air Lake Aeration Inc., says, "We're seeing more and more algae growth on tees and greens. It's usually caused by bad irrigation water coming out of the ponds." This is a questionable statement.

The major reason for algae forming on greens is because the turfgrass is under some sort of

stress, resulting in turfgrass thinning allowing algae to bloom. Algae is a natural component of most soils. However, algae is not a competitor with turfgrass under normal conditions. There is no substantiation for the statement that algae is pumped onto greens or tees causing algae blooms.

I'm not sure if this article was an advertisement or a technical write-up. However, it is important to review some of the claims by advertisers before you publish them, because some of them are half-truths.

I hope you don't consider my comments harsh or criticizing. The subject of water-quality management is very complex, and I feel that aeration companies are taking advantage of golf course superintendents who are not informed in this area. Many of the statements and articles considering aerators would not be approved by experts in the aquatic management business or the more specialized industry of domestic water quality management (limnology).

Jim Connolly
Sr. Technical Agronomist
JacklinGolf
Post Falls, Idaho

THANKS FROM WFSP-TV

To the Editor:

I want to thank you for the kind words you said last spring about the WSFP-TV production, "Building a Golf Course" [GCN March '93]. So far the series has been broadcast in southwest Florida on Southwest Florida Public Television. Over the coming year, we are looking to distribute the series either via cable television or through public broadcasting.

The nine holes have turned into Hurricane no. 3, no. 4, no. 5, no. 6, and no. 7; Seminole no. 5 and no. 6; and Panther no. 3 and no. 4. The new holes maintain the high quality of the original 27 holes offering golfers many interesting challenges.

Once again, thank you for your kind article in *Golf Course News*.

Kirk Lehtomaa
Station Manager
WSFP-TV
Bonita Springs, Fla.

GOLF COURSE NEWS

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Superintendent must communicate maintenance goals to the golfer

By STEVEN RENZETTI

How often has a golfer read a putt precisely, and made the perfect stroke, only to have the ball slide away from the cup at the last possible moment due to something irregular about the green?

Perhaps it is a spike mark, or an improperly repaired ball mark. In any event, who is likely to shoulder the frustration, the "blame" for such a putt?

It is the golf course superintendent who tends to be judged and criticized for conditions which, in many instances, he or she has no direct control over.

The standard of maintenance of today's golf courses for daily play are at levels once reserved for major tournaments. A combination of modern technology, coupled with a more highly educated golf course superintendent allows the membership to play under meticulously groomed, competitive conditions on a regular basis. This has

Steven Renzetti, CGCS, is golf course superintendent at The Wykagyl Country Club in New Rochelle, N.Y.

changed the golfer's focus and redirected their expectations. Increasingly, the golfers are scrutinizing course conditions that area a direct result of play.

The membership, working with the golf course superintendent, should ask themselves, "What can we do to improve conditions and create a more consistent playing field?" The answer lies in a sense of teamwork, and a few fundamental lessons in etiquette that are often overlooked, or ignored.

A greater understanding comes with education. Today, more rounds of golf are being played by more people than ever before, and that trend continues on an upswing. At my club, one part of the educational process begins with the head golf professional during his spring kick-off dinner. This is an opportunity for him to spark up the membership's enthusiasm, remind the golfers of their responsibilities (etiquette), to review and explain the rules. His method is innovative, enjoyable and, most important, effective.



Steven Renzetti

The superintendent must continually reinforce these ideas.

The membership's contributions can start where the game itself begins: on the tee. Etiquette here includes placing trash in the receptacles, picking up broken tees, and directing all practice swings to

the side, and away from the main teeing area. Understanding that tee markers are rotated daily so as to give previous days' wear time to heal, a golfer should know to play between the tee markers, as they are set for that day.

Moving forward, if the player is using a golf cart, then proper etiquette would entail obeying the directional signs. Aimed at minimizing physical damage under current course conditions, such signs instruct, "Carts In Rough Only," "Carts Use 90 Rule," and "Remain On Cart Path," to name a few. Obeying these signs decreases the likelihood that the course will suffer substantial (and needless) damage due to cart usage.

A golfer needs to be diligent about replacing the divots he's created in both the fairway, and rough. Doing so ensures the likelihood of the divot area surviving, but more important, reduces the chance that an unfair condition has been created for future players.

Golf etiquette means thinking of those players behind you. If your ball lands in a sand bunker, take the time to rake out your footprints. Exit the bunker towards the low side, as attempting to scale a trap towards its face can cause undo damage and erosion to the upper.

The green, which is often the most criticized area of the golf course, is ironically an area most subject to golfers' abuse. Because nearly half of all golf shots are made on the greens, one would hope that the membership would be considerate of that area. Because of their importance, more time, money, and energy is spent on the maintenance of greens, than any other part of the course.

On a green, perhaps the greatest breach of etiquette is the failure to repair

Continued on page 12

At issue: USGA lab protocol and the liability for failed greens

By STEVE McWILLIAMS

I was surprised in many ways by the article in the June 1994 issue of *Golf Course News* entitled "Soil labs far apart on pH in blind tests." As I understand the article, the USGA [U.S. Golf Association] is funding a study that cannot achieve its stated goal of verifying that the labs are following the protocol. Blind testing will only show that labs are reporting the information required by the protocol, but it will not confirm the protocol was used to produce the reported values. The only way for the USGA to verify the labs are following the protocol is to observe the lab in the process of using the protocol to determine the required test values.

The Green Section continues to focus on the ability to generate "numbers" and diminishes the more important aspect of the use of an agronomically qualified laboratory, which is the interpretive skill required to offer an agronomic opinion. I will quote Dr. Norman Hummel of Cornell University from the USGA Green Section *Record* of March/April 1993: "Any individual who obtains these procedures and follows them to a 'T' should be able to produce good numbers. You should realize, however, that they may not have the agronomic experience or expertise to provide an appropriate interpretation, or to deal with follow-up questions you may have."

The USGA acknowledges in its own publication the importance of agronomic qualifications, yet it populates the lab list without verifying the agronomic credentials of the laboratory to produce or interpret credible agronomic results. To be listed by the USGA, currently, the listed labs are only required to be able to write a letter to the USGA stating they will follow its lab protocol. There is no investigation of agronomic credentials.

Mr. Snow's [Jim Snow, Green Section national director] remarks in the *Golf Course News* article will promote a false

Steve McWilliams is president and chief executive officer of Turf Diagnostics & Design in Olathe, Kan.

'In this country, architects may be indemnifying the labs by not specifying in their design document a prudent quality-control program.'

— Steve McWilliams

sense of security in the industry by implying the elimination of the "simple mistakes" will result in all the listed laboratories producing a credible agronomic opinion.

When does a "simple mistake" become the inability to produce credible testing results? How long will the industry have to incur the liability of "simple mistakes" when the USGA will not remove a lab from the list? After the USGA "works with them [labs]" does the USGA intend to bear the liability of the validation of the competency of specific laboratories?

It is time for an industry reality check. Currently, in England, Martin Hawtree, a well-respected architect, is being sued for \$7.8 million because of poor quality greens. I will quote an article from *Turf Craft Australia*, May '94: "In denying liability, Hawtree has drawn the Sports Turf Research Institute into the proceedings as a third party, claiming the institute was engaged to advise on and test the root zone, and approved the mix in question. The club's general manager, Brian Lee, said: 'The best was ordered, the best was paid for, but sadly the best was not delivered.'"

This case may have a tremendous impact on the turf industry and, it should be noted, the Sports Turf Research Institute is a laboratory listed by the USGA. The architect correctly states that the lab advised, tested and approved the root-zone mix. But the key in this litigation may be the lab doesn't deliver root-zone components. And, chances are, the lab wasn't asked to verify the delivered materials using a quality-

control program. Too many times we've seen materials that bear no resemblance to the approved materials implemented in the greens because of non-existent quality-control programs.

In this country, architects may be indemnifying the labs by not specifying in their design document a prudent quality-control program. Most certainly, architects are increasing their potential liability by not verifying the credentials of the labs. However, you could make the argument the USGA has deferred a portion of the liability of credential verification to itself — by Mr. Snow's implication in his article that all the listed labs are either competent or will become competent by virtue of USGA training.

It is not clear to me how the USGA intends to clear up the "simple mistakes," but the process would seem to include the assumption of a considerable amount of liability on the part of the USGA.

Given the seriousness of the current lawsuit in England and the potential for extensive financial damages, the industry needs to have a high degree of confidence in the agronomic testing and interpretive skills of the laboratory it chooses to manage a considerable amount of its liability. The responsibility to verify the labs' credentials and agronomic abilities lies with the person at risk. However, the USGA's blind test of the soil laboratories may unwittingly be shifting a disproportionate amount of the liability back to Golf House. It would seem the best course of action for the USGA to minimize its exposure would be to drop the whole issue of a list of laboratories; if not, then seriously pursue a program designed to verify that the labs are following and understand the '93 USGA Guidelines and Lab Protocol.

The labs are widely divergent in their agronomic abilities to follow and understand the USGA lab protocol. More importantly, many of the laboratories are not qualified to render an agronomic interpretation of the laboratory data.

The industry is at risk.

OBITUARY

Arden Jacklin, 82 Founded seed company

SPOKANE, Wash. — Arden Jacklin, one of the original founders of Jacklin Seed Co., passed away recently here. He was 82.

Mr. Jacklin, along with his father, brothers and a cousin, started Jacklin Seed Co. in 1935. From 1941 to 1985, he served as president of the company and, under his direction, the company became the world's largest producer of Kentucky bluegrass.

"He was the driving force, the leader of the company's growth," said Don Jacklin, who along with his brothers Doyle and Duane now operate the Jacklin Seed Co.

After stepping aside as president and general manager, Mr. Jacklin devoted his time to research. He became director emeritus of Jacklin's research program and continued to oversee research, visiting the office regularly, depending on his health.

Born in Waupaca, Wis., Mr. Jacklin earned a bachelor of science degree in agronomy from Washington State College, graduating with honors in 1933.

Prior to joining the family business in Post Falls, Idaho, he was an agronomist with the Soil Conservation Service from 1934 to 1941. He participated in a grant to research the first grass seed yield trials in the Northwest and planted the first field for commercial production in 1947.

Mr. Jacklin was the 1982 honorary member of the American Seed Trade Association as well as past Lawn Seed Division chairman and director of the association. He served on advisory boards for the USDA and Washington State University.

Mr. Jacklin is survived by his wife Stella; sons, Don, Doyle and Duane Jacklin; daughter Ardith Bryan; 11 grandchildren and eight great-grandchildren.

Phillips comment

Continued from page 10

quote Dr. James Beard, who has long maintained that turf actually enhances the environment. Yet, in his penultimate paragraph, the author urges Americans to adopt the Scottish model, which is less lush but requires few pesticide treatments and water.

Golf Digest has its heart in the right place, but positions taken by the magazine over the past 10 years make some of this pap hard to swallow. Remember the *Golf Digest* "Where To Play" series? When a course was deemed to sport subpar playing conditions, it was derided as "a goat track" or the like. I wonder how many courses would make *Golf Digest's* "Top Whatever" list if they adopted a linksland approach to maintenance (which, of course, is only possible in marine climates like the Scottish coast).

The magazine has asked readers to call (203-373-7033) with their strong opinions on the "complicated issue" of golf courses and the environment. Call and tell them to read *Golf Course News*.

•••

Massachusetts, my home state, is often derided for its liberal bent and governmental propensity toward taxation. "Taxachusetts," it's often called.

However, I'm here to tell you about a progressive law already on the books in the Bay State — a law that saves golf courses money and widely promotes the notion that golf courses are open spaces to be appreciated, not exclusive playgrounds for

rich, white males.

Under Chapter 61B in the Massachusetts tax code, any non-profit corporation may receive a 75-percent reduction in taxes on all land that is open for "recreational" use. Golf courses and open land qualify, while clubhouses and most other buildings are taxed at full value. A club does not have to be public-access to get the reduced rate, but it must be a non-profit organization. Clubs must apply individually for the tax break.

In return, the club commits itself to keeping the land undeveloped and agrees to reimburse the town for all tax breaks if the parcel is ever developed. The reimbursement provision ups the ante for a developer with every year of reduced taxes, notes Frederick D. Herberich, general counsel for the Massachusetts Department of Revenue.

Back in April, *Golf Course News* published a guest column from David MacDonald of Maine Coast Heritage Trust. MacDonald urged course owners to explore conservation options and, perhaps, lower their taxes in the process. In states with regressive tax codes, property is taxed at its "highest and best" potential use — but owners can keep their taxes down and maintain open space by negotiating long-term easements with their communities.

Drafted by the Massachusetts Golf Association (MGA), Chapter 61B was passed into law in 1978 following a public referendum. Some have objected to the tax breaks, especially those given to private country clubs. But even Tim Storrow — director of land protection of the Massachusetts Audubon

Society — calls the law an "important tool for helping keep open land in the state."

Walter Lankau is owner of Stow (Mass.) Acres Country Club, site of next year's U.S. Golf Association Public Links Championship. He's also president of the New England Golf Course Owners Association, and he puts it best. "If I had to pay taxes at the regular rate," said Lankau, "this course would be houses."

This law would provide a win-win situation for many golf course owners in states with regressive tax codes. Questions? Contact MGA Executive Director Richard Haskell at 617-891-4300.

•••

We have a winner!

National Mower, which has been turning out product since 1919, recently sponsored a contest to determine the oldest National Mower still in operation. Their winner was Steve Devine, superintendent at Tagalong Golf Course in Birchwood, Wis. Devine is still using a 30" model manufactured in 1961.

Now that's reel longevity...

Japanese water study

Continued from page 3

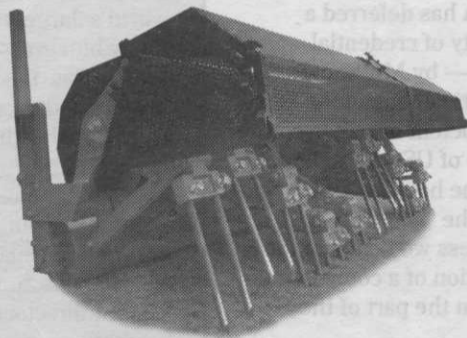
samples for 30 pesticides in ponds, drains, rivers, municipal waters and elsewhere in and around three golf courses. Some 4,485 detections of pesticides were recorded, with seven samples containing pesticide levels over HAL.

In 1991, 14 samples exceeded HAL out of 3,709 detections, which came from 89,713 samples. In 1990, 10 exceeded HAL out of 2,342 detections, which were out of 46,016 samples analyzed.

"That's an enormous, incredible amount of analysis," Cohen said. "Clearly, this is something the Japanese government felt important enough to spend millions of dollars on."

"These results can only be reviewed as favorable."

Cohen said that, in his experience, "the number of detections seems about right... The number of hits over HAL seems a little low."



Now the monster goes even deeper - 24 inches. Nothing else even comes close.

Even Steven Spielberg couldn't dream up a more piercing scenario for knifing through turf...introducing the Model 405.250 Verti-Drain®. No other machine goes this deep and heaves the turf forward cracking the sidewalls of the core hole making it easier for air and water to penetrate. So if you have to go deep, look to Verti-Drain to get you there.



VERTI-DRAIN®
Works like a pitchfork, only better.

Emrex, Inc., Box 1349, Kingston, PA 18704 (717) 288-9360

Forget composting: Clippings make Golf Paper

Continued from page 4

papermaking and a little magic," said Gustafson. "I'm convinced a lot of people thought we were crazy during development, but the finished product speaks for itself."

Indeed, the finished product comes after much testing by Four Corners' inhouse chemists, and with cooperation from The Boulders' superintendent emeritus Carl Snyder and Resort Management of America.

Since grasses ferment, compost and dry out too much, scientists had to develop a system to collect the grass and keep it green until it was run on the papermaking machine. The clippings must be dried, blended, and suspended in the pulp solution.

Tests last fall found that ryegrass and Bermudagrass were not as consistent as bentgrass. Their broader leaves made suspension in the pulp difficult.

Arrangements were then made to collect clippings from the area's Resort Management of America golf courses on days when the greens are free from chemical

Renzetti: What every player should know...

Continued from page 11

ball marks. Studies have shown that taking 5 seconds to repair your ball mark will result in a healed area in 5 days or less. Left damaged and unrepaired, however, this same area would take over 5 weeks to heal. A little preventative maintenance can go a long way.

Spike marks can also effect how "true" a ball rolls. Though the rules of golf prohibit the repairing of spike marks that might "improve the line of putt" prior to putting, golfers are encouraged to tap down spike marks after the entire group has "holed out." Another alternative, supported by U.S. Golf Association, studies is to switch to the spikeless shoe.

With the advent of new cup liners, the definition of cupping edges are more easily maintained. The golfer still must exercise caution, however, when removing and then replacing the flag. Done carelessly, the sharp edge of the cup is diminished.

Golf courses today are in better condition, and play more consistently than ever before. This is balanced against increased labor costs and skyrocketing material prices to maintain these standards. More rounds, played by more people, who in turn, have increasingly high expectations of golf course conditions.

The diligent efforts by the golf course superintendent and his staff to provide these conditions can be dramatically improved with the cooperation of the membership. By demonstrating etiquette, obeying course rules, and thinking of those players to follow, the golfer make significant individual contributions. And yet, it is a team effort — with the end result being a winning golf course that the membership can be proud of.

BRIEFS



CHRISTIANS: OUTLOOK GOOD

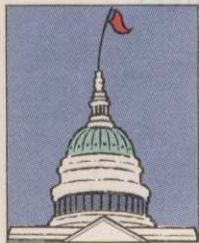
The job market will remain strong for this fall's 125 students of Iowa State University's turf management and horticulture programs, professor Nick Christians said during the August meeting of the Iowa Golf Course Superintendents Association. "There appears to be a downturn in business and engineering jobs and those students are coming to us," the ISU educator said. The IGCSA announced an Oct. 20 deadline for the return of scholarship applications. Last year, the organization awarded \$4,000 to six students. For more information contact 319-378-9203.

FOCUS ON STRESS MANAGEMENT

Turfgrass stress management will be the topic at three separate seminars sponsored by the Golf Course Superintendents Association and its local chapters. The sessions will be held Oct. 12 in Billings, Mont.; Oct. 27 in Portland, Maine; and Jan. 11 in Charlotte, N.C. The instructor is Dr. Joseph DiPaola, formerly of North Carolina State University and currently a senior technical support specialist for a major turf and ornamental products manufacturer. For more information contact 800-472-7878.

BIODIVERSITY TREATY VOTE DELAYED

WASHINGTON, D.C. — Its switchboard swamped by a reported 1 million phone calls over three days, the U.S. Senate voted in mid-August to postpone a vote on the international Convention on Biological Diversity. Many from the golf industry responded to a call to block ratification of the treaty, according to Dr. Michael S. Coffman, who spearheaded the effort. Emanating from the 1992 Earth Summit, the treaty was not signed by then-President George Bush, but has since been signed by President Bill Clinton. The most extraordinary aspect of the Biodiversity Treaty, Coffman said, "is that it is already being implemented in the United States, even before it has been ratified by the Senate."



MAINE FUND-RAISER

ARUNDEL, Maine — The Maine Golf Superintendents Association's annual golf tournament to raise money for scholarships for students studying turfgrass culturing and to support turfgrass research will be held at Cape Arundel Golf Club here, Sept. 20. Further information is available from the MGCSA office at 207-781-7878.

WYNSTONE, MUIRFIELD LEAD THE WAY...

Turf-saving urethane spikes winning converts nationwide

By MARK LESLIE

In this high-technology era, golf course superintendents have water-injecting aerators, weather satellites, computerized irrigation systems and floating mower decks. They have deep-tine aerifiers, turf groomers and even grasses that can withstand a flood of effluent. But some greenskeepers feel the greatest advancement is a product made for players: Softspikes for golf shoes.

"In 20 years this is the best thing I've seen in the areas of golf balls, clubs and maintenance," said John Malloy, former superintendent at Wynstone Golf Club in North Barrington, Ill., who is now growing in the Jack Nicklaus-designed Bepath Golf and Country Club in Eden

Prairie, Minn. "It's something everybody could use and save a lot of wear and tear."

When Scioto Country Club in Columbus, Ohio, bought Softspikes for its members, the spikes' popularity "leapt and grew. We had a tremendous response," said superintendent Mark Yoder.

Agronomically, financially, and in terms of wear and tear on the golf course, the clubhouse and equipment, Softspikes are winning converts by the droves.

Four high-profile clubs — Wynstone first, then Scioto, Pine Valley Golf Club in Clementon, N.J., and Muirfield Village in Dublin, Ohio — have led the way, mandating that the urethane Softspikes be worn on their courses.

"In this area it has caught on at a lot of other clubs," said Yoder, adding: "All the guests get new Softspikes for no charge. They're geared up in the locker room to change the spikes quickly. If the golfers want their old spikes put back on, they'll do that, too. But no one does, they are so much more comfortable."

"What we're trying to do in the end," said Malloy, "is improve the condition of golf courses. This is one thing a player can do himself without costing [the golf course] an agonomic price tag."

The plusses are many, according to Malloy and Yoder.

- "It will save a club \$10,000 to \$20,000 a year just in damage to a course's carts and bridges and carpeting in the

Continued on page 31



Members of the Pine Valley Country Club maintenance crew relax during last year's annual barbecue.

**Event: Party at Fort Wayne's Pine Valley
Object: Show appreciation to crew**

By PETER BLAIS

FORT WAYNE, Ind. — Party on Fort Wayne.

That's the call heard at Pine Valley Country Club in early August when a group of 25 or so members get together, toss in \$100 apiece and throw a mid-season bash for superintendent Steve Mueller's grounds crew.

"It's a way of saying thanks for all the hard work they do to keep the course in shape," said course member Jim Reifenberg.

This year's 4th annual celebration was held Monday, Aug. 1, a day the course is normally closed for maintenance.

Organizers combined course and crew members into teams and staged a Florida

Scrambles tournament. Chipping and putting contests followed.

During the hamburger and hot dog barbecue that afternoon, crew members on the winning teams received cash prizes based on their team's performance during the tournament and skills contests.

The affair was topped off by a raffle during which every crew member received between \$40 and \$200.

"I've worked at three other courses and I've never seen anything like this," Mueller said. "It's a very friendly club. The course members talk to the crew and get to know them very well."

Long-time course member Hughie Johnston first proposed the party as a way

Continued on page 28

Lab changes will propel EPA into future

From Staff Reports

WASHINGTON, D.C. — Environmental Protection Agency (EPA) Administrator Carol Browner plans to move expeditiously to implement laboratory plans she believes "will shape the agency's science program for many years to come."

Responding to recommendations made by a Steering Committee, Browner is poised to move EPA "to the cutting edge of government science." In a memorandum to EPA employees, she said she wants to ensure that "the implementation process focuses on issues such as diversity, empowerment, and a shifting of resources from supervisory and administrative tasks

to scientific and technical work, wherever possible."

Browner's decision comes on the heels of her demand that the EPA improve its peer-review policy — a beleaguered set of procedures that have led to claims the EPA is "held hostage" to uneven science.

Declaring a Nov. 1 deadline, Browner has called on implementation groups to report to her with specific action plans. They are to address Steering Committee recommendations on mission and management — which Browner concurs with — including:

- Designating four national laboratories

Continued on page 17

Atlantic supers build research green in Truro

By MARK LESLIE

TRURO, Nova Scotia, Canada — You walk before you run. So the Atlantic Golf Superintendents Association has built an experimental green before it dives into a full-fledged turfgrass research institution.

"Basically, our long-range plans are to have a turfgrass research center" at Nova Scotia Agricultural College, said Blake Palmer. The superintendent at Rockwood Park Golf Course in St. John, New Brunswick, Palmer is chairman of the newly formed Atlantic Turfgrass Research Foundation (ATRF) and a past president of the Canadian Golf Superintendents Association.

The Guelph Turfgrass Institute at the University of Guelph in Ontario does the bulk of turfgrass research in Canada, but "their growing conditions are not like ours in Atlantic Canada," Palmer said, an ex-board member of the Canadian Turfgrass Research Foundation, which funds Guelph research. "You have to grow grass here to understand how difficult it is. We get everything but the kitchen sink thrown at us in the wintertime."

ATRF members hope to rectify the research gulf.

One step in that direction is being taken by the Department of Environment and Department of Agriculture, which are conducting a joint \$230,000 research project dealing with integrated pest management.

Eight or nine golf courses in Nova Scotia are working with Department of Environment plant pathologist Linda Rankin in the three-year project, now in its second year.

The research green at Nova

Continued on page 28

Turf professionals choosing safer four-wheel work vehicle

About the independent study director



Dr. Paul Riedesel

Dr. Paul Riedesel has directed research studies for a variety of Fortune 500 companies.

He has more than 14 years of marketing research experience and knows the turf care industry well. As an independent consultant, he directed the Toro-sponsored survey on work vehicle roll-overs in June 1993.

Riedesel received a doctorate in 1974 from the University of Nebraska. He has published numerous articles in scholarly, business and trade journals, and has taught graduate courses in research methods. He is president of Action Marketing Research, a Minneapolis-based research supplier firm.

Advanced Toro Workman™ eliminates need for three-wheel configuration

TURNING PERFORMANCE AND SAFETY. Turf care professionals have rarely used both words to describe the benefits of the industry's heavy-duty work vehicles, and for good reason. Until now, the vehicles have primarily had a three-wheel design that, although has offered needed maneuverability, is known to be a leading factor in work vehicle roll-overs.

The Toro Company wants you to know that three-wheel work vehicles used in turf applications can be dangerous and are not necessary today.

An alternative now exists.

To prove its point, Toro is publishing the results of objective, new research that confirms the danger of three-wheel work vehicles.

After reading the research results that follow, Toro thinks you'll agree:

- The four-wheel work vehicle configuration is safer than the three-wheel vehicle design.
- The need for three-wheel work vehicles is eliminated entirely with Toro's Workman™ vehicle. It combines four-wheel stability with three-wheel vehicle maneuverability.
- In the remote chance that an operator mistake causes a roll-over, the Workman provides a standard roll-over protection system (ROPS) and driver's side hip and shoulder restraint bars to protect the operator.



Majority of work vehicle roll-overs involve three-wheel vehicles

The Toro Company sponsored an independent survey to measure the nature of work vehicle roll-overs.* A telephone survey was conducted with more than 250 randomly selected golf course superintendents who geographically represented both nine and 18+ hole courses throughout the United States. The findings of the study are accurate within plus or minus 5 percent.

ONE OUT OF EIGHT HAS EXPERIENCED ROLL-OVER IN LAST FIVE YEARS.

Superintendents were asked a series of questions regarding their own experiences with work vehicle roll-overs during the past five years.

- About 12 percent of the respondents recalled one or more roll-overs involving work vehicles. Altogether they cited 43 different incidents.
- Of approximately 12,800 U.S. regulation golf courses, it is projected that 1,500 courses have had a work vehicle roll-over in the last five years.

THREE-WHEEL WORK VEHICLES ROLL-OVER MORE OFTEN.

The clear majority of roll-overs mentioned involved three-wheel work vehicles.

- Nearly 80 percent involved three-wheel work vehicles.
- Almost six out of 10 of the incidents involved a leading supplier's three-wheel work vehicle.

"It is very clear that a three-wheel work vehicle is inherently less stable than a similar four-wheel work vehicle," said Jim Seifert, senior attorney for The Toro Company.

To make an already dangerous situation worse, Seifert added, "many three-wheel work vehicle operators don't know of the vehicle's instability or the numerous opportunities to encounter unstable turf care conditions—holes, ditches, sand traps and sharp turns. Furthermore, work vehicles respond differently each time an attachment or accessory is added or a load is hauled."

ONE OUT OF FIVE EMPLOYEES WHO HAVE HAD A ROLL-OVER MISS WORK.

The reasons to decrease the likelihood of such work vehicle accidents are obvious. Increasing worker safety is foremost. Second, is preventing costly downtime from employee absenteeism, having to replace a worker and/or equipment, or simply not getting the job done.

- In 28 percent of the roll-overs cited during the survey, a superintendent reported that someone was treated by a doctor as a consequence of that roll-over. (The severity of the accident wasn't revealed.)
- Nearly one out of five workers missed work as a consequence of the accident.

These statistics confirm what the industry has known all along, according to Bruce Lunning, a senior loss control specialist for the St. Paul Fire and Marine Insurance Company located in St. Paul, Minn.

"Work vehicle roll-overs may not happen every day on a golf course, but when they do, they are the most serious accident that can happen with these vehicles," Lunning said.

"From an accident prevention standpoint, operators must be aware of the terrain they are operating on and the limitations of their work vehicle. They also need to know that these factors will change with every attachment, accessory or load that's added."

FOUR-WHEEL IDENTIFIED AS MORE SAFE THAN THREE-WHEEL VEHICLE.

- Almost seven out of 10 superintendents believe that four-wheel vehicles are more safe than three-wheel work vehicles.

These results validate the industry's need for a work vehicle that combines the best feature of a three-wheel vehicle (maneuverability) in a highly capable four-wheel design.

Toro offers operator safety education materials

The Toro Company offers many operator safety education materials produced in both English and Spanish, including the following:

- Workman 3000 Series Operator Training Videotape. This 25-minute videotape teaches operators how to use the Workman in a responsible and safe manner. A free copy comes with each Workman purchase.
- Turf Maintenance Equipment Safety Program. This program was designed specifically for golf course employees by Toro and the St. Paul Fire and Marine Insurance Company. It addresses 28 different safety areas related to commercial cutting equipment and incorporates a videotape, audio tape, written manual and follow-up tests.

Copies of the turf maintenance equipment safety program and the Workman videotape can be purchased for a small fee from your local Toro distributor by calling 800/803-TORO (8676) and touching extension number 152. For the Workman videotape, request Form 93-110-SV. For the equipment safety program, request Form 92-794-SV.



Supervisors can choose from many operator safety education materials offered by Toro.

Conclusion: Toro Workman replacing three-wheel work vehicles

The move from three-to safer four-wheel work vehicles is no surprise to The Toro Company. It was a logical evolution—not just a passing trend—that the company saw coming. That's why it made the decision to meet both needs—safety and turning performance—in its Workman vehicle.

In fact, in the survey regarding roll-overs, Toro found that a significant number of golf courses—projected to be more than 3,000—may have changed their mix of vehicle types within the past five years, at least in part from concerns about three-wheel work vehicle safety.

And with good reason, said Jim Seifert.

"Superintendents fear the remote risk of a lawsuit if the employer has a history of work vehicle roll-overs and is found to exhibit gross negligence. In some instances, employers can be fined by OSHA, as well," Seifert said. "Depending on the nature of a roll-over incident, there is also the possibility of job loss for the superintendent, and a damaged reputation for the golf course. The result can be increased premiums for general liability insurance and workers' compensation," he added.

TORO WORKMAN OFFERS A CHOICE.

Work vehicle safety is a concern that doesn't have to be a distraction anymore. Now there is a work vehicle that meets those safety and performance needs. It's Toro's heavy-duty Workman vehicle. It offers a high-performance, high-capacity design with features that mean greater safety and decreased liability risk:

- Four-Wheel Configuration—four-wheel design means greater stability (especially with different attachments and loads) than a three-wheel work vehicle.
- Operator Forward Design—large payloads are evenly distributed with enhanced balance and flotation.
- Standard Roll-Over Protection System (ROPS)—all Workman vehicles come equipped with an unobtrusive ROPS, as well as standard driver's side hip and shoulder restraint bars for operator protection in the event of a roll-over.
- Supervisors' Third High Lockout Key—supervisors can limit the vehicle's maximum speed for a safer environment and to reduce operator misuse.

The Toro Company knows that as a turf care professional, you want to get the big jobs done fast but right by protecting the health of your employees. Toro believes a four-wheel work vehicle is the best choice for accomplishing that important mission. The research proves you agree.

Choose the Workman.

The Toro Company
Commercial Marketing Services Dept.
8111 Lyndale Ave. S.
Minneapolis, MN 55420-1196



* Although Toro was the study sponsor, the research was designed and executed by an independent research company who also compiled the results. To achieve objectivity, neither the interviewing personnel nor the respondents were told who the study sponsor was.

Summer school's in session — right at the golf course

Teach students what they won't learn at the universities

BY TERRY BUCHEN

I have had the pleasure of employing university turfgrass students during the summers and most have progressed as assistants and superintendents throughout the country. Over the last few years, I have had from four to eight students each season,

either gaining further experience or serving their internship, and one thing has stood out in my mind — I have not been spending enough time with these future agronomists, mainly because of the day-to-day administration demands.

Last summer, I started a Turf Club at our course, similar to what many universities have for their students. But ours is a little different. The main focus is to teach a class at our Turf Club called: *Everything They Don't*

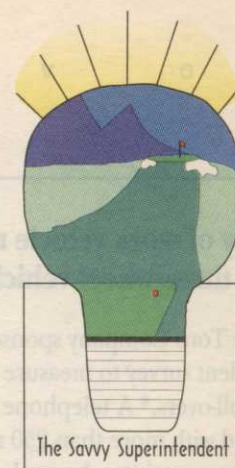
Teach You at College. It's amazing the response we have had.

We meet usually on Wednesdays after work in my office. The students DO NOT get paid for attending and it is strictly on a volunteer basis.

We have never had a student miss a class yet and the enthusiasm is exciting. We usually choose one topic each week which is supposed to last 30 to 60 minutes, but usually lasts 90 minutes to two hours.

Wide-ranging topics include

personnel management, rules of golf, USGA recommendations for hole locations, irrigation programming, government briefings, pesticide licensing, magazine article filing, member relations, club official relations, tournament specifications and preparation, photography, pesticide compatibility, community relations, native prairie grasses, irrigation water suitability testing, record keeping, bunker maintenance philosophies, equipment purchasing/leasing guidelines,



lightning rod installation, construction check lists, bridge construction, reports to club officials, Audubon Society Certification guidelines, reel and bed-knife sharpening, wildflower/perennial flower maintenance, state well water usage reports, drainage installation techniques.

I make photocopies of pertinent information from my files as hand-outs so they can start their own filing systems. It is always fun to ask the students what "they" want discussed each week and they usually resort to the items mentioned above. Having a round-table discussion about personnel management and resume/how to find a new position is always lively and usually results in much longer sessions.

I relish the experience, and it's another good way to stay in tune with the next generation of superintendents. Plus I really learn a lot from them.

IRRIGATION CONTROLLER REPAIR

We have 10 back-up irrigation field satellite face plates in stock for obvious emergencies and the turnaround time to have the defective ones repaired is sometimes four to six weeks at best.

A few years ago, I started to research to see if there were any controller repair companies (other than going through the usual manufacturers' distributors) who would respond in a timely fashion to our needs.

I found the fastest and best controller repair company for Toro irrigation equipment.

Wally Moore, of W. Moore Service, has done controller repair for me for the past five years with outstanding results.

He will repair our controller **the same day** that he receives it and will ship it back to you the same way that he receives it, unless instructed differently, i.e. next-day air before 10:30 a.m.; next day air by 3 p.m.; second-day air economy, the same.

It is refreshing to send out a controller, next-day air by 10:30, on a Monday, and receive it repaired and checked out by 10:30 Wednesday morning. Moore does **warranty** work also, and I suggest that you discuss this with your Toro distributor prior to sending controllers for repair to work out the invoicing arrangements, etc.

Moore can be reached at: W. Moore Service, Commercial Electronic Repair, 140 East Illinois Ave., Southern Pines, N.C. 28387; telephone 910-695-8800.

A CAT WILL ALWAYS LAND ON ITS FEET.

IF YOU WASH YOUR CAR, IT WILL RAIN.

TOAST WILL ALWAYS FALL BUTTERED-SIDE DOWN.

Subdue

USE SUBDUE AND YOU'LL ELIMINATE PYTHIUM.

One equals dozens in world of appointments

By MARK LESLIE

WASHINGTON, D.C. — When the Clinton Administration took over, more than one person moved into the Environmental Protection Agency (EPA). Carol Browner's entourage: dozens. Their effect: acute, for some.

Although 95 to 97 percent of what one administration does is identical to its predecessors, EPA golf liaison officer Mike Scott said the other 3 to 5 percent magnifies and personifies the change in viewpoint.

"There is a common myth that by the time this stuff filters down, the bureaucrats don't even notice," Scott said. "I don't know how that is in other agencies, but ... within our fairly cozy agency of only 18,000 people, I'm acutely aware of policy changes from one administration to the next. They influence things I do on a daily basis, and I think that's true of most of the bureaucrats.

"Public Affairs is directly connected to the administrator, so I will notice more of that than most people. But, yes, the direction that an administrator and the assistant administrator for research and development wants for the science programs here will affect the daily operation of scientists."

When Browner moved into the EPA directorship, she was not alone as a presidential appointee there. A dozen presidential appointees moved into place, heading every program office — among them the Office of Air and Radiation, Pesticides and Toxics, Solid Waste, Water, Research and Development, Policy Planning, Congressional Affairs, Public Affairs, and State and Local Relations.

And each of those presidential appointees brought with them their immediate staffs, who are not presidential appointees but political appointees.

Known as "Schedule Cs," political appointees are people who probably worked on the campaign or were on somebody's congressional staff before being appointed.

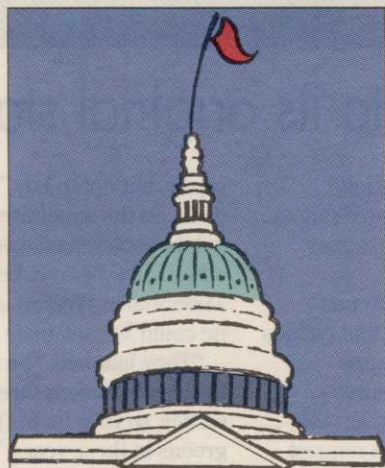
"Add all those folks up, and a few presidentially appointed deputies under them, and you're well into the dozens for EPA alone," Scott said. "And they make their presence known."

How large a role does politics play in the Clinton Administration?

"Statements Carol Browner has made on chlorine and turf pesticides have been very non-scientific, and with some other agenda," said Stuart Cohen, who worked for EPA for 11 years and is now president of Environmental & Turf Services, Inc. in Wheaton, Md. "They have been either based on poor science or no science. With regard to actions, I'm a little distressed that EPA seems to be putting more emphasis on being concerned about detections of pesticides in ground water, period, as opposed to detections of concentrations that might cause some problem.

"In regard to surface water, I'm very pleased EPA is recognizing the important role that computer simulation modeling plays in risk assessment."

Though the head of the Pesticide and Toxics Program is a pediatrician, Browner has appointed more scientists than most past administrators, Scott said. "Basically the agency has been run by scientists and attorneys — not surprisingly, since those are the two key areas of EPA's work. By sheer mathematical probability, we would have had



EPA history fraught with deadlines unmet

WASHINGTON, D.C. — U.S. Environmental Protection Agency Administrator Carol Browner has called for a new policy on scientific peer review to be in place by late September.

Amidst the storm over the agency's non-policy, the General Accounting Office said, "EPA has had difficulty meeting deadlines even without the requirement to conduct peer reviews supporting scientific and technical products."

It said:

- EPA has not established milestones or deadlines for its work group, appointed in early 1993, to develop specific implementation procedures.

- The internal work group which first met in 1993 to develop procedures for managers in peer review decisions has no deadline and as of last December had not even addressed how it plans to deal with flexibility issues such as determining which products should receive peer reviews.

- The panel addressing peer review accountability "has just begun its efforts and has not set a date for recommending a solution," the GAO said.

- And although last year an EPA report on environmental tobacco smoke was prematurely released by an external reviewer, as of late February the agency had not developed procedures to preclude premature release from happening again.

The GAO said a simple stamp "Draft" on a document could be sufficient.

And, until implementation policies are established, the report said, "the universal peer review policy is not likely to have much effect."

a few people from business. But, I'm hard put to think of anyone who has come to the EPA with a background in industry.

"It would be nice if we had some. And it's not just this administration."

Although Browner does not come out of "the science culture itself... she recognizes the importance of strong science and good data as one of her six major themes," said Dr. Don Barnes, executive secretary of the EPA's Scientific Advisory Board. "She's philosophically committed to good science."

He pointed to her appointment of Dr. Bob Huggett to the new post of assistant administrator for the Office of Research and Development. From the Institute of Marine Sciences at the College of William and Mary, Huggett has been a member of the SAB for several years.

EPA labs to be combined, upgraded

Continued from page 13

for the Office of Research and Development (ORD) to ease organization along the lines of risk.

- Thoroughly integrating peer review in all scientific and technical products.

- Developing a Science Strategic Plan, guided by a single policy-maker in coordination with the Science Policy Council and Senior Leadership Council.

- Developing a new planning process with cross-agency involvement in the distribution of the agency's research, development and technical services resources.

- Establishing the risk paradigm as the driver for prioritization of resources and organizational changes.

- Increasing the percentage of the ORD budget set-aside for long-term research from the current 35 percent to 50 percent.

- Achieving greater outreach to the scientific community by increasing extramural research from \$20 million to \$100 million in competitive, investigator-initiated grants.

- Creating an internal, investigator-initiated competitive research program to fund innovative ideas and improve the quality of intramural science.

- Expanding the graduate fellowship

program to train a cadre of new scientists for EPA and the country.

Streamlining and re-invention are Browner's goals, she said. Consolidation of the labs is the one issue Browner wants to delay — "until at least June 1996" — because of the labs' complex physical and functional nature.

•••

Pointing out that the EPA is seeking to gain more accurate laboratory results, U.S. Golf Association Green Section National Director Jim Snow added, "The lab work is only as good as its quality control."

That is where an improved peer-review process is crucial. And Browner expects by Sept. 30 to have a new peer-review policy in place.

Also, in a mid-summer press release the EPA announced "a new broad-range process for developing agency regulations ... to make government more efficient and less costly."

The process will "enable EPA to produce rules more quickly, at less cost and of a higher quality," the agency said. "It will require fewer clearances and greater assurance that rules are based on sound science. Scientific work to support the rules will require more peer review."

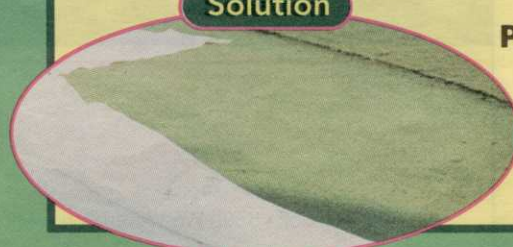
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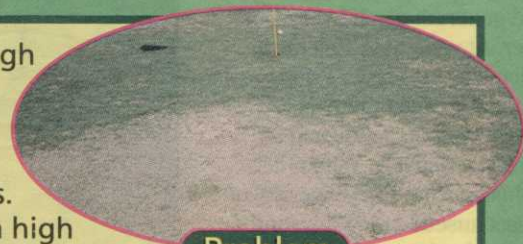
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SuperFocus

By JIM McCABE

Tworig molding 'Ponky' to its original stature

As great a visionary as he was, it is doubtful Donald Ross could have seen the impact his Ponkapoag Golf Club would have on the sport of golf in the Boston area. Nor could he have imagined just what years of neglect would do to his layout. Ponkapoag has attracted golfers from throughout the state. Thanks to an abundance of challenging holes, inexpensive greens fees and ideal location, it seems as though all golfing avenues in Massachusetts lead to what is affectionately called Ponky.

But it's also a course that fell in disrepair, so much so that it became an embarrassment to even those who loved it.

"People used to ask me, 'How's the course?'" said Jack Neville, Ponkapoag's head pro, "and I'd tell them, 'Poor to fair.'"

That was before the two people Neville credits with breathing a second life into the Metropolitan District Commission (MDC)-run course came on the scene: Jane Connolly and Rich Tworig.

Connolly, said Neville, is the first person from MDC to take an active interest in the course. She was appointed director of recreation in May 1991, and one of her first duties was to go with Neville to area courses and talk to superintendents and club managers.

"The place was sadly neglected," said Connolly. "It was an embarrassment, and people were saying rotten things about it. I had some ideas in my head and was able to get some added revenue. We bought some equipment and hired a superintendent."

That was Tworig, a 31-year-old, third-generation golf course manager. At venerable Taconic in Williamstown, Mass., Tworig's grandfather and father served as superintendents for 50 and 38 years, respectively. When Rich graduated from the University of Massachusetts in 1982, having majored in plant and soil sciences, he felt the pull toward golf course management.

After seven years as assistant superintendent at Halifax Country Club, then three years as head superintendent at Cedar Hill, a nine-hole course in Stoughton, Tworig felt ready for a bigger challenge.

But Ponky?

"When I was thinking about the job here, I took my father down for a look," said Tworig. "He was bewildered by the shape it was in. He couldn't believe it."

What he saw was a course that had fallen on hard times since the original 18 Ross-designed holes opened in 1931. Ponkapoag expanded to 27 holes in 1939, and later to 36 holes.

The Metropolitan District Commission-run facility was not a priority. Ponky became almost legendary for its scruffy appearance. It was also cast in a less-than-flattering light in a *Sports Illustrated* piece.

What had caused the decline of this once-proud golf course? The almost unanimous answer: politics.

"The MDC neglected it," said Dick Haskell, executive director

of the Massachusetts Golf Association. "It generated money, but they never put the money back into the course."

Former Ponky pro Kenny Campbell tells a story that typifies the lack of care the course received. When the course's aerator was beyond repair, the superintendent put in a request for a new one. "The MDC said they had money in the budget to

repair, but not to buy," said Campbell. So the superintendent called the maintenance people at the other MDC course, Leo Martin Memorial in Weston, and asked if he could borrow their aerator.

"They laughed," he said. "Said theirs had broken three years earlier, so they hadn't aerated the greens in three years."

Then there was a February '91 fire, and the facility's 80-year-old

clubhouse was destroyed.

Despite the abuse heaped upon Ponky, the elder Tworig couldn't discourage his son from taking on the challenge.

Tworig accepted the job and went to work last Sept. 1. "I look at it this way: How many guys get the chance to work on a Donald Ross course? That's a thrill. To try and bring it back is a challenge."

Thus far, he seems to be more than up for the challenge. "I've

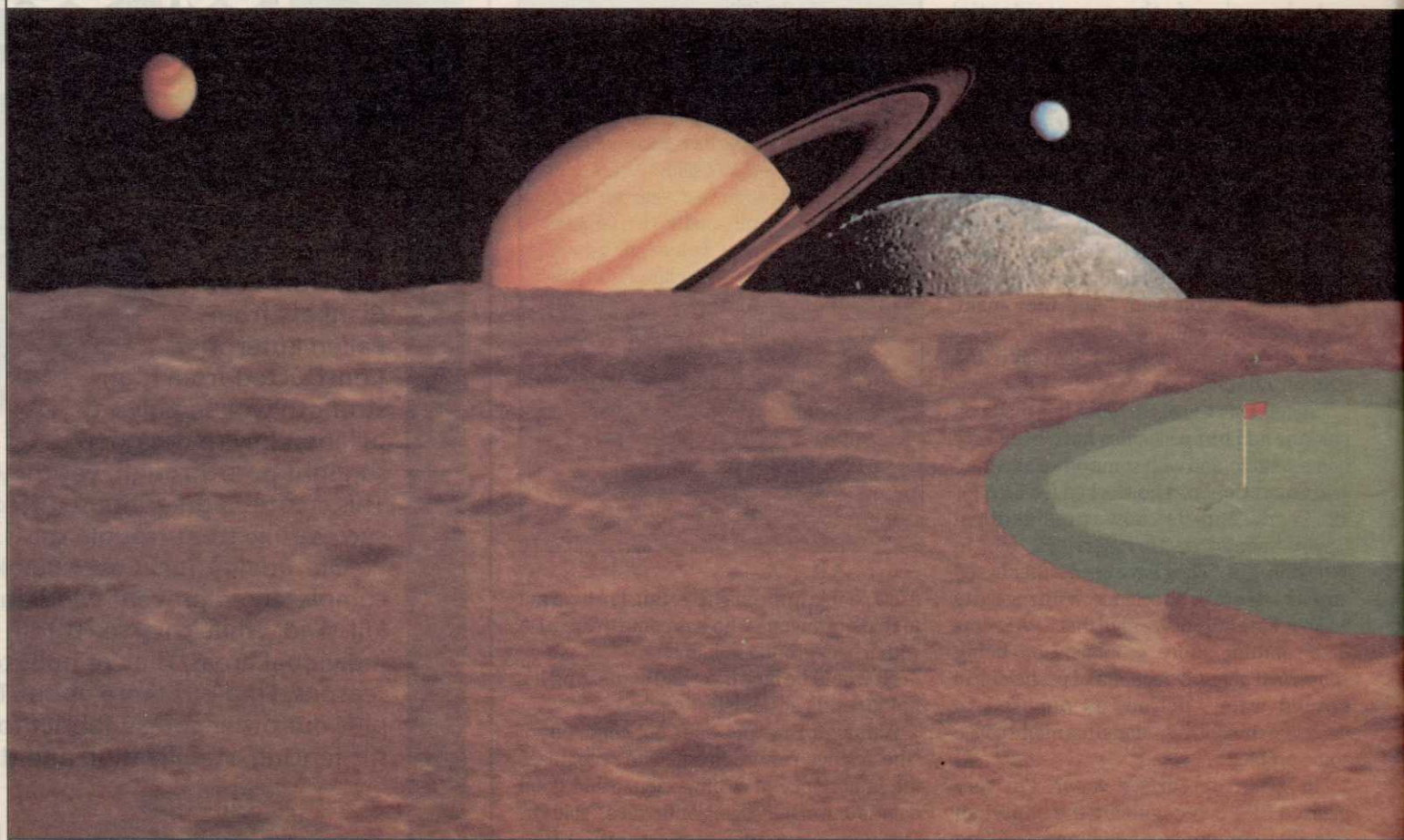
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Jim McCabe is a staff writer for The Boston Globe. This story appears with permission of the Globe.

On The Green

'Brooming' new grooming tool for bunker consistency at Grand Cypress

By MARK LESLIE

ORLANDO, Fla. — Want to put a nice "finish" on your sand bunkers? Check out the "broomed" traps at Grand Cypress Golf Club. But beware, warns superintendent Tom Alex, once golfers play out of them, they won't want to go back to hand-raked bunkers ever again.

Taking an idea from former assistant Steven Sorrell and

working with shop manager B.J. Spinks, Alex has modified a John Deere bunker rake, putting a weighted broom, that is hinged and floats, on the back. Voila! Sand bunkers that are consistent and without furrows.

"As a golfer you get real spoiled [by these bunkers]," Alex said. "You can really put a nice finish on them with the brooms."

The brooms, he said, "create

consistency."

The biggest problem with regular bunker rakes is the furrow they make, he said. "For one golfer, the ball might sit up and be perfect. For the next guy, the ball might be in the furrow. So you get inconsistency within each bunker."

"Also, the correct bunker is designed so balls get to the flat portion. Nobody wants an uphill lie on a steep face. So you want a

firm surface so when a ball lands in the bunker, it trickles all the way down and doesn't get hung up in a furrow."

When Grand Cypress used the brooms for the Chrysler tournament last fall, "it worked well," Alex said. "Now we've incorporated it into our maintenance practice."

The idea came about one day when Sorrell, who is now

superintendent at Colleton River Plantation in Bluffton, S.C., "was playing around with a little push broom in a bunker and said, 'Boy, that's a great finish.' We just took it one step further," Alex said.

Experimenting with brushes of different widths, Alex decided 24- or 18-inch are best. No wider, he said, "because as you work the faces, with too wide a broom you start bridges and you might be working the ends and not the middle."

It takes about the same time to groom a bunker as with a regular rake, Alex said.

The only drawback with the broom method, he said, is that some bunkers may firm up too hard because maintenance crews are working less than the top half inch of sand. "So wet bunkers, especially, can get hard," he said. "We just watch them. If they start to firm up, we go back to the regular tractor manufacturer's rake for awhile. And we hear gripes about it when we do."

Alex said the brooms can be used the majority, if not 100 percent, of the time.

"It works well in our sand. But it depends on different situations," he said. "It won't work so well in wet or powdery sand."

"In the Northeast it's a lot different. But it's easy to find out. Just experiment with a hard bristle push broom."

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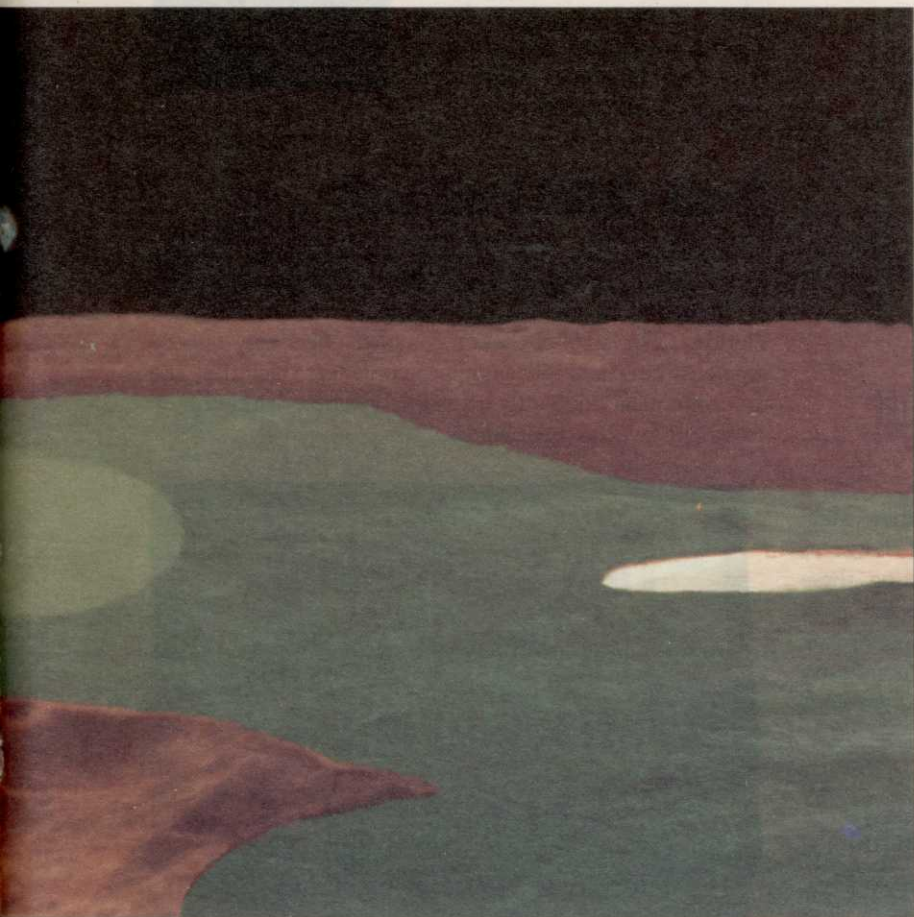
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JACKLIN Golf

Ponky's Tworig

Continued from previous page

never seen the course in better shape," said one member.

"The greens are excellent," said Neville. "Rich has made it a great place to play again."

Tworig understands that money doesn't flow as freely when the state controls the purse strings as it would at a private course, where rich men will okay nearly any expenditure if it assures them pristine golfing conditions.

At Ponky, he has 11 full-time workers for 36 holes. The irrigation system needs replacing, and there's always equipment he'd like to have. His job would be easier if 700-800 rounds weren't played every day.

"It's a public course," he reasoned. "You just do the best you can. Jane has been great, and I've got no complaints."

"You don't turn around in one year and fix 20 years of neglect," said Connolly. "We want to put Ponkapoag on par with other good public golf courses, and fortunately we've been given the tools to do it."

Now, she said, 45 percent of the revenue generated by Ponkapoag will go back into the course, where before it went into the general fund — to be used for anything from pools and skating rinks to education and welfare.

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The opening sessions at 9 a.m. each day of the show are open to all Expo attendees—just show your VIP Pass. This year's keynote speaker on Friday, November 11, is Arnold Palmer. He'll kick off Golf Course Expo with a discussion on the astounding growth of public-access golf—a growth he has witnessed first-hand. He will provide his unique perspective about where it's going, via the design of more daily-fee, municipal and resort courses—and their efficient operation.

Golf Course Designer Robert Trent Jones II will be the featured speaker on Saturday, November 12. Jones will discuss the practical aspects of public-access golf, and what course superintendents, owners, developers and operators must do to survive in today's ever-changing marketplace.



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Conference-at-a-Glance							
FRIDAY, NOVEMBER 11			SATURDAY, NOVEMBER 12				
9:00 a.m.	Keynote Speaker: Arnold Palmer			9:00 a.m.	Opening Speaker: Robert Trent Jones II		
10:00 a.m.-5:00 p.m.	All Day Exhibits • Shop Talks			10:00 a.m.-5:00 p.m.	All Day Exhibits • Shop Talks		
	Development Track	Maintenance Track	Management & Marketing		Development Track	Maintenance Track	Management & Marketing
1:00 p.m.	Trends in the U.S. Golf Market for New and Existing Public-Access Facilities	Maintenance on a Shoestring	Creative Golf Marketing: How to Boost your Bottom Line without Spending a Fortune	1:00 p.m.	How to Design New Golf Courses or Renovate Existing Ones to Boost the Bottom Line	Environmental and Turfgrass Research—What We've Learned	Creative Purchasing: There's Strength in Numbers
2:00 p.m.	Water Quality Impacts for Golf Courses	Dealing with Traffic: Maintaining Quality in the Face of High Volume	Yield Management: Maximizing your Daily Tee Sheet	2:00 p.m.	Availability of Capital: Traditional and Non-Traditional Lenders	Maximizing Equipment Productivity	Agronomy for non-agronomists
3:00 p.m.	Alternative Golf Developments: Profits in Golf Complexes	Water, Energy and Wildlife Conservation Measures on the Golf Course	Anatomy of a Tournament Outing	3:00 p.m.	Innovative ways to Build Public Access Golf Courses	Staffing for Success	Maintaining the Right Operational Focus
4:00 p.m.-5:00 p.m.	Exhibits			4:00 p.m.-5:00 p.m.	Exhibits		

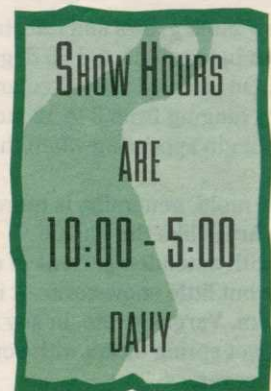
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 2. \$50,000-99,999
 3. \$100,000-249,999
 4. \$250,000-499,999
 5. \$500,000-749,999
 6. \$750,000-1,000,000
 7. Over \$1,000,000

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WINTER PREP

Superintendents can beat annual snow mold nemesis, but not easily

By PETER BLAIS

Superintendents generally agree that snow mold is the major disease Northern courses have to worry about as they prepare for winter.

"We see it on our greens, tees and fairways," said Kevin Ross, head superintendent at Falmouth (Maine) Country Club. "It's a problem every year."

Added Jim Latham, director of the U.S. Golf Association Green Section's Great Lakes Region: "It's a major problem throughout the northern tier of states. We had more gray snow mold problems than usual this past winter because of the heavier-than-normal snow cover."

Host grasses include many varieties of bentgrass, bluegrass, ryegrass and fescues.

The two main snow molds are gray (typhula blight) and pink (Microdochium patch).

Gray snow mold is prevalent on snow-belt Northern courses where snow stays on the ground for three months or more without a thaw, Michigan State University Professor J.M. Vargas wrote in the second edition of *Management of Turfgrass Diseases*. It can be found in combination with pink snow mold, but its range generally doesn't extend as far south.

Gray snow mold grows and infects at temperatures between 30 and 55 degrees Fahrenheit. On infected turf, circular gray patches ranging from 3 to 12 inches in diameter begin appearing when the snow melts.

Pink snow mold, generally, is more prevalent in areas like the Pacific Northwest with extended periods of cool, wet weather but little snow cover. It is also a problem, Vargas wrote, in any area with a cool, wet spring or fall with some winter snow cover.

Pink snow mold infection occurs below 60 degrees. Without snow cover, the symptoms are circular, reddish-brown spots from 1 to 8 inches in diameter. With snow cover, spots range from tan to whitish-gray to reddish-brown and from 2 inches to 2 feet in size.

Proper cultural practices can help curb snow mold. Grass should not be lush heading into winter, Vargas wrote. The last nitrogen application should occur between mid-August and mid-September



Gray snow mold can be devastating to a golf course, as in this case.

Following is a list of pink and gray snow mold symptoms.

Pink Snow Mold

- Light-gray area appearing bleached, leaves slimy when wet.
- Patches ringed by whitish-pink mycelial growth.
- Patches may be tan, reddish brown and blackish brown.
- Visible mycelia disappears as grass dries.

Gray Snow Mold

- Irregular bleached areas at first spring thaw.
- Leaves matted together.
- Areas covered or outlined by dirty gray mold.
- Sclerotia embedded in tissue.

if gray snow mold is the major problem.

Specific dates for final fertilizer treatments on pink snow mold are more difficult to determine because temperatures and seasons tend to vary more where pink snow mold is prevalent.

Dormant fertilizer feedings are still possible, but should be done in conjunction with effective fungicide applications.

Chemical management is often necessary to combat snow mold fungi, especially on putting greens. However, if left untreated, bentgrass fairways can also fall prey to gray snow mold. Snow mold can kill sections of bentgrass fairways and annual bluegrass will often fill in.

"I am not opposed to annual bluegrass fairways," Vargas wrote, "but those who are should realize that a good preventive fungicide program for snow mold management is necessary to prevent creeping bentgrass fairways from turning

into annual bluegrass fairways."

Mercury fungicides were the standard treatment method for many years. But the Environmental Protection Agency in late June canceled the registration of the last of the mercury-based pesticides, Calo-Clor and Calo-Gran, as voluntarily requested by Grace-Sierra Crop Protection Co. (now owned by O.M. Scott Co.).

Seeing the writing on the wall, chemical companies have shed their mercury-based products. Cleary Chemical Corp., for example, dropped its mercury-containing PMAS line several years ago, according to Technical/Regulatory Manager Rick Fletcher.

Fungicides containing PCNB, chloroneb, fenarimol, triadimefon, propiconazole, iprodione and chlorothalonil are used now. But superintendents must be careful since some fungicides are toxic to certain turf types.

'I am not opposed to annual bluegrass fairways, but those who are should realize that a good preventive fungicide program for snow mold management is necessary to prevent creeping bentgrass fairways from turning into annual bluegrass fairways.'

— Dr. J.M. Vargas

And while one chemical may be effective in treating gray snow mold, it may be useless against pink.

Therefore, superintendents frequently combine two or more fungicides, depending on the types of snow mold they encounter and the grass types on their courses.

Most chemical companies have fungicides and/or fungicide-containing fertilizers that are laid down in the fall and perhaps again during a January or February thaw. Among the various companies are:

• **Cleary Chemical Corp.** has several PCNB fungicides available in wettable, flowable and granular applications; thiophanate-methyl-based 3336 products; and Spotreat. Cleary also markets Greenzit, which is used in combination with other products and at varying rates, depending on the extent of gray or pink snow mold infestation.

• **O.M. Scott Co.'s** FFII fertilizer contains PCNB. It helps control snow mold when applied at double rates under winter-long snow cover or normal rates under intermittent cover. Fungicide IX and ProTurf Fungicide V with chloroneb are also available. Grace-Sierra (which Scott owns) offers PenStar 10-G and PenStar 75 WP, both with PCNB.

• **ISK Biotech Corp. and Rhone-Poulenc Ag Co.** recommend a tank mixture of their two products, according to ISK Turf & Specialty Products Manager Jerry Pauley. ISK's Daconil 2787 is especially effective against gray snow mold and Rhone-Poulenc's Chipco 26019 against pink snow mold.

Continued on page 24

No straw, no hassle in new technique using Microfoam, polyethylene and Velcro

By MARK LESLIE

KESWICK, New Brunswick, Canada — Unnatural measures for unnatural situations. That's the equation for success for Kenny Crayton, superintendent at Mactaquac Provincial Park Golf Course here.

Embattled with the harsh winters of Canada and tired of struggling with straw in covering his greens, Crayton has taken innovative steps to beat the beast. He has devised his own cover, with the help only of a commercial stitcher, and it appears to be the equal of straw in protecting greens from winter kill.

"This hasn't really been tested enough," he said. "I need a winter where there will be four to six inches of ice cover. We get big

rains in January and we get ice buildup and winter kill that destroys the whole green. When that happens, you have to reseed, the green's out of play for a month or two, and you can lose a lot of money."

The Crayton solution? Last winter, instead of covering his greens with a foot of straw beneath a tarpaulin, he covered five using quarter-inch-thick Microfoam and breathable polyethylene mesh which is UV-treated on the bottom.

Using 72- by 90-inch sheets of each, he sandwiched the Microfoam between the polyethylene. The top polyethylene sheet was coated with water-proof spray. He had a commercial stitcher double-stitch the three-piece cover around the edges and add reinforced eyelets 18 inches apart, so

that it could be held down with tent pegs.

"It breathes and can be rolled," Crayton said. "The water-proofing makes the water run off. The insulated foam is going to keep the frost out. And in snow, it acts as a good insulator."

This year he has modified these covers. He has reduced the size to 24- by 30-inches, making them much easier to move around. And Velcro has been sewn around the edges so the pieces can be Velcro-locked together.

The larger pieces, he said, became so heavy that he needed to haul them off the greens with a tractor wench. With the smaller ones, "I still have eyelets on the outside and I can easily add on if I have a bigger green... There will be a couple of

tent pegs along the inside with the Velcro, but not many."

Crayton said the quarter-inch Microfoam has about the same R value, 4, as a foot of straw, and it eliminates the labor involved with straw.

He said straw is cheaper over the short term but more expensive long-term. Straw costs about \$3 a bale and it takes 100 bales to do one of his 8,000-square-foot greens, he said. Estimates for smaller greens run 30 to 40 bales.

The Microfoam-and-polyethylene covers cost about \$700 per green. Yet, the covers last five years or so before UV rays start to deteriorate them.

After two winters, the Crayton-style cov-

Continued on page 24

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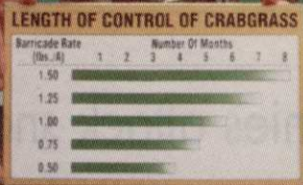


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CIRCLE #115



USGA continues research

Continued from page 1

will minimize the impact of a pesticide? "To an uninformed person, the use of some products is like putting a gun in their hands. For 99 percent of products we have found no negative effects and this would be a waste of research effort. But for a few, you can run into situations that can cause a problem if you don't proceed correctly. We want to focus in on that 1 percent where there may be a problem."

The Green Section and university researchers will "take some basic studies and put the information into more real-world situations and have a positive story to tell on how to use a product and not have any environmental impact," Kenna said. "This is stuff not for scientific journals but for superintendents."

While the new funding will include two or three projects dealing with Best Management Practices, the remainder will support further investigation of pesticide-nutrient fate and attempts to improve models to determine pesticide fate, Kenna said.

"The American public is totally ignorant about pesticides," he said. "They do not understand the concept of quantification of risk."

To most people, the mention of any trace of a pesticide being discovered means danger even though pesticides are found naturally, he said, adding people do not know:

- The mere presence of a pesticide does not mean ill effects.

- The dose makes the poison.
- Chemicals behave in a consistent and predictable way.

Kenna paraphrased University of Florida toxicologist Chris Borgert, who said if chemicals didn't behave that way you could eliminate the Food and Drug Administration because there wouldn't be any drugs.

"People wouldn't be receiving antibiotics and chemotherapy, for instance," Kenna said, "because you could not predict what was going to happen. And even though you could administer a dose, the results would be so inconsistent, you'd never know whether to give it to a person."

"So, it's this failure that we're coming to grips with," he continued. "People have no idea what it means if the USGA releases information that there were 2 parts per billion of a certain pesticide found in leaching fractions from a green. That is the crux of our situation. We have to take it to the next step and start explaining what it means."

Research from the past three years is undergoing peer review and later will be published as a book in 1995. Scientists intend to present the findings at a meeting of the American Society of Agronomy in Seattle the week of Nov. 13.

Among the findings Kenna cited:

- Research has demonstrated that nitrogen leaching is minimal, the turf/soil ecosystem enhances pesticide degradation, and the current agricultural models (particularly Groundwater Loading Effects of Agriculture Management Systems) are inadequate at predicting the fate of pesticides and fertilizers

Projects chosen for future support

Meeting in Houston in August, the Green Section Environmental Research Committee evaluated 35 research proposals and pared them down to eight.

The funded projects include:

- Degradation of Fungicides in Turfgrass Systems, by Dr. Ron Turco of Purdue University.
- Evaluation of Best Management Practices To Protect Surface Water Quality from Pesticides and Nitrogen Applied to Bermudagrass Fairways, by Dr. Jim Baird of Oklahoma State University.
- Modeling Pesticide Transport in Turfgrass Thatch and Foliage, by Dr. Mark Carroll of the University of Maryland.
- Quantification of the Effect of Turf on Pesticide Fate in Soils, by Dr. Bruce Branham of Michigan State University.
- Evaluation of Management Factors Affecting Volatile Loss and Dislodgeable Foliar Residues, by Dr. Richard Cooper of the University of Massachusetts at Amherst.

- Measurement and Model Prediction of Pesticide Partitioning in Field Scale Turfgrass Plots, by Dr. Marylynn Yates of the University of California-Riverside.

- Mobility and Persistence of Pesticides in a USGA Green, by Dr. George Snyder of the University of Florida.

- Evaluation of the Potential Movement of Pesticides Following Application to Golf Courses, by Dr. Al Smith of the University of Georgia.

The last four are followup studies primarily dealing with runoff, volatilization and dislodgeable residues of pesticides.

Each study will receive around \$45,000 to \$50,000 per year for three years, Kenna said. The remaining \$300,000 of the \$1.5 million total funding is set aside for wildlife research. Ron Dodson of the Audubon Cooperative Sanctuary Program is coordinating a meeting in early November with other wildlife organizations to devise a research funding proposal for issues dealing with wildlife on golf courses.

applied to turfgrass maintained under golf course conditions.

- At Rutgers University, a new nematode was developed and released, holding promise for control of white grubs equal to some insecticides.

- Researchers at the University of Kentucky have documented several beneficial predators of white grubs and cutworms that can help reduce pest egg population.

- Pennsylvania State University runoff

plots irrigated with six inches of water per hour yielded nitrogen and phosphorous amounts less than or equal to that found in the irrigation water itself.

- Dislodgeable pesticide residues were only significant immediately after a pesticide was applied to turf.

- Pesticides break down faster in the turfgrass environment than what is typical when these materials are applied to agricultural crops, according to most preliminary results.

WINTER PREP

Chemical companies attack snow mold

Continued from page 22

- PBI/Gordon Corp.'s flagship product is Teremec SP, which combats gray snow mold, pythium and brown patch, according to Central and Northwest Regional Manager Earl Tracy.

- Since 1987, Banner has been Ciba's main product to combat snow mold, according to Doug Houseworth, manager of technical support in the Turf and Ornamental Department. Banner is very effective against pink snow mold, he said. It works well on *Typhula incarnata*, a gray snow mold found primarily in the

eastern United States and Canada.

But it is less effective in heavier-snow-cover areas such as upper Michigan where the *Typhula ishikariensis* strain of gray snow mold is found, Houseworth added.

- DowElanco has marketed Rubigan AS for about 15 years, according to Mark Urbanowski, communications director for the Turf and Ornamental Division. Rubigan AS is a broad-spectrum, systemic fungicide that is effective against both gray and pink snow mold, Urbanowski added.

Microfoam and Velcro key to experiment

Continued from page 22

ers start paying for themselves compared to straw. Plus, he said, "you have far less labor putting the covers on and off."

Last winter, Crayton said, his greens "wintered better than they have in the last few years. I'm optimistic. If I get a lot of ice, I'm not going to get complete kill. Some of the crowns will still be there and the greens will green up come spring."

Crayton is rebuilding the greens on his 18-hole facility and plans to add one per year of his self-made covers to protect the old greens until they get rebuilt. "We're rebuilding two greens a year. Hopefully, when I get the new greens built to USGA (U.S. Golf Association) specs, they will have good drainage and won't puddle, so I'll have less need for the covers," he said. He suggested that superintendents in-

terested in his method experiment by making a small Crayton cover and trying it on a problem green or tee.

He also stressed that covers should be kept out of the sunlight while in storage.

•••

When the greens come out of the winter and the covers are removed, Crayton recommended using breathable covers on them.

"Once spring comes, the greens have to be able to breathe more than when they're in a dormant state," he said. "Breathable covers protect them from the cold nights and allow them to warm up quicker, increasing the temperatures and acting almost like a greenhouse so the grass germinates quicker. I've seen greens germinate two weeks faster with a greens cover than without."



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CIRCLE #117

Northeast

FAX INFO LINE INTRODUCED

TOMS RIVER, N.J. — Rutgers Cooperative Extension is offering a new way to receive information using FAX machines.

People with FAX machines and touch-tone telephones can retrieve various kinds of information by dialing 908-932-6767 and requesting the index of documents. The information in the system is rapidly expanding, but today includes:

- newsletters written by specialists and agents around the state;
- pesticide label updates;
- Integrated Pest Management insect population counts and pest-control information; and
- legislative updates including guidelines for compliance to state and federal laws.

Callers ask for the menu, then dial the four-digit document number. The materials are then sent to the caller's FAX machine.

Questions and comments may be made to system coordinator Peter Nitzsche at 201-285-8300 or county agricultural agents.

ROOT-ZONE RESEARCH INITIATED

WESTFORD, Mass. — Nardone Sand and Gravel is establishing root-zone research plots to help superintendents and architects choose the mix best suited for their construction.

The five-year project is focusing on 12 popular root-zone mixes and also on top dressings. Bob Nardone hopes the findings will help people in the industry with upcoming construction, reconstruction or renovation projects.

Nardone provided 2-1/2 acres at his facility here for the research and has hired Dr. Annamarie Pennucci to help develop the facility and analyze data.

Most of the research will be done on bentgrass greens cut at 5/32 inch. The initial research will look at appropriate root-zone blends for the best new bentgrass cultivars — doing such things as combining date with that on New Hampshire turf plots.

Other plots will be available for shade studies, and others will be set apart for research on ornamentals, wetland grasses and other plants.

VERMONT, N.H. SUPERS MEET

FAIRLEE, Vt. — The Vermont and New Hampshire golf course superintendents will hold their annual joint meeting at the Lake Morey Country Club here Sept. 13.

Revenue will be marked for the VtGCSA Bob Ward Memorial Scholarship Fund and turfgrass research. A trade show from 8 a.m. to noon will be followed by a nine-hole tournament.

North Central

YARD WASTE OUTLAWED

Starting Sept. 1, landfills in Nebraska were no longer be allowed to accept specific types of waste, including grass clippings, yard waste, lead-acid batteries and waste oil. The bans are the first of several Nebraska landfills will face in the next several years.

"The reason behind the ban on yard waste is to reduce the amount of waste being sent to landfills," said Joe Francis, assistant director in charge of the Air and Waste Management Division. "Yard waste accounts for 15 to 20 percent of the



municipal waste stream. By finding better alternatives for yard waste, we should be able to keep our landfills open longer, and delay the high costs of building new sites. Waste oil and lead-acid batteries will be banned because they contain hazardous materials which can potentially contaminate Nebraska's

land and water resources."

DEQ has a brochure which further explains the land disposal ban of yard waste, waste oil and lead-acid batteries. To obtain a copy, or if additional information is needed, contact the DEQ Integrated Waste Management Section at 402-471-4210.

OTF PROMOTES STREET

COLUMBUS, Ohio — The Ohio Turfgrass Foundation has promoted Dr. John Street to executive director of the 29-year-old association. Street had served as executive secretary for 14 years.

Julie Guenther was hired as

OTF's new executive secretary. She will be responsible for membership, publications, the annual conference and show, and the day-to-day operations of OTF. The new OTF address is P.O. Box 14824, Columbus 43214-0824; 614-261-6750.

OTF CONFERENCE, TRADE SHOW

COLUMBUS, Ohio — The OTF will hold its 28th Annual Conference and Trade Show, Dec. 6-9 at the Columbus Convention Center. For information on exhibiting and/or attending contact: Julie Guenther, OTF, P.O. Box 14824, Columbus 43214-0901; 614-261-6750.

For some, beautiful drives down the fairway occur long before the first tee time.

Southeast

FLORIDA SHOW READY

FT. LAUDERDALE, Fla.—The 42nd Annual Florida Turfgrass Association (FTGA) Conference and Show will be held at the Broward County Convention Center, Sept. 18-21.

Among the topics will be "Insects, Friends or foes?" by Dr. Don Short; "Preventing Harassment in the

Workplace," by Jean Seawright; and "Diseases of Ornamental Plantings," by Dr. Gary Simone.

For more FTGA information on registration and hotel accommodations people may contact the FTGA at 800-882-6721.

FLORIDA GCSA ELECTS BAILEY

BOCA RATON, Fla.—Mike Bailey heads the new slate of officers elected by the Palm Beach Chapter of the Florida Golf Course Superintendents Association.

The superintendent at Boca Rio Golf Club, Bailey was also the host for the meeting that included

an educational program, lunch and golf.

Bailey succeeds John Gallagher of Boca Woods Country Club.

Others elected are Robin Goodell of Hamlet GC in Delray Beach and Chip Fowkes of Emerald Dunes GC in West Palm Beach as vice presidents; Jeff Klontz of CC of Florida, Village of Golf, as secretary; Karl Schmidt of Lucerne Lakes GC in Lake Worth as treasurer.

Directors are Joe Hubbard of Old Trail GC in Jupiter, Glenn Klauk of Delray Dunes CC in Boynton Beach, and John McGee of Polo Club, Boca Raton.

SEVEN RIVERS GIVES \$30K

ORLANDO, Fla.—The Seven Rivers Golf Course Superintendents Association has donated \$30,000 to the Florida Turfgrass Association Research Foundation to buy equipment for the Envirotron research facility. This donation will be deposited into the Florida Turfgrass Association, specifically for the Envirotron Equipment Fund.

The \$30,000 check was presented to FTGA Executive Director Bob Yount by Glen Oberlander, tournament chairman for The Envirotron Golf Classic. This year's event was held at World Woods Golf Resort in Homosassa Springs.

West

SOUTHERN CAL. READIES EXPO

COSTA MESA, Calif.—The 34th Annual Southern California Turfgrass Expo will be held at the Orange County Fairgrounds here, Oct. 5-6.

Turfgrass EXPO is sponsored by the Southern California Turfgrass Council (SCTC), a non-profit organization of allied landscape professionals, agriculture groups, manufacturers and distributors that are dedicated to the promotion of research and education for the turfgrass industry. The S.C.T.C. also uses its expertise to focus on universal economic issues like the growing recycling dilemma, irrigation problems and water shortages.

Admission to the EXPO and parking is free. Show hours are from 7:30 a.m. to 4 p.m. Wednesday and from 7:30 a.m. to 3 p.m. Thursday.

For more information, contact Chuck Wilson at 714-951-8547.

CALIFORNIA CITES EFFLUENT USE

With seven of California's last eight water years yielding runoff amounts far below that necessary to meet the state's growing water needs, officials from federal, state and local government and water agencies have signed an unprecedented proclamation, recognizing the importance of reclaimed water as a vital component of California's future water-management plans and policies.

The proclamation was signed by members of the Water Recycling Summit, formed to remove obstacles to California water reclamation efforts. Reclaimed water is used for irrigation, industrial cooling, recreation, ground water recharge, and environmental enhancement.

The proclamation was the result of many months of summit meetings in which representatives worked together to craft a declaration satisfactory to each agency's concerns.

"Recycling treated municipal wastewater provides perhaps the one remaining 'new' water supply in California," said State Water Board member and Summit Chair Marc Del Piero. "The reliability and safety of this water supply can be recognized by anyone who studies its availability and treatment. Increased use of reclaimed water has the potential to free up significant amounts of our increasingly limited potable water supply."

The proclamation stresses the need to overcome and reduce the institutional and regulatory roadblocks and funding constraints that have limited past water reclamation efforts. It also speaks to the need to better educate the public on the value and safety of reclaimed water.

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CIRCLE #118

Tour of Duty

DOUG JOLDERSMA

Tanglewood Park
Clemmons, N.C.
Vantage Senior Championship
Sept. 20-Oct. 2, ESPN

Doug Joldersma, 33, was born in the Detroit area but he's made the South his home. After graduating from Lake City (Fla.) Community College with an associate's degree in golf course operations ('84), Joldersma headed a construction and renovation project at Bidega (Ga.) Country Club. From there, he worked as head superintendent at Litchfield Country Club and The River Club in Pawleys Island, S.C. He arrived at the Robert Trent Jones-designed Tanglewood complex in 1986. This will be his 8th Vantage Championship. Joldersma is responsible for all 54 of Tanglewood's holes, plus all the grounds.

THINGS TO LOOK FOR: Joldersma has Tifway 419 on fairways and Penncross bentgrass on the greens. And after the winter kill suffered along the East Coast this year, he feels Tanglewood just missed a major turf catastrophe.

"Within an hour of here, they got really hammered," he explained. "We were lucky. We did get a significant amount of winter kill. No sprigging or row planting. Just sodding. We had to do 80 percent of our tees and a few spots on fairways, plus high-traffic areas around the greens.

"We'll probably oversee for the tournament. It's coming in rather high, so we've had to scalp it."

MADE-FOR-TV PREPARATIONS: "I would say the rye is definitely being done for the TV... We also do a lot of mum work: five to six thousand on several tees.

"And we'll stripe. We've been told not to." Joldersma continues to be amazed by players' complaints over striping, the argument being, some balls catch the grain and roll further.

"I cannot believe that," Joldersma scoffed. "That's insane."

BRIAN MORRIS

Silverado Country Club
Napa, Calif.
The Senior TransAmerica
Oct. 6-9, ESPN

Brian Morris, 41, was born a Southern Californian, but he's moved north and doesn't plan to move back. "Oh yeah," he declared with a laugh. "My parents have a hard time getting me down there to visit." A graduate of the Cal-Poly Pomona turf program in 1978, Morris worked as an assistant at Calabassas Park, west of L.A. near Thousand Oaks. He took his first head superintendent's job at Candlewood Country Club in Whittier before taking the assistant's post at Silverado in 1980. Six months later he was top dog at the

Wine Country club. The TransAmerica has been held at 36-hole Silverado since 1989, so tournament prep is no great trial for Morris anymore. The tournament is played at Silverado's South Course, a Robert Trent Jones II product, rumored to be his first solo track.

THINGS TO LOOK FOR: "We really don't do anything out of the ordinary," said Morris. "We don't do anything special. We try to maintain all year round, then step up our frequency of cut and tighten things up for the tournament.

"The biggest challenge we've had, prior to the tournament, has been poor soil conditions. We've done extensive top-dressing of the fairways. Very rocky soil. The water wouldn't penetrate and the roots wouldn't grow down. We've lost lots of grass.

JIM JOHNSON

The Rail Golf Club
Sherman Ill.
LPGA State Farm Rail Classic
Sept. 3-5, ESPN

Jim Johnson and The Rail Golf Club are nearly inseparable. The 42-year-old Johnson first worked at the Robert Trent Jones design during high school, building tees, digging lakes and generally moving dirt. Off he went to Penn State, where he would earn his turf management degree in 1977. However, a year before his graduation, The Rail hired him as superintendent. "While I was going to school, the superintendent here was terminated," Johnson explained. "I knew where I was heading and they asked me whether I would consider coming back after graduation." He did, and he hasn't left since. "I grew up in this area, been here all my life. My wife's family has been here all their lives. I grew up with the owner's son. And they've treated me well. And I love what I do."



Jim Johnson

82 traps. "We started on them a year beforehand and finished six days before last year's tournament," Johnson said. "With a year of settling in, I think you'll see a significant difference this year, aesthetically [sod facings] and with regard to playing quality."

Johnson said the old bunkers experienced chronic drainage problems. "Now we pump zero water," he said. "We've also just installed a new Rain Bird Maxi 5 irrigation system. No more dry areas from poor coverage."

MADE-FOR-TV PREPARATIONS: "Last year was our first year for TV," said Johnson, "and we really didn't do anything differently. We painted the cups and the lightweight fairway mowers did a great job. We do stripe the fairways, but that's something we do through the whole growing season. And when we saw the helicopter shots they used to preview the tournament, the fairways looked fantastic."

THINGS TO LOOK FOR: Two years ago, The Rail embarked on an ambitious bunker renovation, a thorough rehab of all

On our worst fairways we've accumulated 4 inches of sand to grow the roots."

MADE-FOR-TV PREPARATIONS: "We haven't gotten into putting on the big show, putting on the glitz," said Morris. "We're more into trying to refine our tournament playing conditions than dress the course up with flowers."

The various tours have asked superintendents not to stripe the fairways vertically, believing some balls roll further with the grain. Has the Senior Tour talked to Morris?

"Indirectly," he said. "They haven't come out and said, 'Do not stripe.' But they have said, 'Mow at an angle so the roll of ball is fair.' They were pleased to see us mowing diagonally."

Research green to provide help for Atlantic supers

Continued from page 13

Scotia Agricultural College is a second step. The college has provided an area "to construct our green and carry out research. It's also cooperating in providing students to care for it. If we can come up with research money, we could probably reach our objective to get people on a full-time basis," he said.

Area superintendents and golf-industry suppliers helped build the 4,000-square-foot experimental green, which was seeded with bentgrass in early July.

The third step toward the ATRF goals is bolstering the turf management program at Nova Scotia Agricultural College. The school has a one-week course in turfgrass management, but expects to enhance that program, Palmer said.

The ATRF has already begun raising money to support its efforts, conducting a tournament at Amherst (Nova Scotia) Country Club in August.

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Pine Valley members extend annual thanks

Continued from page 13

of recognizing the crew's efforts.

"Hughie would be out there walking the course at 5:30 a.m. every day," Mueller remembered. "He saw how hard the staff worked and wanted to let them know how much the members appreciated their efforts."

Said Johnston, a friend of the late golf writer and Golf Hall of Famer Herb Graffis: "He [Graffis] was instrumental in getting the name changed from greenkeeper to superintendent. We visited a lot in his later years and he left a soft spot in my heart for the guys that keep America beautiful."

Mueller believes the recognition afforded his crew has helped him recruit and hold competent staff at Pine Valley.

"A lot of these guys make close to minimum wage, so the extra money is a nice bonus," Mueller said. "We have people who have worked at other clubs who mentioned [during their interview] that they had heard about the party."

Differentiating 'good' and 'bad' insects crucial to IPM program

By DEBORAH SMITH-FIOLA

Beneficial insects are those insect predators and parasites which naturally keep pest insect populations under control. These include lady beetles, Syrphid flies, lacewings, Trichogramma wasps, etc., in both adult and larval stages. Pesticide use, including insecticides, herbicides, acaricides and fungicides (in that order), can be highly toxic to beneficial insects. As a rule of thumb, predators (which consume insects) tend to be less susceptible than parasitoids (which lay eggs inside of insects) but their response is more variable.

The toxic dose of a pesticide is never the same for beneficials and pests. Highly toxic pesticides, which break down quickly, may have less impact on beneficials than those with low toxicity yet a long residual. Pesticides may also decrease life span, fertility and/or mobility of beneficials.

Entomological research on the use of beneficial insects to manage pest populations is the future of IPM programs. Use the following tips when using pesticides to reduce mortality of beneficials:

Decrease pesticide application rates — This allows the survival of low levels of the pest, a food source/prey to the beneficials.

Spot treat — Spray only individual plants with a problem, rather than every single plant in the area. For example, if only one azalea in a row of ten has a lacebug problem, only spray that one azalea, not all ten. This allows beneficials to survive on non-treated plants and eventually move back to treated plants.

Use less sprayer pressure — Sprays seldom reaching the interior of a plant allow beneficials an untreated area in which to take refuge.

Use granular, systemic products — These tend to be less harmful to beneficials than foliar sprays.

Avoid general broad spectrum pesticides — These kill all pests they hit including beneficials. Choose a specific product for a specific pest.

Use biorational insecticides — Soaps and oils, once dry, have a negligible effect on beneficials. Many beneficials fly when products are applied, then return safely since there is no residual. Soaps will not harm beetle larvae (e.g. lady beetles). Some pesticides are more toxic to beneficials than others. Use the following list as a guide:

Highly toxic to beneficials: Diazinon, Dylox/Turcam, Dursban, Malathion, Orthene, Sevin, Talstar, Vydate.

Low toxicity to beneficials: Avid, Dimilin, Dipel, Di Syston, soaps, oils, Pentac, Mancozeb, Metasystox-R, Thiodan, Vendex.

IPM Newsletter, reprinted from The Greenside of GCSA of N.J.

GOLF COURSE NEWS

Peer-reviewed Beard-Green treatise spells out turfgrass's pluses

After more than 10 centuries of human use, the environmental benefits provided by turfgrasses are scientifically documented in the May-June issue of the peer-reviewed Journal of Environmental Quality. Examining a long list of functional, recreational and aesthetic turf benefits, Drs. James Beard and Robert Green's lengthy treatise concludes: "The complexity and comprehensives of these [turf's] environmental benefits that improve our quality of life are just now being quantitatively documented through research."

Environmental benefits of turfgrass documented in the article include: soil erosion

control and dust stabilization; ground-water recharge and surface-water quality; organic chemical decomposition; soil improvement and restoration; heat dissipation-temperature moderation; noise abatement and glare reduction; decreases of noxious pests; reduced allergy-related pollens and human disease exposure; security for vital installations; and lower fire hazard.

The researchers also report scientific support for recreational and aesthetic benefits that include improved mental health, social harmony and improved productivity.

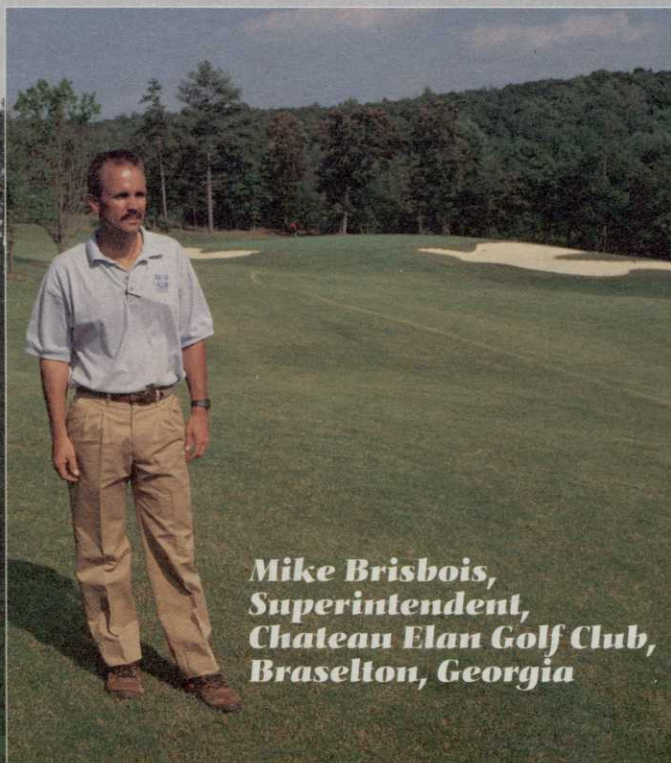
Addressing the concern of turf's water use,

the researchers reported: "There is no valid scientific basis for water conservation strategies or legislation requiring extensive use of trees and shrubs in lieu of turfgrasses. The main cause for excessive landscape water use in most situations is the human factor."

They strongly recommend educating the public that "the darkest-green turf, which many people strive for, is in fact not the healthiest turf. A medium-green turf with a moderate growth rate will have the deepest root system with less thatch, reduced disease and insect problems, and increased tolerance to environmental stresses such as heat, drought, cold and wear."

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**Mike Brisbois,
Superintendent,
Chateau Elan Golf Club,
Braselton, Georgia**

In addition to crabgrass and crowfoot, most annual broadleaf weeds are controlled such as knotweed, spotted spurge, and clovers. RegalStar® preemergent herbicide is the premium product preferred by superintendents who demand superior weed control and the highest quality turf possible.



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Call for details.**





By JIM SNOW

ST. ANDREWS, Scotland — The Second World Scientific Congress of Golf was held July 4–8, at the University of St. Andrews here. The conference is a quadrennial affair, the first congress having been held in St. Andrews in 1990. Its purpose is to bring together scientists from all

Jim Snow is director of the United States Golf Association Green Section in Far Hills, N.J.

facets of golf who have a scientific interest in the golfer, the equipment used to play the game, and the maintenance and playing characteristics of the golf course itself. Several hundred people attended the congress, including more than a dozen American turfgrass scientists who presented research papers concerning their recent studies.

The attraction of this congress, in addition to its location at the home of golf, is the opportunity

to interact with scientists from other parts of the world and from disciplines other than those normally encountered in the sphere of turfgrass specialists. More than 90 scientific papers were given, covering a wide array of golf topics. Several dozen posters also were presented, allowing participants to speak directly with researchers about their work. To get a flavor for what was discussed, consider the following titles:

- Discrete pressure profiles of the feet and weight transfer patterns during the golf swing
- A study of golfers' ability to read greens
- The search for the perfect handicap
- A new aerodynamic model of a golf ball in flight
- Does it matter what ball you play?
- A method of classifying the quality of golf green turf
- Health risk assessment from

pesticide use on golf courses in Korea

- Discipline and flourish: golf as a civilizing process?

From a turf and environmental standpoint there were 22 papers presented, representing the work of scientists from the United States, England, Wales, Spain, Japan, Korea, New Zealand, and Australia. There were four keynote addresses made to the entire congress during the four days, each representing a major section of the conference program. Dr. James B. Beard delivered the keynote address for the agronomy section, summarizing the environmental benefits of golf course turf.

Part of the excitement and interest of an international conference is being exposed to ideas that you haven't thought about before, but which could hold great value if applied correctly. For example, imagine being able to take several simple measurements of the physical and playing characteristics of a golf green and using that information to predict the overall quality of that green throughout the year. Research work being conducted by the scientists at the Sports Turf Research Institute in Bingley, England, is attempting to devise just such a system.

Simply put, they are taking extensive measurements of green characteristics and classifying each green into one of nine classes, based on visual appearance and playing quality. Then the many different measurements will be statistically analyzed, and a simple set of measurements to predict overall quality will be developed. If you wonder what good all this work will accomplish, just ask yourself if you would like to be able to answer two of the most commonly asked questions in golf: 'Why are our greens so slow?' and 'Why don't our greens hold a shot?' When their study is complete, we may be able to provide straightforward responses to those questions.

Convinced? Did you wonder what the answer is to the question raised in the paper, 'Does it matter what ball you play?' Although there was some statistical difference in length of drives and accuracy, especially for the low-handicap golfer, the final sentence in the paper sums it up quite nicely: "Thus (personal preference) and price are likely to affect golf ball purchases, and regular lessons with the professional rather than the search for a 'magical' ball may be a better way of lowering a handicap."

Care to know more about the 92 papers presented at the Second World Scientific Congress of Golf? Fortunately, the full proceedings of the congress, titled *Golf and Science II: Proceedings of the World Scientific Congress of Golf*, has been published and is available from Chapman & Hall, One Penn Plaza, New York, N.Y. 10119. The cost of the book is \$59.95, and orders can be placed by calling 1-800-634-7064.

Scientists share findings at World Congress of Golf

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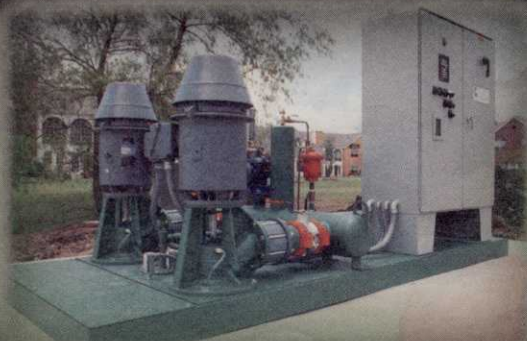
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GCSAA UPDATE

Management is streamlined in new leadership lineup

LAWRENCE, Kan. — A new management structure and staffing — “more efficient, more effective and more reflective of the needs of today’s superintendent” — have been announced by the Golf Course Superintendents Association of America (GCSAA).

The changes are needed to allow GCSAA to reach its objective of becoming one of the finest service organizations in the country by the turn of the century, said GCSAA Chief Executive Officer Stephen F. Mona.

Key changes involve:

- Creation of three departments in the areas of chapter relations, career development and technical information services.
- Consolidation of public relations, government relations and publications and advertising sales functions into a single communications department.
- Merging marketing functions with management of the annual GCSAA trade show and golf championship.

NEW DEPARTMENTS

Former manager of Pacific Rim

operations Don Bretthauer and former Director of Education David Bishop have filled two of three leadership roles for the new departments.

Bretthauer is manager of chapter/international relations, while Bishop is manager of technical information services.

A manager of career development will be named in coming months.

COMMUNICATIONS

Pat Jones, former director of development, has been appointed director of communications. He succeeds Clay Loyd, who has retired. Christ Caldwell, former managing editor of GCSAA’s Golf Course Management (GCM), has been named editor-in-chief. Terry Ostmeyer, former special projects editor for GCM, has been appointed managing editor. Sharmion Linseisen, former assistant editor, is associate editor.

Dr. Jeff Nus, technical editor for GCM, has assumed added duties of manager of research. Carol Hayes, former manager of communications, is manager of executive communications.

TRADE SHOW

Robert Shively has moved from his post as director of marketing and sales to director of marketing/conference and show. Bonnie Stephenson, former conference coordinator, has moved to manager of conference events. Pam Owens, who has been manager of exhibit sales, has been appointed manager of expositions and tournament.

Meanwhile, former Director of Administration Patricia McCarthy has been named director of central services. Marc Lim has changed jobs from computer operations coordinator to manager of management information services. Past Administrative Assistant Gwen Denton is now manager of human resources. Former production clerk Beverly Schuster is supervisor of the mail and production center.

Jennifer McCaughey, past membership coordinator, has been appointed manager of membership. Betsy Evans, former regional seminar coordinator, is manager of regional seminars.

Nationwide searches are underway to fill five management positions and vacancies created by the realignment.

Courses outlawing metal golf spikes

Continued from page 13

clubhouse,” Malloy said.

• “Metal spikes ruin mower blades,” Yoder said. “We’ve saved several thousand dollars this year already.”

Malloy, who was superintendent at Wynstone when the Green Committee bought the first two pair of Softspikes for each of its nearly 300 members, said, “Probably six times a year a [mower operator] will run over a spike or cleat with a reel, and you trash a \$250 reel.”

• Quality turf can be maintained better with the urethane spikes, too.

The metal spike creates a perfect seed bed for poa annua, transporting the poa from one course to another, while Softspikes do not.

Metal spikes pull up the turfgrass runners. Softspikes do not.

And, some suggest that a new golf course can be grown in faster if players wear the urethane spikes. They say that since the grass is tender and has little thatch buildup, Softspikes will do less damage and allow the turf to mature faster.

Golf course operators might equate a quicker course opening — with urethane spikes — to more money in the bank as well.

“Is it agronomically saving me thousands a year?” Yoder asked. “I don’t think so. But it’s sure easier on the greens. We no longer have spiked-up greens, which is tremendous.”

“I saw a lot of guys get beat up last year with the wet conditions,” Malloy said. “But I wore Softspikes in deplorable, wet conditions and couldn’t damage the turf even if I tried. I went back to my mother ship and told my green committee, ‘I think I’ve got the trick for your spike-marked greens.’”

Checking his greens one day after they had absorbed about 240 rounds, Malloy found they “looked like the they did when they were mowed. The putting conditions were identical at 3 in the afternoon as at 7 in the morning, as far as spike marks are concerned.”

“We’ve had three major golf tournaments held exclusively on Softspikes [including the Ohio Amateur at Scioto and two tournaments at Muirfield Village],” said Softspikes, Inc. Vice President of Sales and Marketing Brian Golden from his Alexandria, Va., headquarters. “The players who, late in the day, had the same greens to putt on as the first off really appreciated it.”

So what are the disadvantages to Softspikes?

They don’t last as long, Malloy said, adding, “You probably have to change every 20 to 30 rounds, depending on how much concrete you walk on.”

They tend to be slippery on wet wood surfaces and very steep wet slopes, Yoder added.

Nothing else, unless the \$7.95 per pair of shoes (less when bought in bulk) scares people off.

Golden reported that 10 facilities now ban metal spikes — a figure he expects to grow, and even skyrocket if the golf shoe manufacturers climb onto the bandwagon. “Manufacturers make their profits on the shoe, not the spikes. They should have no qualms about changing over,” Golden said. “Several manufacturers are interested and we should know more in the fall.”

Golden’s group began operating Softspikes last October and has been aggressively marketing the spikes since the end of January, he said. It began seeing success in April.

Softspikes, Inc. is located at 5800 Farrington Ave., Alexandria, Va. 22304; telephone 800-638-0075.

Clay Loyd retires after 10 years

Clay Loyd, director of communications and publications for the Golf Course Superintendents Association of America, retired June 30 and is at work on his first book.

Loyd’s career with GCSAA began in October 1983 as director of communications. Under his leadership, GCSAA’s flagship magazine, *Golf Course Management*, grew steadily over the past 10 years.

Loyd is a 1956 graduate of the University of Missouri School of Journalism.

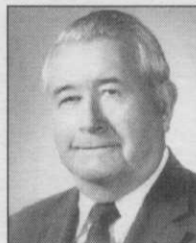
Prior to joining GCSAA, he was director of public relations for the Kansas National Education Association, and had been editorial page editor for the *Topeka (Kan.) Capital-Journal*.

Loyd plans to continue his long-time career in journalism, and is already at work on his first book.

Rose leaves post

Janet Rose, director of membership for the Golf Course Superintendents Association of America (GCSAA) since 1987, has accepted the position of executive director for the Los Alamos (N.M.) County Chamber of Commerce.

Rose joined the GCSAA membership department in 1984. As membership director since 1987, Rose’s responsibilities were membership promotion and retention, as well as benefits and services to the association’s nearly 13,700 members. These services included insurance and health benefits, merchandise and reference material programs, job referral opportunities, chapter relations and coordination of the GCSAA Golf Championship and annual meeting.



Dr. James Watson

Watson to be presented Old Tom Morris Award

Citing his career as exemplifying how “one person can make a tremendous impact on an entire

profession,” the Golf Course Superintendents Association of America (GCSAA) has selected Dr. James Watson to receive the Old Tom Morris Award.

“Dr. Jim has been a great friend to GCSAA and its members for half a century,” said GCSAA President Joseph G. Baidy. “We are delighted to be able to pay tribute to the contributions he has made.”

GCSAA established the Old Tom Morris Award in 1982 to recognize individuals who have made outstanding lifetime contributions to the game. The award is named in memory of Old Tom Morris (1821-1908), greenkeeper and golf professional at the Royal and Ancient Golf Club of St. Andrews, Scotland.

Following military service in World War II, Watson earned a bachelor’s degree in agronomy from Texas A&M University in 1947. He obtained his doctorate in agronomy from the Pennsylvania State University in 1950.

As a graduate student at Penn State,

Watson was the recipient of the United States Golf Association (USGA) Green Section fellowship and studied under the famed Dr. Burton Musser. He returned to A&M to serve as an assistant agronomy professor and conduct turfgrass research.

In 1952, Watson left A&M to begin his career with The Toro Co. as director of agronomy. For over four decades with Toro, his research touched on nearly every aspect of turfgrass management. Later as the company’s agronomist and vice president of customer relations, he led Toro’s efforts in equipment development and evaluation, and served as the liaison to professional groups such as GCSAA.

Watson has received many awards, including the USGA Green Section Award (1976), the American Society of Agronomy’s Agronomic Service Award (1977), GCSAA’s Distinguished Service Award (1983) and the American Society of Golf Course Architects Donald Ross Award (1994).

He will be honored during the closing banquet of GCSAA’s 66th International Golf Course Conference and Show, next Feb. 27, in San Francisco.

Association donates \$25,000 to USGA

The Golf Course Superintendents Association of America (GCSAA) made a \$25,000 contribution to the United States Golf Association’s (USGA) Environmental Research Program.

During the donation presentation, GCSAA President Joseph G. Baidy said, “As we all know, golf is facing heightened environmental awareness from the media and the public.

“This awareness is creating concerns that influence the management of our

existing courses and the development of new ones.

“The issue of golf and the environment is extremely vital to the future of the game. The results from the USGA’s Environmental research program should provide a better understanding of how golf courses can minimize their effects on the environment, as well as give golf a solid foundation for future research. Through this donation, GCSAA is proud to be a part of these efforts.”

In search of endophyte: Suichang endures in quest for best bents, bluegrasses

Continued from page 1

Kentucky bluegrass and bentgrass.

The search for an endophyte-carrying Kentucky bluegrass (*poa pratensis*) has been underway for about 10 years, Suichang said.

Suichang's mentor at Rutgers, Dr. Reed Funk, theorized that when European strains of *Poa pratensis* were first imported to the United States, the fragile endophyte died during the ocean voyage. If that were true,

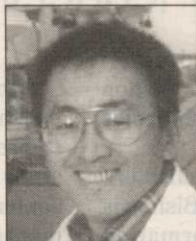
endophyte-containing strains should still exist on the European continent, he predicted.

Researchers collected more than 1,000 samples in Europe. "But we didn't find any endophytes in the European samples," Suichang said.

Endophytes, particularly *Acremonium*, have been discovered in 20 other *poa* varieties, Suichang said. But researchers haven't succeeded in either inoculating or breeding the

endophyte-carrying characteristic into turf-quality Kentucky bluegrass.

"In a single winter, the endophyte is bred out," Suichang said. "Poas seem to have a non-aggressive, slow-growing endophyte. We still believe breeding



Suichang Sun

or inoculating endophytes from other poas into Kentucky bluegrass is a possible approach."

The search for native bluegrass species with endophyte infection continues, Suichang said.

Meanwhile, Jacklin is crossing endophyte-infected plants of neighboring *poa* species with Kentucky bluegrass in the hope of developing an endophyte-containing hybrid.

Suichang is also searching for an endophyte that Kentucky

bluegrass will not reject when inoculated.

The prospect of developing an endophyte-containing strain of bentgrass "should be particularly exciting for superintendents", according to former USGA agronomist Jim Connolly, now senior technical agronomist with Jacklin.

While at Rutgers, Suichang was involved with Funk's research on inoculating creeping bentgrass with endophyte. He plans to expand on Rutgers' research at Jacklin.

"The bentgrass they [Rutgers] planted last fall still has endophyte," Suichang said. "Potentially, the bentgrass research could have an even bigger impact because of Northern superintendents' preference for bentgrass greens."

UGeorgia, PLCAA team to offer home correspondence study

MARIETTA, Ga. — The Professional Lawn Care Association of America (PLCAA) and University of Georgia are offering a home correspondence course leading to turfgrass professional certification.

The "independent study course," Principles of Turfgrass Management, is designed to help students "understand the principles of turfgrass establishment, growth, maintenance and troubleshooting; master modern turfgrass management practices and procedures; and become certified.

It covers 14 topics appropriate for all regions of the United States, including pesticide safety and integrated pest management.

Golf course maintenance employees are among those suggested as students, although there are no prerequisites for enrollment.

The \$275 course (\$225 for PLCAA members) carries 12 University of Georgia continuing education units.

Students can take up to a year to complete the course, which involves four open-book, mail-in examinations and two closed-book exams arranged at educational institutes near the students.

Dr. Keith Karnok of the University of Georgia is the course author. PLCAA has been assisted in producing the course by The Andersons, ISK Biotech, Lesco, Miles Specialty Products, O.M. Scott, PBI Gordon, Sandoz Agro, Sunbelt Seeds, Orkin Pest Control and Lawnmark Lawn Care.

More information is available from Community Learning Resources, Suite 191, Georgia Center for Continuing Education, University of Georgia, Athens, Ga. 30602; telephone 706-542-1756. PLCAA members should call 800-458-3466.

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BRIEFS



GULL LAKE ADDING 5TH COURSE

GULL LAKE VIEW, Mich. — Construction of the newest 18-hole design at Gull Lake View Golf Club has begun. It is expected to open for play by mid-1995. It will have a 3-3-3 format — with holes evenly split between par 3s, par 4s and par 5s. It will average 7,500 square feet of greens, and will measure between 6,800 and 6,900 yards from championship tees and about 6,400 from regular markers. Hazards will include three ponds and 50 sand traps. The new course will be Gull Lake's fifth.

COMMONWEALTH NATIONAL HONORED

HORSHAM, Pa. — Arnold Palmer-designed Commonwealth National Country Club has been given an Outstanding Land Development Award from the Montgomery County Planning Commission for environmentally sensitive design and for protecting and preserving the existing natural features on the property. The award was presented to superintendent Larry Schlippert. The course opened for play in 1990.

TEXTRON PROMOTES MUNOZ

ATLANTA, Ga. — Ramon Munoz has been promoted to vice president of the Golf Course Finance Division at Textron Financial Corp. (TFC) a subsidiary of Textron, Inc. Munoz will maintain and continue to expand TFC's growing golf course portfolio, now approaching \$200,000,000 in volume. Munoz has been with the Golf Course Finance Division of TFC since shortly after its inception in 1990. Prior to joining TFC, he worked in golf and real estate development in the New England area.

UTAH DEVELOPMENT UNDERWAY

DRAPER, Utah — David Graham and Gary Panks are designing an 18-hole course for the new South Mountain Project here, 18 miles southeast of Salt Lake City. South Mountain has 1,517 acres situated in the foothills of the Wasatch Range. The project is zoned for 1,700 residential units, and construction on the infrastructure began in July. EDAW-HRV, based in Denver, is overseeing the land plan and landscape architecture. The developers are Dee Christiansen and Terry Diehl of South Mountain.

FOSTER GROWS, MOVES

ST. LOUIS — Since opening an office here in the spring, architect Keith Foster has secured four design projects in Colorado, Texas and Kentucky. So the firm is moving into a larger office at 10411 Clayton Road, Suite A-14, St. Louis, Missouri 63131; phone 314-997-7373. Art Schaupter, associate, Midwest projects, and Lee Hetrick, associate public relations and marketing, will be moving from Phoenix to St. Louis.

Hall-of-Famer Mann marks minority market

Golfing great forms female-led turnkey development team

By MARK LESLIE

HOUSTON — Her title was once LPGA Touring Pro. But now Carol Mann is taking aim on a new moniker: Golf Business Entrepreneur.

With one swift step, Hall of Famer Mann has become a pioneer among women, establishing a female-owned, female-operated golf development turnkey business.

Stepping out from its position as a "minority company," Carol Mann Golf Services is on a mission to give ordinary golfers, women, seniors, juniors and the physically disabled "the opportunity to enjoy this game as much as anyone" through design and construction "that addresses the needs of all golfers."

It is offering clients the total development package — from feasibility



Carol Mann can still coax in a putt.

studies to course and facility design and club management.

"I see myself as more than the Tour pro. I am changing my profile," Mann said from her headquarters here. "My goal in forming this company is for it to be for the rest of my life."

The new company is separate from Carol Mann Inc., which has consulting, appearance and publishing divisions.

"The appearances and the consulting sometimes are all dependent upon your profile. And it is a natural waning that happens to everyone unless you have the venue of competitive athletics. I haven't competed in about 13 years," said Mann, who won 38 LPGA tournaments during a remarkable 21-year career.

Mann cited two driving forces to starting her new business — creating playable courses for all players, and competition as a minority business in a relatively "open field."

Continued on page 38

Vintage Group takes 'downtown' idea on the road

By MARK LESLIE

CHICAGO — With one downtown golf course and practice center barely under its belt, Vintage Group, USA Ltd. has unveiled plans to take the concept to a half dozen other cities.

"Our game plan," said Vintage Group President Charles Tourtellotte from Illinois Golf Center, "is to either do public or institutional financing for \$25 million, initially. Because we've had such good visibility and success with this project, we will take this concept on the road, so to speak."

Initial target is to finance six projects with \$25M

That \$25 million will finance six facilities like the Illinois Golf Center. The Chicago facility, which opened to the public Aug. 21 — and is bounded by Randolph Street and Lake Shore, Columbus and Wacker drives — features a nine-hole, par-3 track consisting of famous holes by Pete and/or Perry Dye. The McGetrick Hurter Learning Center, a 92-tee practice area, a putting and chipping green, and fully equipped

clubhouse at 221 North Columbus Drive fill out the center. It is open until late evening or midnight every day and provides nearby practice opportunities to tens of thousands of golfers who work in the city.

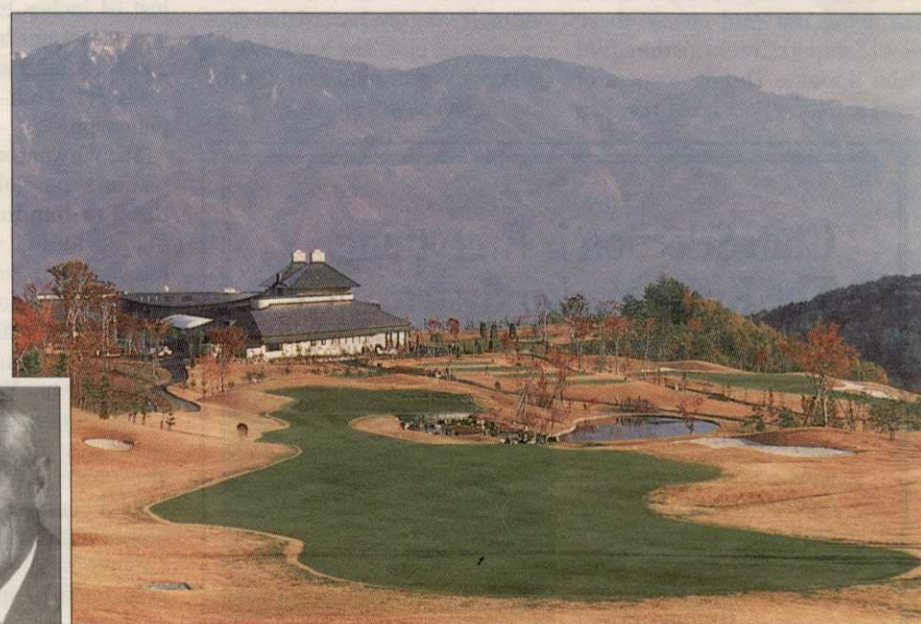
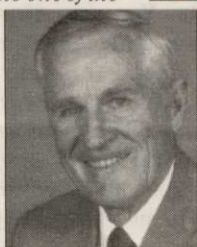
Vintage Group has property in San Diego under contract and is considering sites in New York City, Seattle and San Francisco's East Bay area, Tourtellotte said.

He expects ground to be broken on the San Diego property before the end of the year and the first six facilities to be underway within 24 months.

Continued on page 34

Robinson's career a fountain of success

A University of Southern California graduate and a land planner by training, Ted Robinson, 71, has evolved into one of the best-known golf course architects in the country. He began designing nine-hole courses as part of master-planned communities in the 1960s. Vandenberg Country Club (CC) in Lomboc, Calif., was his first 18-hole, regulation-length layout. Over the past 30 years, the California native has designed 140 golf facilities throughout the Western United States and Pacific Basin. He is particularly known for the waterscapes that grace many of his layouts. Robinson is a past president of the American Society of Golf Course Architects and a member of the American Institute of Planners. His son, Ted Jr., joined the Dana Point, Calif.-based firm 2-1/2 years ago.



The 18th hole at Akeno Golf Club in Japan, designed by Ted Robinson, above left.

He won the national seniors championship in the 70-to-80 bracket 30 years ago. He shot his age in the tournament when he was 71. I started as a land planner for residential developers and my father helped lay out golf courses as part of the master plans.

The other was Johnny Dawson. He was a well-known golfer and a major developer in Palm Springs. It took me 12 to 13 years to transition from a land planner to a golf course architect and he was very helpful.

GCN: What course legitimized you as a golf course architect?

TR: Sahalee Country Club in Seattle [opened in 1969] put me over the top. It was

a low-budget course, but it's been very well rated and will host the 1998 PGA Championship.

GCN: Do you have a favorite course you designed?

TR: That's like asking if one of your children is your favorite. Sahalee gave me some prestige and recognition. I got to design the equestrian center [site of a 1984 Olympic event] and course at Fairbanks Ranch CC [in Rancho Santa Fe, Calif.]. That was a lot of fun. And I got to work with Greg Norman at The Experience at Koele. But they've all been fun.

Continued on page 34

Johnson on his own, eyes int'l canvass

By MARK LESLIE

MT. VERNON, Wash. — Despite what he calls a “glut of golf course architects” around the world, Tom Johnson is testing the waters by opening his own design firm here.

The 39-year-old North Carolinian, who has worked the past seven years with Denis Griffiths and Associates in Braselton, Ga., is concerned about the future of his profession.

“Weekly, there’s somebody putting up their shingle,” he said. “There is a glut of architects, not only in the U.S. but around the world. Is it going to take a golf recession to slow that down? I question whether the business can support all these people. How long it is going to last?”

Johnson already has three projects in planning — one in the Seattle suburb of Conway and two in Japan, where he has worked for most of the past 13 years, first with Gary Player and Ron Kirby from 1981-83. The North Carolina State graduate, with degrees in turfgrass management and landscape architecture, also labored as a job superintendent with Wadsworth Golf Construction Co. from 1983-87 in the Midwest and Texas before joining



Tom Johnson

Griffiths. The member of the American Society of Golf Course Architects has his own ideas on golf design, declaring: “The one problem I have with most designers is that they say they want to build a course everybody can play. I dispute that. The flat statement that everybody is going to enjoy [a certain] course, or that you’re going to make it playable for everybody, is a misnomer.”

“The difference in capabilities of golfers is so vast,” he added. “You play with people who shoot 118 and then you play with one-handicappers the next day. The same golf course just does not work. You’ve got to decide not only what the site dictates, but what the client wants. Then you have to go after the best golf course. It’s not going to work for the entire golfing population.”

Johnson, whose favorite architects are Charles Blair Macdonald and Alister Mackenzie, said: “I don’t like to cubbyhole myself into the minimal

look, or traditional, or Scottish. The terrain dictates more than the type of player.”

He said he uses bunkers “not only as strategy to tell people where to hit the ball, but to hide things. Golf needs to be part mystery. You just can’t lay it out on a piece of paper and expect it to work.”

The golf courses Johnson doesn’t like are what he calls “sod farms.”

“The client’s trying to save money and the superintendent wants to mow the entire course with a seven-gang mower. You end up with a sod farm. For the 70-year-old, retired crowd in South Florida, that might be the right golf course. But those are very boring to play, very un-eye-appealing,” he said.

In contrast, he said his favorite American courses are Shinnecock Hills in Southampton, N.Y., from the old school, and Harbour Town Golf Links in Hilton Head Island, S.C., from the new.

“You have a big gap in the U.S. between the old and the new,” he said. “Harbour Town [designed by Pete and Alice Dye] is like the headlight of new American golf course architecture from the ’60s to the ’80s. They’ve been



Tom Johnson was the lead designer for Denis Griffiths & Associates on this project — Chiang Mai Green Valley Country Club in Chiang Mai, Thailand.

playing there since ’69, and it’s a wonderful setting, wonderful golf course and wonderful strategy.”

The lead designer for much of Denis Griffiths’ Asian courses, Johnson expects to continue to work extensively there, and is now just an eight-hour flight away from Japan.

“I enjoy working in Japan,” he said. “The biggest difference [from the United States] is, golf

course architects are more designers in Japan. We’re not belabored too much with environmental and engineering problems. The client takes care of those parts of the job. Architects wear more hats inside the U.S. We’re the liaison. We’re in charge of the budget, in charge of grow-in sometimes...

“But in Asia, and especially Japan, we’re basically designers: the creative thinkers of the job. I really like that.”

Q&A: Robinson’s design cup overfloweth

Continued from page 33

GCN: How did waterscapes become such an important part of your work?

TR: It started in the Coachella Valley [near Palm Springs, Calif.]. I’m doing my 23rd course there now [Tahquitz Creek] for the city of Palm Springs. The developers of Sunrise CC [in Rancho Mirage] 15

years ago sent out questionnaires to 13,000 golfers. They asked them to pick their nine favorite holes in the area. Eight of them had water. We learned from that. We try to incorporate the sight and sound of water. It’s the one hazard that does not slow up play. The key is to give golfers a way around it, to give the high handicapper an out.

GCN: With the water shortages in many parts of the country, is it becoming more difficult to get water features approved?

TR: Lakes actually save water. It takes 104 inches of water annually to keep grass green in the desert. If a lake is properly sealed, it loses just 64 inches to evaporation. So you save water by using lakes and ponds rather than grass.

GCN: What is your design philosophy?

TR: We want our courses to be as natural as possible; challenging for the low-handicapper but not discouraging for the high-handicapper; rewarding for the good shot but not overly penal for the bad one; with greens flexible enough to accommodate many pin placements. You can change average scores on a hole by as much as half a stroke through pin placements. There are two ways to build a course. First, there is the trial-and-error method, where you rough things out, move some dirt, look at it, then move it again if you

want to change something. It’s creative, but it can be costly to keep moving things around. We use the second method, working everything out on paper or the computer. It’s less expensive because you move things once and that’s it.

GCN: How do you view the role of the superintendent?

TR: A good superintendent can take a mediocre design and make it look very good. He can also take a great design and make it look pretty bad. The designer and superintendent are dependent on each other. I like to get the superintendent involved during construction so he can point out maintenance issues we need to consider.

GCN: How involved is Ted Jr. in the business?

TR: He used to be with Wells Fargo Bank, so he’s been very helpful from the financing end. In fact, we’re looking at financing a course of our own in the LA area. He’s also been computerizing everything around here. He’s going to be a darn good architect before

long. We’ll make sure he has several more courses under his belt before applying for ASGCA membership.

GCN: What is the future of golf development?

TR: It depends on the economy. Things certainly aren’t as hectic around here as they were a few years ago. A lot of our courses are pending because of a lack of financing.

GCN: Has the Asian market helped pick up the slack on the domestic side?

TR: Definitely. We have a course going in Jakarta, another one pending in South Korea and one in Tomoika, Japan, that will open this fall. Environmentalists are a threat to Asian development. They’re clamping down in some areas. There’s a growing feeling that golf courses are detrimental. We have to combat that by bringing in environmental consultants early, publishing research on the safety of properly applied pesticides, and preserving wetlands by incorporating them into the design.

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Vintage Group plans half dozen ‘downtown’ projects

Continued from page 33

“We want to replicate, for the most part, what we’ve done here, which is a significant practice area,” Tourtellotte said. “We want to focus on being a learning center and to promote teaching. We have two nationally recognized instructors — Mike McGetrick and Don Hurter. We’ve got some very high-tech teaching facilities, with indoor and outdoor video cameras. We will have covered, heated tee stalls this fall.”

You can practice your long game

on the driving range, your short game on the par-3 course, and your chipping and putting on a 7,000-square-foot green and green-side bunkers.

Dye Designs International of Denver designed the par-3 course here and will be given first consideration for design of the future projects, Tourtellotte said.

“Perry has done a great job here and one of the things he does very well is par-3s, especially on tight sites,” he said.

Tourtellotte said future sites need not be large. The Illinois Golf Center covers 30 acres, five of which are a public park. The San Diego property is 24 acres and is not downtown, “but it’s urban in the sense that we want 500,000 people in daily-worker density within a 10-mile radius,” he said.

“We’re the good guys and ride into the cities with the white hats,” Tourtellotte said, “because we’re creating green open space as opposed to high-rises.”

Viola adds twist of golf to Bavarian destination resort in Michigan

By MARK LESLIE

FRANKENMUTH, Mich. — A taste of Bavaria came to this Michigan community years ago. Now it will add golf.

The Timbers will be an 18-hole, public golf course with villa-type housing units snuggled in lots on the thickly forested, 270-acre site. The facility will be a new twist in this town two hours northwest of Detroit, which centers its tourism draw on the German heritage of its settlers. A Bavarian tourist

village and breweries are the order of the day.

Developed by B&Z Enterprises, The Timbers course is being designed by Lorrie Viola of L.A. Links Inc. in Farmington Hills.

"The character of the development itself will be very different from what's in the area," Viola said. "It will be an entirely planned community with a secluded feeling because all the residences will have an amenity

whether golf, a lake or woods, and with a theme — timbers, with post-and-beam construction on some units."

Much of the property is heavily wooded, while about 40 percent is wetlands, and several parcels once were farms. Builders will create seven or eight small lakes.

"I foresee a lot of movement," Viola said. "I will plateau some of the fairways, raising them above wetlands areas, so there is a feeling of movement within the hole itself."

Heavy mounding will prevail in the open areas, while golf in the woods will have less, in order to preserve as many trees as possible, she said. The wetlands will force some carries, but Viola intends to keep them short and to ample landing areas.

The par-72 track will measure 5,600 to 6,900 yards from four or five sets of tees.

Viola expects the driving range will be ready to seed by fall and open next year. The golf course

itself must receive state Department of Natural Resources approval for holes in the wetlands, but she intends to begin construction next April and projects an opening in the summer of 1996.

B&Z Enterprises is a partnership of Michael Bergman, a landscape irrigation contractor whose father, Stony, was a golf course builder, and Timothy Zehnder, who owns Bavarian Builders here.

GCBAAs certifies eight builders

CHAPEL HILL, N.C. — The Golf Course Builders Association of America (GCBAAs) has announced the addition of eight new members to the 1994 Certified Golf Course Builders list.

They are: Atlantic Golf Course Construction Ltd. in Fredericton, New Brunswick, Canada, G.A. Blocker Grading Contractor of Oswego, Ill., Eighteen Construction of Jacksonville, Fla., G.C.R.I. of Ft. Pierce, Fla., Golf Works of Austin, Texas, Holmes & Company of Orlando located in Eatonton, Ga., Kenova Construction Corporation of W. Palm Beach, Fla., and McDonald & Sons of Jessup, Md.

These are in addition to the 14 already on the 1994 list. Those already included are Buky Golf of Mt. Washington, Ky., Central Florida Turf of Avon Park, Fla., Paul Clute & Associates of Harland, Mich., Dye Construction of California located in Denver, Colo., Environmental Golf of Santa Ana, Calif., Fairway Construction of Temecula, Calif., Golf Development Construction of Louisville, Ky., Greenscape Ltd. of Menlo Park, Calif., Guettler & Sons of Ft. Pierce, Fla., Landscapes Unlimited of Lincoln, Neb., Moore Golf of Culpeper, Va., Pierman Golf Company of N. Palm Beach, Fla., Prince Contracting Company in Plainfield, Ill., and Wadsworth Golf Construction Company of Plainfield, Ill.

GCBAAs certification is an on going process and companies are recertified every year. All members on GCBAAs list have been in the golf course construction business for at least five years, and were the primary contractor on three complete golf course projects or the equivalent in the last five years. They also provided references from a financial institution, credit agency, insurance company, bonding company, and individuals in five of the following seven categories: owner/developer, golf course architect, engineer, irrigation designer, golf course superintendent, municipality, or certified golf course builder. They also passed a 100-question exam and were interviewed by the GCBAAs Certification Committee.

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A Divot Mate Ensemble. Perfect for Par 3's or Driving Ranges.

The Last Horizon: Moscow opens first golf course

By MARK LESLIE

NAHABINO, Russia — Coups, changes in leadership and incredible fluctuations in currency are all memories now that the new Russia has its first golf course.

Moscow Country Club officially opened here Sept. 2 with prestigious members of the world golf community on hand to see the new mixing with the old.

Golfers will note a unique complex of bunkers at the 2nd green and 3rd tee. "They were built by the Russian soldiers defending against the Germans in 1943," said Robert Trent Jones Jr., who designed the course in this Moscow suburb. "This is the place where the Russians stopped the advance of the Germans — exactly 18 miles from Red Square."

Jones invited golf friends, like Royal & Ancient Golf Club's Michael Bonallack, "who recognize the first golf course in the last major country of the world is a significant event, and let's welcome them in," he said.

Jones first met on the project 20 years ago with officials of the Russian foreign



The 1st hole at Moscow Country Club displays the course's deep-woods character.

ministry's diplomatic corps UPDK, which owns Moscow CC. A contract was signed and crews began clearing the ground in 1988. The past six years were very long ones, Jones said.

Comparing it to building a golf course throughout the American Civil War, he said: "We had revolutions and changes of government. The currency has gone from one ruble to a dollar to 2,000 rubles to a dollar. Just getting this project done was immensely satisfying and immensely difficult — a lifetime experience.

"It was like skating on ice which was melting."

The golf course, which Jones called

"world-standard and very traditional," sits on relatively flat terrain in deep woods with marshland and two creeks running through it. It plays 7,000 yards from the back tees.

"It could hold any major championship, and it will," he said.

The facility sports a clubhouse and an 80-room operating hotel, and a large center is being built for other sports like tennis.

Golf is new to Russia. But already the country has "candidate golfers, young people out of school who do nothing but play golf," Jones said. "They want to do in golf what they did in hockey."

Bridger Creek open for business

BOZEMAN, Mont. — A silo behind the 5th green sits as a sentinel to its past and a 568-yard monster looms foreboding in its future. But for now, Bridger Creek Golf Course stands as a public nine-hole facility that makes proud its operator — Great Northern Golf Co.

Great Northern, which completed construction and is leasing the course from Golf Course Partners Inc., the originators of the golf and real-estate development, opened the front nine at Bridger Creek in July. PGA head professional and Great Northern President Mark Holiday said the back nine has been seeded and should open around July 1, 1995.

"We think golfers are going to love this course. We also believe it will be one of Montana's best," said Holiday, whose partner is Dane Gamble, a former president of Peaks and Prairies Golf Course Superintendents Association. Gamble, who is returning to the state he called home in the 1980s, is the superintendent.

When the back nine, pro shop, clubhouse and driving range open, it will end eight years of planning this facility which sits in the foothills on what once was a dairy farm.

Two trout streams — Bridger Creek and East Gallatin River — run through the property, which is set at the base of the Bridger Mountains.

The par-36 front nine measures 3,295 yards. The final par-71 18 will reach 6,503 yards. Former Riviera Country Club head pro Mac Hunter of Bozeman routed the course, while Holiday and Gamble have revised the tee-to-green design of the back nine. Huppert Brothers construction of Billings performed the dirt-moving.

Golf Course Partners, under Rex Easton, is responsible for creating the course and surrounding Bridger Creek Meadows housing development.

This is the second course Great Northern has taken under its management wing. It also owns The Pines at Lake Isabella in Weidman, Mich., near Mt. Pleasant.

Tom Watson takes course design business on worldwide tour

By HAL PHILLIPS

ASOTOWN, Japan — With four projects poised for opening — including The Nine Hundred Club here — Tom Watson, the architect, has arrived on the Asia-Pacific design scene.

It's been a deliberate, patient process for Watson, whose Tom Watson Design now has seven projects under construction worldwide. After consulting on various U.S. projects — including the acclaimed

Links at Spanish Bay with Robert Trent Jones Jr. — and studying the intricacies of turf, soil, topography and design strategy, Watson is prepared to commit a solid block of time to his architecture practice.

Tom Watson Design has formed a partnership with HNTB Corp. of Kansas City, Missouri, USA. HNTB Corp. will provide architecture, engineering and planning service on all Tom Watson Design projects.

Watson, who worked with architect Scott Miller on the Forum Country Club in Chichibu, currently has four more projects under construction in Japan:

- The Tom Watson Golf Course in Miyazaki
- The Yashima Country Club in Awano
- The Nine Hundred Club here
- and The Pricia-Takehara Resort Course in Takehara City

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The Sanford-designed Waimea Country Club is high in Hawaii's mountains in Kamuela.

IN HAWAII

Sanford takes to the mountains

Sanford & Associates has just completed a project in Kamuela, Hawaii, and is working on others in the U.S., Egypt and China.

The Kamuela course, Waimea Country Club, is located 3,500 feet above sea level. Its mountain location and cold air allowed Jupiter, Fla.-based Sanford to use bentgrass on the 18-hole, par-72 course.

Sanford also hopes to open Quest Golf Course in Houghton Lake, Mich., this summer. Designed with professional golfer Ken Green, the 14-hole course is

part of a new resort/residential community there.

Two recently announced projects include The Sharm El-Sheikh Resort & Golf Club in Sinai, Egypt, to be routed through cliffs overlooking the Red Sea; and the Great Wall Country Club in Beijing, People's Republic of China, which is still in preliminary design.

Other current projects include: Hickman Hills Golf Club, East Fishkill, N.Y., designed with Lee Trevino; Sawmill Golf Club, Saginaw, Mich.; and Quarry Hills Golf Course, Quincy, Mass.

Grand Cayman gets first full-length track

GRAND CAYMAN, BWI—On an island known more for diving and snorkeling, visitors to the Caymans can now add "teeing off" to their list of vacation activities. Golfers can test their skill at The Links at SafeHaven, Cayman Islands' first 18-hole championship golf course. Located five miles north of George Town, the new 6,500-yard, par-72 course cost \$8.5 million to develop and complete.

Designed by Roy Case, and built by Gregori International SARL of France, The Links at

SafeHaven was built according to U.S. Golf Association standards. SafeHaven Ltd. Chairman Owen Matalon noted the challenges his international team of developers overcame in completing the project.

More than 60 acres of the 103-acre course were planted with hybrid Bermudagrass which, for the first time in the Caribbean, was cultivated using spraying technique hydro-mulching.

The landscape is planted with more than 4,000 indigenous tropical trees and shrubs,

including coconut and thatch palms, mahogany, cordia, oleander and mahoe.

Case, who has designed more than 50 courses throughout the Caribbean and southern United States, said that, because of the originally "hostile" environment, The Links at SafeHaven provided critical information about the problems of growing grass in soil-less, salt-laden material.

"It's by far the most difficult project I have ever undertaken, and I am extremely proud of the results," he said.

Attitude Adjustment, anyone?

Continued from page 10

Instead of golf industry proponents going into a fray at a public hearing wearing nothing but a flak jacket, the world will see environmental scare-ists tied up in straight jackets.

...

One warning for an Attitude Adjustment: Many in the golf industry have over-reacted in the past against people who have released "balanced" reports that not only point to the ecological harmlessness of golf but address practices or products that should be improved. "Shame on you," people holler when there are any negative tones to a report from the Green Section or Golf Course Superintendents Association of America.

Listen up! If there were no balance, if only the rosy research findings were released and if the unflattering were withheld, the golf industry would sink to the level of the Sierra Club, Worldwatch and their cronies. Golf would lose all credibility.

Let Sierra bury itself in the eyes of the public with its one-sided, self-serving rhetoric. Then unstrap the heat-seeking missile from your hip.

...

WHAT YOU SAY?

Statements coming out of D.C. are sometimes bewildering, aren't they?

Carol Browner told an audience in July: "My job is protecting the health of the people of this country and the health of the resources we all share — the air, the land and the water. But I can't do my job if the people of this country don't have health care."

What? You can't keep the environment clean if we don't have health care? A bit of a stretch there, Ms. Browner. As the protesters have said: "The deal is raw. Take it back to Arkansas."

Then there was President Bill Clinton who, during a speech at a church on Aug. 14, referred to the presidency as a "ministry." Seed Research of Oregon Director of Marketing Skip Lynch responded: "That's a short leap from the bullypulpit to the pulpit."

...

Trouble with poa annua being trafficked onto your course from other courses on golfers' spikes?

Try what Kevin Ross at Falmouth (Maine) Country Club and Terry Buchen at Double Eagle in Galena,

Ohio, are doing (and I do think you guys swiped my brilliant idea!). That is: Set up a spike brush station at the pro shop and require golfers to clean their cleats before walking onto the course.

Ross is putting up a sign: "Due to weed seed from other courses, all golfers must clean their spikes."

He joked that members at his private club can hassle their guests: "Clean your spikes before you walk on my course, you weed-smuggler!"

Informing club members through newsletters, signs, or other media will help them all pitch in. No one wants to "ugly up" a course they play on.

If you have valets at your course, they can help you with your bag and shoes from the car and just pass it onto a person to clean the shoes.

Meantime, arming golfers nationwide with Softspikes could resolve much of the poa annua problem, too.

...

Instead of Jack Nicklaus, it will be Nicklaus the First who will win the Russian Open, joked Robert Trent Jones Jr. about Moscow Country Club in Nahabino, Russia.

Building a course during the turbulence of the late 1980s and early 1990s in the former Soviet Union was not without challenges. Jones said that at the time of the "revolution" the standing comment was: "When a Russian says, 'Take a shot on our golf course,' do you drink, duck or hit it?"

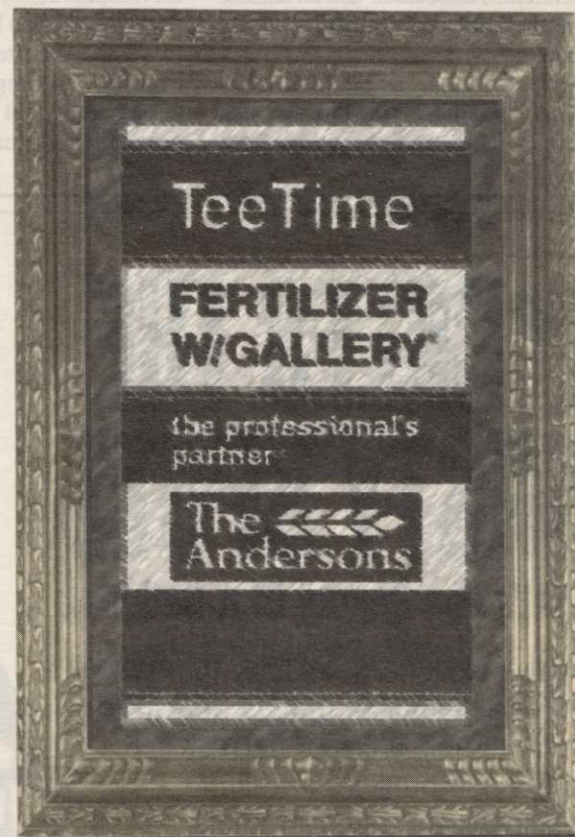
The deal for Jones to design the course was actually signed at the summit in 1988 between then-Soviet Foreign Minister Chevardnadze and U.S. Secretary of State George Schultz. "Schultz said, 'Now that you're going to have fewer weapons, you ought to play golf and try to get those little missiles in the correct targets,'" Jones recalled.

...

Global gadabout Bobby Weed, the chief golf course designer for the PGA Tour, made this observation: "Golf is not really a fad in Japan. But you could relate it to all the fads that have ever come down the pike in the United States — Hoolahoop, skateboard, Frisbee, everything — roll them all into one and that's how the Japanese feel about golf."

Observation Number Two: "Golf is the most migratory game in the world. It's enjoyed by the biggest, most diverse age group in the world."

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Mann's family wide-ranging

The Carol Mann Golf Services family is its key ingredient, Mann says, beginning with her partnership with Paula Eger. The Mann team:

Carol Mann — a multiple winner in eight of her 21 years on the Ladies PGA Tour, she received the 1976 Babe Zaharias Award, and was inducted into the LPGA Hall of Fame in 1977 and the Women's Sports Hall of Fame in 1982. In 1968, she claimed 10 titles and the Vare Trophy with a season scoring average of 72.04, a mark that stood for 10 years. She owns Carol Mann Inc., which has divisions in consulting, appearances and publishing.

Paula Eger — as a construction superintendent, she managed such projects as Bay Oaks Country Club here, Hallbrook CC in Leawood, Kan., and Iwasaki Capricornia in Yeppoon, Queensland, Australia. As a design associate, she assisted Ken Kavanaugh in work on Foothills Club West in Phoenix, Ariz., Quail Creek Country Club in Green Valley, Ariz., and Orchard Valley Golf Course in Aurora, Ill. She is a member of the U.S. Golf Association, Executive Women's Golf League and South Texas Golf Course Superintendents Association and an affiliate member of the Golf Course Superintendents Association of America.

Shari Doiron — a specialist in architectural and interior design, she also designs maintenance facilities and specifies

materials. Her latest projects were at Rio Colorado Golf Course in Bay City, Texas, and maintenance facilities at Bay City and Castle Oaks in Sacramento.

Nancy Bunton — a Class A member of the PGA and LPGA Teaching Division, she specializes in golf course operation, food and beverage, golf carts and personnel. She is the current head pro at Rio Colorado Golf Course.

Peter Jacobsen — A PGA Tour player, he has assisted in the design of The Oregon Golf Club in West Linn, Ore., and Creekside Golf Club in Salem, Ore.

Jim Hardy — Mann's ex-husband, he is a minority partner with her and president of his own company, Golf Services Group.

Bill Wallace — a minority partner with Hardy, he is a certified public accountant and a member of GCSAA. His specialty is financial management.

Spencer Clements — an expert in golf and real-estate consulting, he deals with appraisals, feasibility and market studies.

Jack Morgan — project manager in the PGA's national office in Palm Beach Gardens, Fla. PGA of America Golf Course Development, Operations and Consulting Services, he also has been project director for Whitley Development of Florida. His expertise encompasses financial analysis, equity and debt placement, public and private finance, and government approvals.

Mann aims to balance 'skew' of tough designs

Continued from page 33

"We'd like to bring more playability features to golf course design — for the total skill levels of golfers playing today, and not just the strong male," she said. "Most courses are seen and judged from the perspective of strong males. We think there are a lot more people in the market as customers of golf, including so many beginners, so many women, juniors and seniors. Also, the new ADA [Americans with Disabilities Act] guidelines will be set soon, and we may be able to be extraordinarily creative for a certain type of physically challenged customer of golf.

"There is an extreme skew to what are considered the best golf courses in America, and the perspectives of the best courses and design features as well. We want to establish some balance to that skew."

Also, as the number of municipal courses grows, "we want to win more business from cities," she said, "positioning ourselves as a minority company ... and being extremely qualified to do the work as a minority company.

"That is a business direction, and we feel there is no competition."

Mann is working on this turnkey operation with several people, mainly partner Paula Eger, who has grown in golf courses as a superintendent and has been a design assistant, mostly with Ken Kavanaugh.

The firm's four services are:

- Consulting, including feasibility and marketing plans — among them conversions from private to public.
- Construction management including design.
- Project management, supervising the entire project from beginning idea to completion.
- Operations management after the facility is up and running.

But Mann intends not to lose her focus. She is not opposed to persuading developers who desire difficult tracks. Courses designed for the everyday golfer are the best investment, she said, "and we can support our position with market data and customer usage. So we may have to do a little educating of a developer.

"It would be swell if we could have a client who also agrees with our

philosophy. We feel golf needs to go this way. And if it doesn't, we think it will hurt itself."

Putting personal fame aside, she said: "I'm not interested in having a course be a Carol Mann design. I want it to be a quality course that has the right intellectual applications done to it."

Eger will be the primary designer for Carol Mann Golf Services

"I hope to build Paula's profile," Mann said. "She's our Number One asset."

Mann has not spoken to other female course designers but holds that door open in the case her company gets too much work for Eger to handle.

In the meantime, Mann also expects to make good use of PGA Tour player Peter Jacobsen, who has designed The Oregon Golf Club in West Linn, Ore., and Creekside Golf Club in Salem, Ore. "If our client wishes to have a male player involved, Peter would be our first choice because he's in our family. This could be the best of both worlds, having the female and male perspective — a nice balance," she said.

Saying she will go anywhere in the world to work, Mann declared: "We've seen a real gap in the market. We believe we're well qualified. And it's so natural we just kind of fell into it in a beautiful way. Isn't that the way good things sometimes happen?"

...

As Mann waits for her first commission, she believes she can draw on characteristics she has gained as a player.

"There are some similarities between playing golf and this work," she said. "This will take patience. And as a player you certainly have to learn patience. It will take extreme diligence. And golf teaches diligence. It will take preparation, planning and good strategies. Golf teaches all of that. So, playing the game may have prepared me for this more than anything I could have done."

On the other hand, golf is played alone and her new job entails teamwork. "Since I stopped playing golf competitively, I have worked with teams of people in a number of project areas," she said. "I like leading and following teams of people. So having learned some of those skills, it has helped prepare me for this kind of work life."

TACKLES THE NASTY SPOTS

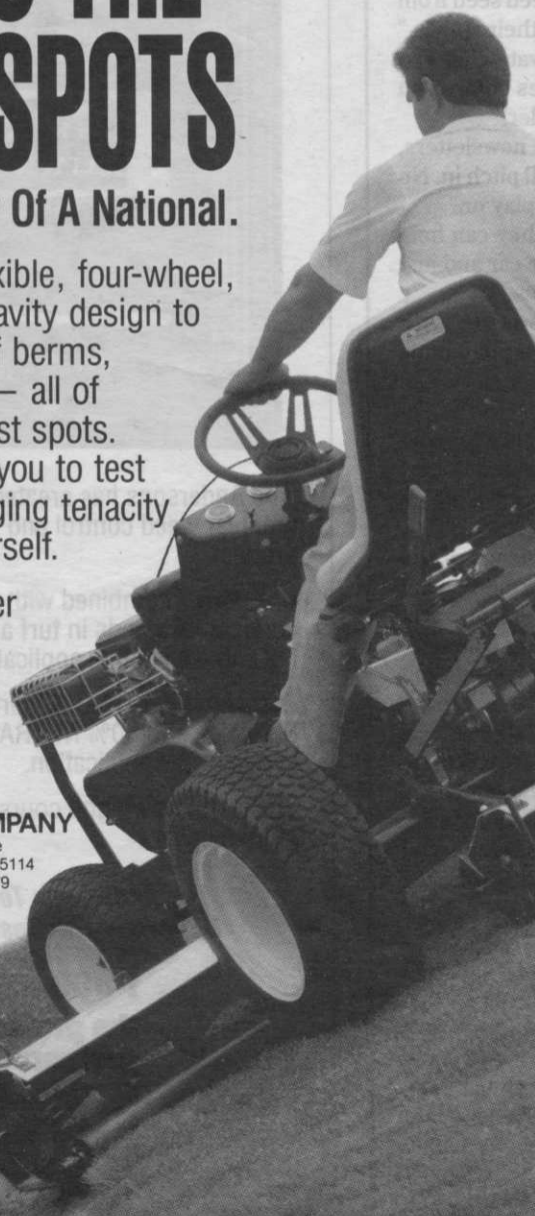
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GOLF COURSE EXPO

USGA to address public-access concerns

By MARK LESLIE

ORLANDO — The U.S. Golf Association Green Section, having helped coordinate the maintenance track, is providing three speakers to Golf Course Expo — the only national conference and trade show held for public-access golf facilities.

Patrick O'Brien, director of the Green Section's Southeastern Region, will discuss "Maintenance on a Shoestring." His colleagues, Florida Region Director John Foy and agronomist Chuck Gast, will also share their expertise. Foy will reveal results of the last three years of USGA-funded research and Gast will talk on water, energy and wild-life conservation measures.

Also in the maintenance track, PGA Tour's Cal Roth, who oversees maintenance at the 14 Tournament Players Clubs, will talk on maximizing equipment use and life. Joel Jackson, superintendent at Walt Disney Co.'s Magnolia

It's critical to be very smart when you're buying equipment, so that it matches the needs of your course.'

— USGA's Patrick O'Brien

Course, and Don Tolson of Fox Hollow at Lakewood in Lakewood, Colo., will discuss maintaining quality turf in the face of high traffic. And Pat McHugh, director of golf course maintenance and grounds for the five courses at Doral Resort & Country Club in Miami, will address staffing for success.

"Turf equipment, chemicals and fertilizers are very expensive," said the USGA's O'Brien. "It's critical to be very smart when you're buying equipment so that it matches the needs of your course. It is the same with pesticides and

fertilizers, and it's critical to use them properly and in the most efficient manner. Even when you're maintaining a course on a shoestring, you like to have it weed-free because that's one of the major things golfers expect."

O'Brien, who consults at courses throughout the Southeast and the Caribbean, said he intends to give conference attendees a lot of "take-home lessons."

"Especially for those who have only \$150,000 to \$200,000 a year to spend on a course, I can help them get the most bang for their buck," he said.

Matching equipment purchases to a course's maintenance needs are make-or-break decisions, said O'Brien. He told of a course with a maintenance budget less than \$150,000 that had one fairway mower, a five-plex hydraulic unit. "Unfortunately, they had Bermudagrass fairways and were



AGRONOMY PROGRAM

maintaining 40 to 45 acres of them. They were only able to mow about twice a week because the mower is so slow," he said.

"Though it is great for private clubs, that equipment was not well-suited for 'maintenance on a shoestring.' That club needed a seven- or nine-gang mower pulled by a tractor, so they could mow the fairways five times a week, essential for Bermudagrass.

"They were sold a bill of goods. They spent \$40,000 for that piece of equipment and it was not for their situation. I see this sort of thing all the time."

Case study: Marketing advice that resulted in more revenue

By MARK LESLIE

F RANCESTOWN, N.H. — It's called guerrilla marketing, and Jeff Ojala says it works.

After the 1993 *Golf Course News* management and marketing conference, the predecessor to this fall's Golf Course Expo, Ojala "did some serious guerrilla marketing" at Torrey Pines Resort. "Using the ideas we learned, we have increased our green-fee income 100 percent — and we're 40 miles from nowhere," he said.

"I got a lot out of the conference," said Ojala, Torrey Pines' general manager, adding the facility has more than tripled its income from memberships and green-fee income "will increase significantly."

"We have turned this place around substantially, and we're very excited about its potential," he continued.

Among his coups in the last year, Ojala:

- Pursued and signed on the Roland Stafford Golf School, which was ending a relationship with a Vermont course. Newspaper advertising has brought "overwhelming business" to the school, he said.
- Parlayed free television exposure, including a travelogue and golf tips from Stafford that air three or four times a week on WMUR-TV, Channel 9.
- Offered special golf outing packages.
- Developed close relationships with area sports media, giving free club

memberships with all the privileges.

- Computerized the business operation, offering plastic member cards with charging privileges.

"We came away from that conference and got very aggressive," Ojala said. "I was able to network with a lot of great people and am excited about this year."

Golf Course Expo, which will be held Nov. 11 and 12 in Orlando, Fla., is the outgrowth of three years of marketing conferences *Golf Course News* has conducted. In addition to the Golf Course Expo trade show, the event will feature educational tracks in golf course management and marketing, development and maintenance.

The National Golf Foundation is co-



MANAGEMENT & MARKETING PROGRAM

sponsoring the development track, while the U.S. Golf Association Green Section has been instrumental in coordinating the maintenance track.

Jones to keynote Day II of Golf Course Expo

Continued from page 1

devoted to superintendents, managers and developers of public-access golf facilities. Following Palmer's keynote address at 9 a.m. Friday, Nov. 11, the trade show will run all day both days while concurrent educational sessions will be held in the afternoons covering maintenance, development, and marketing & management.

Like his father, Jones can say the sun never sets on his golf courses. From North and Central America to Africa to Europe and Asia, he and his colleagues at Robert Trent Jones II International have designed more than 150 golf courses from their headquarters in Palo Alto, Calif.

While he is famous for such resort tracks as Princeville in Kauai, Hawaii, and the Links at Spanish Bay in Pebble Beach, Calif., Jones has made a major imprint on public-access golf in recent years.

"And now," he said, "with our own money, I am a major partner in a group that is building a public daily-fee course at Eagle Point, a suburb of Medford, Ore. We broke ground on July 15.

"This is not just words. I believe in it."

Jones has numbered among his recent clients counties, municipalities, public utilities and private entrepreneurs who have hired him to design their public daily-fee courses. And these courses illustrate the variety and success of courses from high-end to munis.

The town of Mountain View, Calif., the University of Wisconsin, DuPage County Airport, and the partnership of entrepreneur Ron Dalby and a public utility have all built Jones-designed courses.

The Mountain View project, Shoreline Park Golf Course, sits on a landfill and includes an amphitheater for outdoor events.

The University of Wisconsin's University Ridge Golf Course was built by a foundation of benefactors and given to the university. "They say, 'The borders of the golf course are the borders of the state,'" Jones said. "There haven't been many university golf courses built lately. We started a trend where the universities are beginning to look at new courses... Most of the university courses make as much money or close to as much as football, if they are properly operated."

The Orchards in Detroit, a high-end daily-

Continued on next page

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GCSAA approves CEUs for Expo

ORLANDO, Fla. — The Golf Course Superintendents Association of America has awarded 0.6 Continuing Education Units (CEUs) for the Golf Course Expo conference.

It is the responsibility of each certified golf course superintendent to individually document event attendance on the affidavit form that will be supplied to all conference registrants. To receive credit for participation, you must forward

the affidavit within 30 days.

Applicability for CEUs from other groups should be verified with the superintendent's professional board.

Continuing education credits can be earned by attending any of the three Golf Course Expo conference programs: Agronomy, Management and Development.

For more information, call the Golf Course Expo hotline at 207-846-0600.

Jones to keynote

Continued from previous page

fee course, was built by Dalby and Michcon Gas Co. on a natural gas field.

The DuPage County Airport facility is an example of using public-sector land.

"Smaller, remote towns like Carrabassett [Maine] which has Sugarloaf Golf Club, or large cities like Chicago and Detroit, and smaller towns like Medford [Ore.] all need accessible golf," Jones continued.

"And that's what we're trying to provide.

"I think public golf is the future."

A former president of the American Society of Golf Course Architects, Jones is a former chairman of the California State Park and Recreation Commission and was inducted into the California Golf Hall of Fame in 1991.

The 1961 graduate of Yale University has many friends and acquaintances in the world of international politics and served in 1980 as the U.S. delegate to the Helsinki Accords Conference and as a delegate to the Bi-national Governors' Conference in Mexico.

Marketing Idea

Continued from page 41

"There are a lot of longest-drive and hole-in-one contests, but they either limit the number of people who have a shot at winning to the big hitters or are almost impossible to do [score a hole-in-one]. But just about anyone has a shot at this," Ridge said.

The golf course goes on the line only if the minimum 850 golfers sign up and pay the \$2,000 entry fee by Sept. 1. Ridge said he could still run the tournament with just the \$1 million prize if 600 to 700 register.

Entry fees are held in escrow by a Louisville accounting firm and will be refunded if too few golfers register. In that case, Ridge could be out a significant amount in promotional funds he has spent on print (full page ad in *GolfWeek*) and television advertising (spots on ESPN golf shows).

But if the 850 sign up at \$2,000 apiece, and the winner takes the \$1 million, Ridge stands to make \$700,000 (less his promotional costs). If the 1,500 he expects or the 3,000 maximum register, his profit could be much greater.

The event has also generated extra rounds this year as curious golfers have come out to play simply to see the hole where the event will take place, Ridge added.

Anyone can enter the closest-to-the-hole contest, pro or amateur golfer. Among the 100 golfers who had signed up by late July were six Nike Tour players. Ridge expects a PGA Tour player or two may also register.

"After all, how many of them will ever make \$1 million in their careers," he asked.

The \$2,000 entry fee entitles the entrant to one shot. But the person or representative from the group that puts up the money doesn't necessarily have to take it. For instance, 10 members at a club can put up \$200 apiece and send their pro to take the shot. If they put up \$2,000 apiece, the pro could take 10 shots.

The event begins Oct. 3 with six days of qualifying. The four closest to the pin each day advance to the final round Oct. 9. Any ties for the fourth closest will also advance.

On Oct. 9, each of the 24 finalists (plus any ties) gets four shots apiece. The closest to the hole wins.

Why did Ridge select the 8th hole? "It's a fair hole," Ridge said. "Everything is right there in front of you."

The 8th has bermudagrass tees and a bentgrass green. The tee shot has a 130-yard carry over a pond. A 10-yard apron extends from the water to the front of the 4,000-square-foot green. The pin will be placed dead center on the green, about 5 yards from the apron.

"Three feet from the hole could win it," Ridge predicted. "I've been playing here 20 years, and I've never been closer than 2 or 3 feet. And then just a few times."



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BRIEFS



KSL ACQUIRES INDIGO LAKES

DAYTONABEACH, Fla. — KSL Fairways has acquired Indigo Lakes Golf Club. Redesigned by Lloyd Clifton, the 18-hole course measures 7,168 yards from the back tees. KSL Fairways now operates 17 courses at 15 sites, including PGA West and LaQuinta Hotel and Golf Resorts near Palm Springs, Calif.; and Doral Resort & Spa in Miami.

HYATT TO MANAGE TIERRA DEL SOL

ARUBA — Hyatt Resorts Caribbean will manage Tierra del Sol, the island's first 18-hole golf course. The Robert Trent Jones II-designed layout will open in December. Divisional Vice President Victor Lopez will direct the operation from his Miami office. Tierra del Sol is a joint venture with Sun Development Co., a leading developer of timeshare units on Aruba.

PALMER TO OPEN EAGLES LANDING

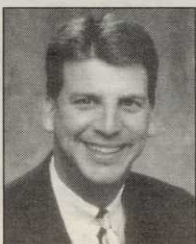
SEVIERVILLE, Tenn. — Arnold Palmer Golf Management Co. recently opened Eagles Landing Golf Club. The municipal layout's grand opening is scheduled for Sept. 21. Views of Great Smoky Mountain National Park are afforded from the facility's practice range, clubhouse, restaurant and pro shop.

SCRATCH GOLF PURCHASES TIMACUA

LAKE MARY, Fla. — Scratch Golf Co. of Hilton Head Island, S.C., has purchased Timacua Golf Club here. Head pro David Moore will retain that title and also become general manager of the Ron Garl-designed layout. Gary Alex, formerly of Forest Lakes Country Club in Ocoee, has been named superintendent. Scratch Golf now operates five golf facilities.

GRAYHAWK TAPS DIRECTOR OF GOLF

SCOTTSDALE, Ariz. — Grayhawk Golf Club has named Joe Shershovich as its first director of golf. Shershovich is a 10-year Marriott Golf veteran, who most recently served as that company's director of golf operations at nearby Camelback Golf Club. Grayhawk is a master-planned community. The Gary Panks/David Graham-designed *Talon* course will open in December. A second 18-hole layout, *Raptor*, is being designed by Tom Fazio and breaks ground later this year.



Joe Shershovich

Public sale allows Golf Enterprises to think big

By PETER BLAIS

DALLAS — Golf Enterprises, Inc. intends to acquire or lease 30 to 50 courses over the next five years, using the \$30 million it raised by selling 2.35 million shares of public stock.

Added to the 28 courses located primarily in Southern and Western states GEI already operates, that would place the Dallas-based firm among the three largest management companies in the country.

The stock offering also helped the company retire much of the debt incurred when GEI purchased most of the equity interest in Jim Colbert Golf, Inc. in 1991.

Interest charges on that original recapitalization of Colbert Golf, along with additional course acquisitions (six in 1993), were largely responsible for the almost \$8.5 million in net losses the company incurred over the past three years, according to company literature.

The company's debt stood at \$19.5 million as of March 31.

GEI believes its management team, headed by President and Chief Executive Officer Robert Williams, is the key to its success.

Before joining GEI in 1991, Williams, 50, was president of American Golf Corp. for eight years. During his tenure, AGC grew



Mission Hills South in Palm Springs, Calif., is one of 28 courses in the Golf Enterprises portfolio

from 20 to 120 courses. From 1971-83, he was controller and treasurer of Club Corp. of America.

"Bob learned how to grow a company with both AGC and CCA," said GEI Chief Financial Officer Steve Reynolds. "He witnessed the lack of management expertise at small operations and it amazed him. That's why he believes there is such a huge opportunity for an experienced firm like ours."

In addition to Reynolds, who was with Colbert and CCA prior to joining GEI, other key executives include Chairman of the Board Bryan C. Cressy, Senior Vice President of Operations Stephen D. Lambert, and Vice President of Acquisitions Kim Kochsiek. Collectively, the management team has more than 50 years experience in the golf industry.

"It's our experience in all areas of golf

Continued on page 43



Course as doorprize? Bob O'Link Golf Club, located in Lawrenceburg, Ky., is there for the taking. The 145-yard, par-3 8th spans the small pond at right.

MARKETING IDEA OF THE MONTH

Not your average doorprize: Closest to the pin walks away with the whole course

By PETER BLAIS

LAWRENCEBURG, Ky. — One shot for \$1 million, or better yet, for the deed to the golf course.

It's a golfer's dream that Jack Ridge is turning into reality, while turning a buck along the way.

Ridge is the owner of Bob-O-Link Golf Club here. Beginning Oct. 3, as many as 3,000 golfers will plunk down \$2,000 apiece for a single shot at putting their ball closest to the pin on Bob-O-Link's 145-yard, 8th hole.

The 24 most accurate shooters will advance to a final round where each gets four shots at the 8th flag. The closest will receive either \$1 million or, if he or she prefers (and a minimum 850 golfers sign up by the Sept. 1 deadline) the title to the 126-acre course.

"I've gotten calls from Australia, Japan and Alaska from people interested in signing up for the tournament," Ridge said. "There's been more interest than I ever could have imagined."

Ridge, a PGA head pro, has owned the suburban Louisville layout for 18 years. He owns a second course and a part interest in a third.

A 2-handicap golfer who just turned 50, Ridge is considering a run at the Senior PGA Tour. That would take more time than the demands of operating three courses leaves him.

That's one of the reasons he considered putting Bob-O-Link, which is valued at \$1.6 million, on the line.

"It wasn't the main reason, though. This is primarily a golf event. We're planning on spectators, hospitality tents and a media center just like a PGA tournament. I brought the course into the picture just so we could make this the richest tournament in the world," said Ridge, noting that the Sun City Challenge in Bophuthatswana, South Africa awards a \$1 million first prize.

Ridge dreamed up the event during last winter's snow-induced hibernation. He selected the 8th hole figuring the 145-yard distance was within just about every golfer's range.

Continued on page 40

September 1994 41

AGC acquires Port Royal resort

HILTON HEAD ISLAND, S.C. — American Golf Corporation (AGC) will take over management of Port Royal Golf & Racquet Club and Shipyard Golf Club here, according to Joe Guerra, executive vice president of Acquisitions for Acquisitions for AGC.

AGC will lease both clubs from National Golf Properties, Inc. (NYSE:TEE), which has acquired a majority interest in the partnership which owns the two properties.

"This is an important lease acquisition for American Golf, representing two prestigious additions to our portfolio," said Guerra. "We will reinforce Port Royal's and Shipyard's long-standing commitment to quality by providing the golfing community with superior facilities, unparalleled service and special programs."

Port Royal boasts three 18-hole courses — Planter's Row, Barony, and Robber's Row. The club caters to private country club members with one course reserved for members only at all times. Resort play is available at the remaining two courses on a daily fee basis.

Spaeth/PAR

Continued from page 1

golf courses on the network, you have a kind of public utility throughout the country... Traveling Americans can book reservations, right now, right into the pro shop. It's a new and much more efficient way of offering up golf to people."

"The notion of a centralized reservation network was pioneered by the airlines," said J. Michael Doyle, an investment banker who launched PAR Business Systems with Spaeth two years ago and is executive vice president of the new PAR. "The technology is not magic. You've just made it enormously more convenient for the customer."

Member courses release their tee times into the network and every course and hotel that joins the network gets access to those tee times.

Meanwhile, the pro shop software simplifies operations from check-in to the 19th hole.

An attorney who wanted to remain active in golf after his term as USGA president from 1990-92, Spaeth said: "PAR is committed to one goal — to enhance the quality of the golf experience for everyone on the course."

"It was a perfect match," said Lurie, who is becoming active in the golf industry, adding: "PAR had the best pro shop software but wasn't offering network capability, and Aptech had the proven network system but lacked point-of-sale applications."

Saying the borders of the network are practical rather than conceptual, Doyle said PAR will advance on a regional basis.

TeeTime Network numbers among its clients the Grand Strand Tee Time network which books two million rounds of golf annually by linking 50 courses and 20 hotels; and the Traverse City, Mich., region which connects 16 courses.

Similar tee-time networks have been established at Disney World in Orlando, Fla., and in the Ocean City, Md., and York County, Pa., areas. The networks total some eight million reservations per year, PAR said in a press release.

Others are being formed in the Phoenix-Scottsdale area of Arizona, Las Vegas, Nev., Tucson, Ariz., and San Antonio, Texas.

"We envision the company in five years having a very significant place," Spaeth said. "Business plans show in the order of 85 networks in five years. This could be seven golf courses and eight hotels in the foothills of Stockton, Calif. It doesn't have to be 20 or 30 golf courses and hotels."

"We now have an unbeatable combination," said Aptech founder Jay S. Troutman, PAR's vice president of network reservation systems

Spaeth is serving as president and chairman of the board. Lurie, an eminent businessman in the Bay area who sold the pro baseball Giants in 1993, is a director.

White named VP at Maxwell Golf

JACKSON, Miss. — John D. White has been named vice-president by Maxwell Golf Group, Inc. (MGG), a Jackson-based company providing comprehensive golf course development services.

White previously was with the Golf Course Superintendents Association of America in Law-

rence, Kan., for the past five years, where he was responsible for marketing and delivery of member

services, which included managing GCSAA's annual golf championship. White, 29, holds a bachelor of science degree in business administration/marketing from Kansas State.



John D. White

Private citizen buys courses from RTC

POMPANO BEACH, Fla. — Benjamin Goldman of Huntington Valley, Pa., recently purchased the Palm Aire Spa Resort & Country Club and adjacent Oaks Golf & Racquet Club for \$10.85 million from the Resolution Trust Corp. at a sealed bid/outcry auction.

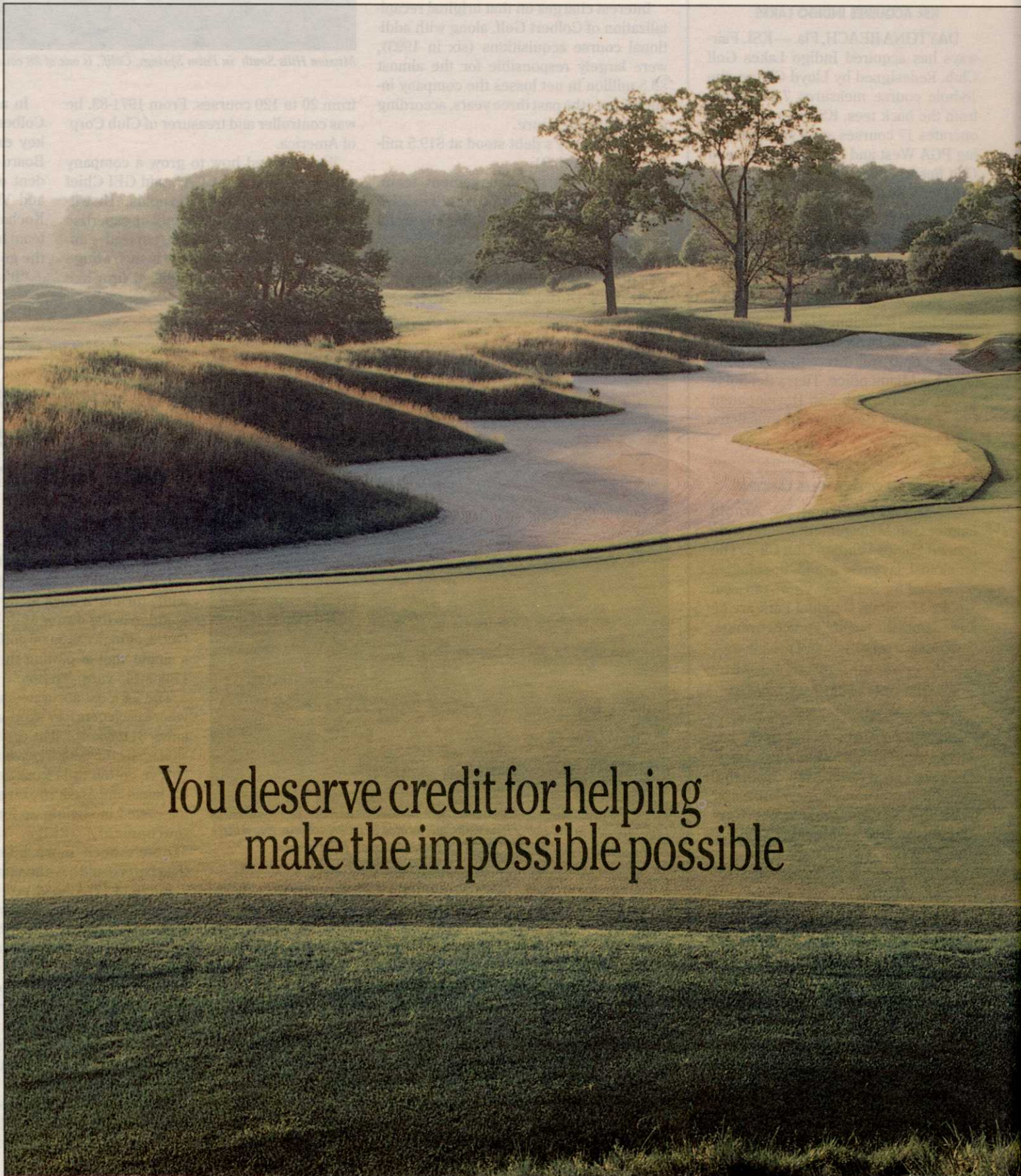
Goldman's company, FPA Corp., originally developed Palm Aire in the 1970s before selling it six years ago to Katzoff Development for \$28 million. RTC took over the property four years ago from the failed Gold Coast Savings Bank.

Palm Aire includes two 18-hole

courses (Palms and Pines) and a 22-hole executive layout (Sabals). Robert von Hagge designed Palms and Sabals. Palm Aire also boasts a 191-room deluxe hotel, restaurants, retail shops, social center and two administrative buildings.

The Oaks Golf & Racquet Club includes 36 George Fazio-designed golf holes, clubhouse, tennis and swimming facilities.

Bidding began at \$10.1 million and lasted 10 minutes during the Aug. 10 auction. CB Commercial's Golf/Resort Properties Group marketed the package for the RTC.



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Golf Enterprises

Continued from page 41

management that differentiates us from other management companies," Reynolds said.

GEI is banking on golf's growing popularity to continue outstripping the industry's ability to build new courses. For instance, National Golf Foundation figures show that between 1987-92, the number of U.S. golfers and rounds played both increased about 17 percent. But the number of golf courses increased just 7 percent over the past five years.

An aging population, baby-

boomers with more disposable income and the growing number of women taking up the game should continue to increase the demand for rounds.

Meanwhile, the lack of available financing and stricter environmental laws will make it increasingly difficult to build new golf courses.

"The company believes existing, well-located courses will become more valuable over time as increased demand may enable these courses to increase throughput (i.e. rounds per year) and fees," according to the stock prospectus.

"It's nice to have the financing that will allow us to grow," said Reynolds in reference to the stock offering.

Nineteen of GEI's 28 courses are daily-fee or resort facilities. The company plans to concentrate future acquisitions in the daily-fee market.

"There is a lot of opportunity in the public market," Reynolds said. "We can have our biggest impact there. But, we won't shy away from good private-club opportunities."

GEI is also looking outside the South and West to increase its national presence, having most recently entered a lease agreement with Crystal Lakes Golf Course in Minneapolis.

GEI estimates only 5 percent of U.S. courses are operated by management companies, meaning individuals and companies not versed in course operations oversee the vast majority. That 5-percent figure will grow, the company predicts, as existing owners experience financial and operating problems and sell or lease their facilities to management companies.

After taking over a course, GEI installs centralized cash management and management information systems as well as a general manager/superintendent team. Regional managers, general managers and superintendents are provided incentives to achieve revenue and operating goals. Bonuses can amount to as much as half of base salary.

Superintendents answer directly to the general manager. The company recruits college graduates with previous golf course experience for superintendent openings.

Initial course improvements are made where they have the most impact on customers — general course grooming, improving turf quality through a turf seeding/landscaping plan, repairing cart paths and other structures, and refurbishing clubhouses.

Agronomy Director Joel Barber, who has a doctorate degree from Oklahoma State University, oversees turf maintenance at all GEI facilities.

"The company believes that excellent customer service is second in importance only to the quality of the golf course in ensuring repeat customers," the company literature states.

Golf Enterprises, Inc. operates 28 courses in 13 states. Following is a list of its facilities.

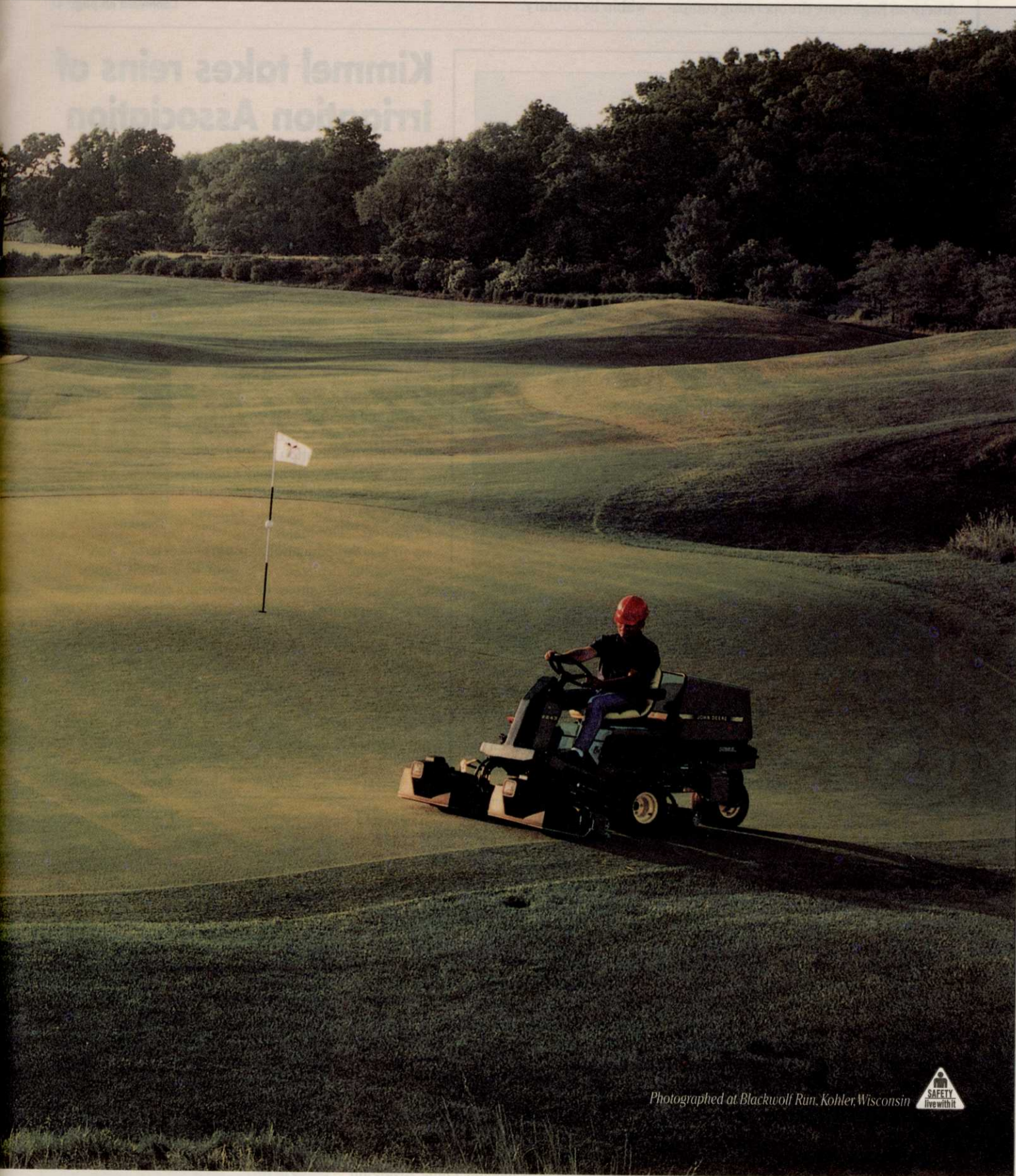
Daily fee and resort: Bayou Barriere Golf Club, New Orleans; Briarwood Golf Club, Baton Rouge, La.; Desert Rose Golf Club, Las Vegas; Emerald River Golf Club, Laughlin, Nev.;

Forrest Crossing Golf Club, Nashville, Tenn.; Jess Ranch Golf Club, Apple Valley, Calif.; The Links at Stone Ferry, Charleston, S.C.; Paradise Knolls Golf Club, Riverside, Calif.; Pawtucket Golf Club, Charlotte, N.C.

San Dimas Canyon Golf Club, San Dimas, Calif.; Shandin Hills Golf Club, San Bernadino,

Calif.; Simi Hills Golf Club, Simi Valley, Calif.; Summerfield Crossing Golf Club, Tampa, Fla.; Williams Golf Club, Mesa, Ariz.; Mission Hills North Golf Club — The Gary Player Course, Palm Springs, Calif.; Tustin Ranch Golf Club, Tustin, Calif.; Westin Mission Hills Resort Golf Club, Palm Springs, Calif.; Crystal Lakes Golf Course, Minneapolis.

Private country clubs: Crescent Oaks Country Club (CC), Clearwater, Fla.; Highlands Golf and Supper Club, Hutchinson, Kansas; Meadowbrook CC, Tulsa, Okla.; North Hills CC, Sherwood, Ark.; The Plantation Golf Club, Boise, Idaho; Shenandoah CC, New Orleans; Tallgrass CC, Wichita, Kansas; The Trails, Norman, Okla.



Photographed at Blackwolf Run, Kohler, Wisconsin



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BRIEFS



EVANS JOINS PURE SEED TESTING

HUBBARD, Ore. — Andy Evans is the new seed lab manager at Pure Seed Testing, Inc. Evans attended Ohio State University and was a field inspector in Ohio for three years before becoming a full-time laboratory clerk, and then manager, for The Ohio Seed Improvement Association in 1985. Mr. Evans became a Registered Seed Technologist (RST) in 1990 and then manager of the Pure Seed Testing, Inc. laboratory in June of 1994. For more information on Pure Seed Testing laboratory services, call Evans at 503-651-2297.

PLAISTED TO DISTRIBUTE BEST SAND

CHARDON, Ohio — Best Sand Corp. has named Plaisted Companies, Inc. of Elk River, Minn., as a new distributor of its golf course bunker sand. Plaisted will distribute white sand throughout Minnesota and western Wisconsin, delivering directly from a stockpile at the company's terminal. Plaisted is a major supplier of bulk maintenance and construction materials such as greensmix, topdressing materials, cart path aggregates, coarse gravel and drain tile rock.

BOILEK TO REP BECKER-UNDERWOOD

Wally Boilek has joined Becker-Underwood as the Eastern U.S. sales manager. Boilek will manage Becker-Underwood product sales East of the Mississippi. He brings to Becker-Underwood an outstanding background in the horticultural marketplace. Prior to Becker-Underwood, Boilek was the sales manager for I.S.I. Terra-Sorb. Boilek can be reached through Becker-Underwood's home office at 1-800-232-5907 or at his regional office at 219-923-1399.

ROBSON HIRED ON AT RANSOMES

LINCOLN, Neb. — Ransomes America Corp. (RAC) has named Dave Robson territory manager for the Turf Products and Professional Lawn Care divisions. In his new position, Robson will handle sales and dealer relations in Colorado, Utah, Idaho, Wyoming, Montana, Washington, Oregon and Western Canada. A native of England, Robson joined RAC's parent company, Ransomes plc, in 1990 as a market support manager and introduced the American market to the firm's line of Supreme reel blade and bedknife grinders. In 1992, he joined RAC in the same capacity.

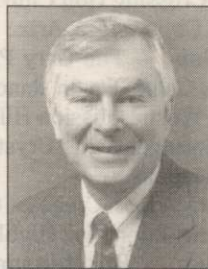


Dave Robson

Hoechst, Schering merger results in AgrEvo

WILMINGTON, Del. — A worldwide joint venture between Hoechst AG, Frankfurt and Schering AG, Berlin, has resulted in a new company in North America, based here. The joint venture, a new global company named AgrEvo, is the second-largest agricultural chemicals marketer in the world.

In North America the crop protection operations of AgrEvo will be comprised of the former North American operations of Hoechst-Roussel Agri-Vet, the Agricultural Division of Hoechst Canada Inc., and NOR-AM Chemical Co., a subsidiary of Schering Berlin Inc. Included within the North American Region are the operating compa-



W. Leo Elkins



Maurice Delage

nies of Roussel-Uclaf and AgrEvo Mexico. Roussel-Uclaf will conduct specialty/public health business, and AgrEvo Mexico will be responsible for agricultural sales within its country.

"The joint venture will be run on a partnership basis with 60 percent of the shares of AgrEvo being held by Hoechst and 40 percent by Schering AG, Germany," says Maurice Delage, president and chief executive officer of North American Operations. "The name AgrEvo symbolizes agricultural evolution in action. This name reflects the new company's commitment to developing and marketing environmentally-sound crop protection and specialty products.

"The increased global competition and consolidation within the crop protection industry requires a cost-optimized organi-

Continued on page 47



NEW PRODUCT OF THE MONTH

Club Car recently unveiled its latest innovation in golf car technology, the 1995 DS Electric. Powered by the all-new PowerDrive System 48, the DS Electric delivers more power on hills, greater efficiency under all conditions and lower operating costs. The 48-volt system draws 27 percent less power than a 36-volt car, which prolongs battery life and reduces maintenance. The DS Electric can go 161 holes on a single charge. For more new products, see page 51.

Kimmel takes reins of Irrigation Association

Former IA president replaces Putnam

By HAL PHILLIPS

FAIRFAX, Va. — Former Irrigation Association (IA) President Tom Kimmel has replaced Pepper Putnam as executive director of the IA, and Putnam couldn't have endorsed his successor with any more enthusiasm.

"I think Tom Kimmel is quite easily the best choice the board of directors could have made," said Putnam. "He's a qualified, extremely capable person and I'm sure he'll do an excellent job."

"I'm so happy for Tom, I can hardly stand it."

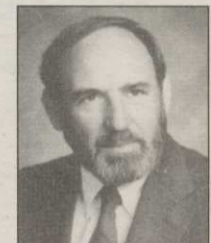
Kimmel assumed his post in late June. He served as president of the Irrigation Association in 1992.

"So I'm not exactly a novice about what we've done in the past and plan to do in the future," Kimmel explained. "The major thing we're up to are the educational programs. Tied to that is our certification program. We want to make it bigger and better, and that takes a lot more marketing on our part — to get it accepted by those who supervise those things."

Kimmel started his career with micro irrigation in the field, later advancing to manage sales and marketing at Hardie and Olson. He brings to the IA a wide range of experience in irrigation, agriculture and turf/landscape — domestically and internationally.

Kimmel said he hopes to maintain the IA's momentum with regard to its annual trade show, scheduled this year for Nov. 5-8, at Atlanta's Merchandise Mart Inforum.

Continued on page 48



Tom Kimmel

Sod Growers now Turfgrass Producers Int'l

By HAL PHILLIPS

NEWPORT, R.I. — There has been a true changing of the guard at the American Sod Producers Association, which has officially changed its name to Turfgrass Producers International.

The switch was instituted at the group's annual Summer Business Meeting, held here in late July. In order to reflect the organization's increasingly international nature, members of the 27-year-old association voted unanimously to become Turfgrass Producers International (TPI), which now represents sod growers in 35 countries outside the U.S, accounting for 20 percent of the membership.

Members also elected Louis Brooking Jr. as TPI's first president. Brooking is CEO of Brookmade Sod Farms of Doswell, Va. The cast of new officers includes Vice President Doug Barberry of Aldino Sod Farms, Inc. of Churchville, Md. Barberry will assume the TPI presidency next July,

Continued on next page

Sod exempt from sales tax

OKLAHOMA CITY, Okla. — Legislation passed here has placed sod production alongside agricultural concerns, thus exempting sod sales from state tax. In this state, at least, there is no longer a question about turfgrass sod farms being agricultural operations when it comes to the states sales tax code. The law could serve as a model for other states which now have confusing statutes on the books.

The Oklahoma amendment, sought for several years by the state's turf producers, specifies that "the terms farm, farming, farming operation, agricultural production and production of agricultural products shall be deemed to include the...planting, growing, cultivation and harvesting of sod by commercial growers of sod."

Scotts Company alters European distribution

MARYSVILLE, Ohio — The Scotts Company has announced that, as of Sept. 1, the marketing and sales of its lawn and garden fertilizers and control products in Europe will be handled through the distribution and marketing system of the former Grace-Sierra Horticultural Products Company (now Scotts-Sierra Horticultural Products Company), which was acquired by Scotts in December 1993.

Previously, Scotts products were sold throughout most of Europe by a German company under that company's label.

"Scotts is leveraging Sierra's strong international presence to accelerate our presence in the global

Continued on next page

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Employees acquire stake in PBI Gordon

KANSAS CITY, Mo. — PBI-Gordon Corp. has formed the PBI-Gordon Corp. Employee Stock Ownership Plan (ESOP), which recently acquired a significant ownership interest in the company.

The move was announced by W.E. Mealman, PBI's chairman & CEO and Richard Martin, PBI's president & COO.

Mealman stated that in recent months, they had evaluated various options to help

plan for ownership succession. "Our goals for ownership succession were that the Company structure remain essentially the same as it is today, and that the employees of PBI share in the future success of the Company. We feel that the ESOP best meets these goals." Martin explained that an ESOP is a federally qualified employee benefit program designed to give employees ownership in the Company where they work.

Toro Co. to sponsor GCSAA Golf Championship

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) and The Toro Co. have signed a long-term agreement enabling Toro to be the association's exclusive partner for the annual GCSAA Golf Championship.

"GCSAA is very excited about this new partnership with Toro," said GCSAA President Joseph Baidy. "Toro's outstanding commitment to the industry and our association is very much appreciated by the GCSAA membership." Toro's involvement in the mem-

bers-only tournament will be realized through complementary receptions, continental breakfasts, a Victory Banquet, new and different tee prizes, and a hole-in-one contest, explained John Szafranski, vice president and general manager of The Toro Co.'s commercial product division.

"We are committed to the golf course management industry and are pleased to show our support by co-hosting a first-class golf championship," he said.

In addition, remaining funds donated by Toro — i.e., those not

applied to the expense of hosting the event — will be given as a contribution to the GCSAA's Scholarship & Research Foundation.

Toro's involvement will begin with the 1995 GCSAA Golf Championship, the association's 45th, scheduled for Feb. 20-21, in Monterey, Calif. Five area courses will play host to the tourney: The Bayonet at Ford Ord Golf Course, The Golf Club at Quail Lodge, Old Del Monte Golf Course, Poppy Hills Golf Course, and Rancho Canada Golf Club, West Course.

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Turf Producers International

Continued from previous page

when members gather in Omaha, Neb., for the 1995 summer convention.

Also elected to a one-year term was Secretary-Treasurer Wayne Thorson of Todd Valley Farms, Inc. in Mead, Neb. Thorson and Todd Valley will serve as host farm for next year's Nebraska meeting.

Joining the TPI Board as three-year trustees are Chris Hope, Manderley Sod, North Grower, Ohio; David Doguet, Crenshaw & Doguet Turfgrass, Inc., Austin, Texas; and Bryan Wood, owner of Tip Top Turf, Milton Keynes, England.

TPI will next conduct its association business at its Midwinter Conference, scheduled for Feb. 8-10, 1995, at the Hilton Hotel in Walt Disney World, Lake Buena Vista, Fla.

Scotts in Europe

Continued from previous page

marketplace," says Kenneth W. Holbrook, senior vice president for Scotts. "Although Scotts has enjoyed a long and positive relationship with our German partner, the acquisition of Sierra has given Scotts a company-owned business base and organization throughout Europe, and in more than 50 countries worldwide. This enables Scotts to serve the marketplace under our own brand name."

Headquartered here, The Scotts Company now sells in the United States, Canada, the United Kingdom, continental Europe, Southeast Asia, the Middle East, Australia, New Zealand, and several Latin American countries.

For more information on the change, contact David J. Slaybaugh, The Scotts Company, 513-644-0011.

Rohm & Haas names Turf and Ornamental managers

PHILADELPHIA — Rohm and Haas Co. has named two new managers in its Turf and Ornamentals business.

Janet Plaut Giesselman has been appointed turf and ornamental products manager. She will have responsibility for marketing programs and introductions to the marketplace for key Rohm and Haas products. Giesselman has held positions of increasing responsibility since joining the firm in 1981. Most recently she was Western regional operations manager for the company's Polymers

and Resins business.

She earned her bachelor's degree in biology from Penn State University, and holds a graduate degree in plant pathology from the University of Florida.

Meanwhile, Dan Loughner has been named turf and ornamental product development manager. He is responsible for turf and ornamental product field testing, label expansions, state and federal registrations, grants-in-aid, and other activities in support of marketing for turf and ornamental products.

Loughner has been with Rohm and Haas since 1978, beginning as a field research and development representative for products such as Blazer herbicide. In 1983 he moved to the company's Spring House research laboratories to conduct anti-fungal research. In 1989 he became worldwide test coordinator for the Fungicides Exploratory Group. A graduate of Penn State with a master's degree in plant pathology, he also holds a business management degree from The Wharton School at University of Pennsylvania.

Aquatrols joins forces with Stockhausen

Aquatrols has formed a strategic alliance with Stockhausen, a water absorbant polymer manufacturer.

This alliance has aided in lowering the cost to market SuperSorb.

SuperSorb, used in the greenhouse industry, is designed to save time and labor costs affiliated with watering plants. SuperSorb increases moisture retention, improves plant shelf life, optimizes plant growth, improves rooting and reduces nutrient leaching.

SuperSorb is available in two particle sizes, SuperSorb-C coarse for gardens, containers and hanging baskets, and SuperSorb-F fine for bare-root dipping transplants. Both forms are available in 3 lb., 9 lb., and 50 lb. containers, as well as 1 ounce packets.

Enter AgrEvo

Continued from page 45

zation," says Delage. "This joint venture ensures that the new company will be of sufficient size to continue to bring innovative products to the marketplace in a cost-efficient manner.

"Both companies have a full pipeline of new technology in development, and together, we will bring these new products to the market with improved efficiency."

According to Leo Ekins, president of U.S. Operations: "Combining the research and development capabilities of both companies provides more depth of technology and talent than that of either company alone." "In addition, the product portfolios of the two companies are extremely compatible from a sales and marketing perspective."

The principal office of AgrEvo USA Company is located here at Little Falls Centre One, 2711 Centerville Road, Wilmington, Del. 19808. The Canadian office for AgrEvo is at 295 Henderson Drive, Regina, Saskatchewan, Canada, S4N 6C2.

For additional information, contact B.J. Bilas at 302-892-3014 or Steve Meister at 306-721-4551.

Change of scene for Horizon Marketing

Horizon Marketing has announced the expansion and relocation of its offices. In conjunction with this move, the company name will change to better reflect the exclusive nature of its products and services. Make note of the following: Horizon Golf, 901 Cedar Hill, Suite 100, P.O. Box 4499, Evansville, Indiana 47724; 812-867-9333 or 1-800-545-9210; fax — 812-867-9231

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ECI names two VPs: Ng and de Garmo

Bruce Wilson, president and chief operating officer of Environmental Care, Inc., has announced the promotion of Arnold Ng to vice president of Sales and Marketing. Ng has been working with the company's sales force in Arizona, California, Colorado, Florida, Georgia, Nevada and Texas. Ng has brought the sales team to new heights of achievement.

In other ECI news, Richard

A. Sperber, president of Valley Crest Landscape, Inc. — a construction division subsidiary of Environmental Industries, Inc. — has announced that Charles de Garmo has joined the company as vice president and branch manager of Orange County operations. De Garmo had previously worked with Valley Crest Landscape, Inc. in a number of arenas including sales, estimating, purchasing and operations.

Environmental Steward application deadline Oct. 31

BURNSVILLE, Minn. — The four sponsors of the Environmental Steward Awards — Ciba Turf & Ornamental Products, Rain Bird, Jacobsen Division of Textron and new sponsor Lebanon Turf Products — have announced the following award dates:

Entry forms available: Aug. 1, 1994

Closing date for competition: Oct. 31, 1994

Entry forms are available from any of the sponsors or Ceres Communications, coordinator of the

program. They can also be found in the August issue of *Golf Course Management*.

Entries are reviewed by an independent panel of judges selected for their expertise in environmental issues and turfgrass management. Awards are given in three categories: public, private and resort. One national winner is selected in each category.

In addition, there may be as many as 21 U.S. regional winners: one public, private and resort winner each in all seven U.S. Golf Association regions. There also

may be three winners each in Canada and internationally. Merit winners may be selected at the discretion of the judges.

In 1993-94, 28 golf course superintendents received Environmental Steward Awards, which were created to recognize superintendents for their efforts to care for and enhance their local environments. In addition, the sponsors donated more than \$17,000 in the names of the winners to GCSAA Scholarship & Research.

For more information about the Environmental Steward Awards, contact Bob Hanvik or Lois Kocon at Ceres, 421 W. Travelers Trail, Burnsville, MN 55337; 612-894-2414, Fax: 612-894-2423.

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AGC TEAMS WITH INTERNATIONAL

HALSEY, Ore. — Management giant American Golf Corp. (AGC) has named International Seeds, Inc. as its exclusive supplier of grass seed. As part of the contract, Halsey-based International will supply more than 175 AGC courses in the United States and Europe with its seed product.

MILORGANITE TAPS SOUTHERN REPS

MILWAUKEE, Wis. — Sylvite Southeast, Ltd. and Fagler and Associates, Inc. have been named to represent Milorganite fertilizer product, in tandem, in the southeastern U.S. Sylvite Southeast is located in Lakeland, Fla., and managed by Lat Vern. Fagler and Associates is based in Savannah, Ga., with Will Fagler heading the business.

Kimmel heads IA

Continued from page 45

"Last year, we had a little over 5,000 [attendees]," he said. "This year we expect a show of comparable size. What we've done this year is secured a lot of co-sponsors, regional irrigation associations and growers, for example."

Kimmel said IA members and industry colleagues shouldn't expect any major association shake-ups on his watch.

"It is a changing of the guard, but Pepper did a good job and we don't plan any major changes," he said. "If we do as good a job, I'll be tickled."

As for Putnam, he plans to start a sales agency in the Pacific Northwest.

"I hope for something more than a manufacturers' rep, but there's nothing wrong with being a good manufacturers' rep," said Putnam. "We'll concentrate on irrigation and we want to exploit the golf course marketplace, which is booming out there in the Northwest."

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Golf Course Marketplace

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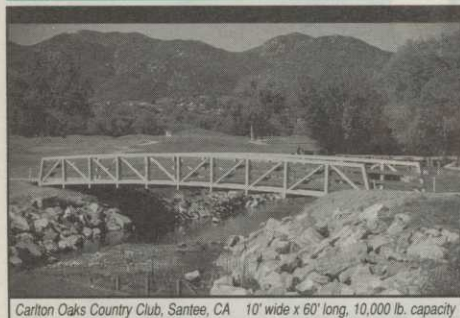
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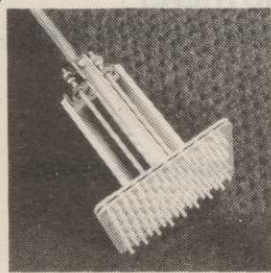
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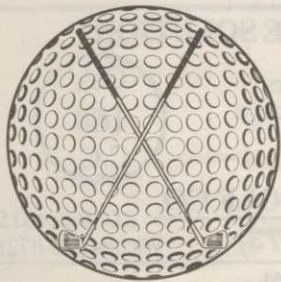
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NEW PRODUCTS

Yamaha unveils the Ultima

Yamaha began production of its new golf car, the Ultima, on Sept. 1.

Available in gas and electric models, the Ultima features a comprehensive wrap-around Sentry Body Protection System with 5-mph bumpers front and back; a worm gear and pitman pin steering system that emulates power steering; a suspension system similar to that found on automobiles; wider and deeper seats; a textured steering wheel; and self-adjusting, reduced-maintenance brakes.

For more information call Yamaha USA at 800-843-3354, ext. 440.

CIRCLE #302

Rake with hydrostatic drive

Smithco's new Sand Star bunker rake features a hydrostatic drive specially designed for high performance and low maintenance.

The hydrostatic system drives the two rear wheels through an Eaton transaxle and is linked directly to the engine throttle to automatically increase speed to meet all power demands.

The rake is powered by a Kohler Command gasoline engine with 12.5-hp, overhead valves and a 2.5-gallon fuel tank. Along with its silent-type muffler, the Sand Star provides low-noise operation.

Among its features are a tough, fiberglass body; 40-inch, front-mounted plow; 72-inch, three-phase finishing rake; 61-inch, center-mounted cultivator assembly; and a hydraulic lift assembly for operation of the implements.

For more information contact 215-688-4009.

CIRCLE #303

LESCO adds three new seeds

LESCO Inc. has added three new turfgrass seeds—Wildwood Kentucky Bluegrass, PennPro Kentucky Bluegrass and Brittany Chewings Fescue.

Wildwood Kentucky Bluegrass yields a very dark green, relatively low, compact plant with excellent resistance to leaf spot, dollar spot and other major turf diseases.

PennPro Kentucky Bluegrass has a medium-green color, moderate-to-fine-texture leaf blade, excellent density and wear tolerance.

Brittany Chewings Fescue is a moderately dark green, very dense, fine-textured selection. It exhibits good disease and traffic tolerance and is excellent in areas that are shaded or under moderate drought stress. For more information telephone LESCO at 216-333-9250.

CIRCLE #305

Fiddler's Elbow open for play

FAR HILLS, N.J. — Fiddler's Elbow Country Club's new 18-hole golf course, designed by Rees Jones, opened July 1. Addition of the par-72 Forest Course expands Fiddler's Elbow to 54 holes of golf, making it the largest in the state.

The Forest Course incorporates 200 acres of the 700-acre Fiddler's Elbow complex. Built on the highest land on the property, it offers panoramic views of Scholey's Mountain to the north and the Cushetunk Mountains to the southwest.

The first four holes play down and back up over open fields that have been transformed into mound-lined fairways, accented by strategically placed bunkers. Of the more than 100 bunkers on the course, 19 of them are on the par-5 3rd hole.

There will be four sets of tees on every hole, which will allow the course to play from 5,154 to 7,128 yards.

"I was fortunate to be working with a naturally beautiful site, one of the best I've ever had to work with," Jones said. "The rolling terrain is just about perfect...not too severe, but steep enough to provide a variety of gentle uphill and downhill shots. When you're playing through the woods, you feel like you're in a nature sanctuary, it's so quiet and peaceful."

Slow-release from ParEx

In the past, polymers have been used to coat potassium nitrate or potassium sulfate, and sulfur used to coat potassium sulfate potassium chloride. Sulfur-coated products were unpredictable and often failed to provide extended longevity or caused damage. Coated products also have been relatively expensive because fertilizer materials used for polymer coating are costly and often are not round and smooth, resulting in additional expense.

Determined to find a solution to this dilemma, the research team at Vigoro Industries, Inc., recently developed new technology which provides a coatable potassium chloride substrate which gives a safe, slow-release form of potassium. It is now available as a component in Vigoro's Par Ex turf-grade fertilizers, and soon will be made available in other formulations.

For more information, contact Vigoro at 1-800-767-2855, extension 241.

CIRCLE #301

Thompson rings for Commanders

Thompson Manufacturing Inc. has introduced a new stabilizer ring made of a bolt-on, high-strength plastic compound for its Commander series Rotor.

It is offered as a retrofit item for heads in the field, and will be offered as an option on new rotors. The ring is designed to keep the rotor at grade for a longer period of time, even with the heaviest of turf equipment driving over it, and still allow the small profile of the Commander on the field.

Installed just below grade, the turf still grows up the rotor. Its design makes it easy to install and offers an economical alternative to raising heads every couple years. For more information contact Thompson Manufacturing Co. Inc., 5075 Edison Ave., Chino, Calif. 91708 or telephone 909-591-4851.

CIRCLE #304

Parkway's new Algae Rid

Parkway Research Corp.'s latest product, Algae Rid, is a liquid aquatic algicide that is both effective on a broad range of aquatic algae and safe to animal life.

Algae Rid is also compatible with Parkway's lake colorants Blue Lagoon and Blue Lagoon WSB.

To receive a brochure or samples call 800-442-9821, or write Parkway Research Corp., 13802 Chrisman Rd., Houston, Texas 77039.

CIRCLE #306

Hot spots: Fact or Fiction

Continued from page 54

you've got a lot of flat flood plains."

Norton and the NGF have tried to move would-be developers away from hot spots and into more practical analyses. The NGF offers an executive summary which includes questions to ask when conducting market research and feasibility studies. For example, when segmenting a market, developers should realize:

- Green fees vary with every market. High-end fees in Boston are \$40-45, while the same golf experience will cost you \$20-25 in Nebraska. Do the research before you decide which market to enter.

- With feasibility studies on rounds played, evaluate the market based on competing green fees and the support (rounds played) you expect. This sounds basic, but you would be amazed, Norton said, how many developers fail to do it.

- Green fees are an approximation of amenity level. But an approximation of green fees (in a business plan) can't be made until amenities at competing facilities are examined. Again, a simple but oft-overlooked factor.

September

8-9 — *Southwest Horticultural Trade Show in Phoenix.* Contact 602-966-1610.

13 — *Vermont/N.H. GCSA Annual Joint Meeting in Fairlee, Vt.*

18 — *CGSA/GCSAA National Seminar Program on the Microbiology of Turfgrass Soils in Aylmer, Quebec, Canada.* Contact 913-841-2240.

18-21 — *Florida Turfgrass Ass'n. 42nd Annual Trade Conference & Show in Ft. Lauderdale.* Contact 800-882-6721.

20-22 — *Virginia Tech Turf and Landscape Field Days in Blacksburg, Va.* Contact J.R. Hall III at 703-231-9736.

26-29 — *Northwest Turf Conference in Gleneden, Ore.* Contact 206-754-0825.

October

3-Dec. 10 — *Rutgers Professional Turf Management Golf Turf Management School in New Brunswick, N.J.* Contact 908-932-9271.

5-6 — *So. Calif. Turfgrass Expo in Costa Mesa.* Contact 714-951-8547.

12-13 — *West Texas Turfgrass Conference in Snyder.* Contact 806-354-8447.

12-14 — *Southwest Annual Turf Conference in Ruidoso, N.M.* Contact 505-275-2576.

29-30 — *Southwest Outdoor Power Equipment Show in Arlington, Texas.* Contact 512-443-7999.

29-Nov. 2 — *Georgia GCSA Annual Meeting in Savannah.* Contact Karen White at 706-769-4076.

November

1-4 — *6th Annual West Virginia/GCSA Turf Conference & Show in Morgantown.* Contact David Tennant at 304-594-1541.

6-9 — *15th Annual International Irrigation Exposition and Technical Conference in Atlanta.* Contact 703-573-3551.

8-11 — *Turf & Grounds Exposition in Rochester, N.Y.* Contact 800-873-TURF.

11-12 — *Golf Course Expo in Orlando, Fla.* Contact the Golf Course News Conference Group at 207-846-0600.

13-16 — *28th Annual Carolinas GCSA Conference and Show in Myrtle Beach, S.C.* Contact 800-476-GCSA.

14-17 — *Green Industry Expo in St. Louis.* Contact 404-973-2019.

17-19 — *Tree Care Industry Expo '94 in Rochester, N.Y.* Contact 800-733-2622.

18-20 — *National Golf Foundation Golf Summit '94 in Phoenix.* Contact 407-744-6006.

29-Dec. 1 — *New Jersey Turfgrass Association Expo in Atlantic City.* Contact 908-821-7134.

29-Dec. 1 — *Rocky Mountain Turf Conference and Trade Show in Denver.* Contact Julia Marie at 303-688-3440.

December

5-7 — *Texas Turfgrass Conference and Show in Fort Worth.* Contact 806-354-8447.

5-8 — *Kansas Turfgrass Conference in Topeka.*

1995

January

2-March 10 — *Rutgers Professional Golf Turf Management School in New Brunswick, N.J.* Contact 908-932-9271.

3-5 — *Wisconsin Turfgrass & Green Industry EXPO in Madison.* Contact 608-262-1490.

9-20 — *10th Annual Cornell University Turfgrass Short Course in Ithaca, N.Y.* Contact 607-255-2222.

Continued on next page

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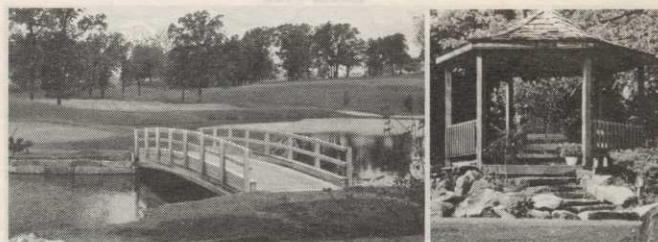
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11-13 — North Carolina Turfgrass Conference and Show in Charlotte. Contact 910-695-1333.

23-26 — 35th Virginia Turf and Landscape Conference and Trade Show in Richmond. Contact Bruce Tharp at 804-340-3473.

February

20-27 — GCSAA International Conference and Show in San Francisco.*

24-26 — 7th Annual West Michigan Golf Show in Grand Rapids. Contact 616-247-1931.

March

11-14 — 46th Canadian Turfgrass Conference & Trade Show in Ottawa, Ontario. Contact 800-387-1056.

* For more information contact the GCSAA Education Office at 800-472-7878 or 913-841-2240.

Development moves away from hot spot mentality

By HAL PHILLIPS

Hot spots: Fact or fiction? Increasingly, developers, financiers and industry analysts are leaning toward the latter. Though many would-be developers continue to ask the National Golf Foundation (NGF) to identify these elusive, ultra-fertile golfing grounds, the Jupiter, Fla.-based organization has abandoned the practice.

"It's very sexy to say which spots are hot and which are not, but it's very misleading," said

NGF Vice President Rick Norton. "The methods for determining a hot spot — the superficial ones like population per hole — don't hold up. For example, if that were always true, then New York City would be a hot spot. But it's not.

"Every market is unique. It's a very segmented market out there."

The last time the NGF officially designated a "hot spot" was 1991, and it doesn't plan on continuing the practice.

"Even then, I didn't feel comfortable recommending development in some areas," Norton continued. "It was a weak analysis. The problem is, you just can't assume all the variables that go into golf development. We looked at population density, land cost and multi-variable testing to determine hot spots. But you can't predict success because every market is different, has different needs, different costs.

"There are a lot of people who

feel like we should still do hot spots, that it was a good service. I don't think it was a service really. It was a disservice."

Don Rhodes, a lender and golf-industry analyst with Raleigh, N.C.-based NationsBank, doesn't like the obsession with hot spots, either.

"I avoid the phrase in my own mind. It's not a useful way to think about an industry," said Rhodes. "What I think about, regardless of a course's market area, is 'Can you get affordable land? Can you draw the players? Can you draw a circle of so many miles and put a course in

I avoid the phrase in my own mind. It's not a useful way to think about an industry. What I think about, regardless of a course's market area, is 'Can you get affordable land?'

— Don Rhodes,
NationsBank

the middle of it?"

Rhodes, who will speak at Golf Course Expo (see page 1) said exorbitant land prices in developed, urban areas are responsible for the substantial proliferation of high-end daily-fee courses — and the paucity of medium-range daily-fee courses.

"Let's take Atlanta," said Rhodes, who noted that many had, until recently, considered this Southern city a hot spot. "The generalization about Atlanta was this: Where you need the courses, you can't build them; where you can build them, there aren't enough golfers to support it.

"That's only partly true. You can get land close to Atlanta, but you can't get 150 acres of land at an affordable price. If developers pay too much for land, they say, 'It's going to cost \$5 million or more to build, and the only way to make money on the original investment is to go high-end.'

"Phoenix is another good example. They need standard mid- to low-end courses. They don't need another \$100 in the winter, cheap in the summer course. But it all starts with the land cost."

This is where the idea of hot spots can clog a market: Developers rush to build in a certain geographic area; they are forced to go high-end to cover land costs; and presto, you have too much competition in that particular market segment. While 80 percent of the course openings are public-access, Rhodes' analysis would explain why so many new courses are high-end daily-fee. However, it also explains why municipalities are climbing over each other to get into the golf development business: They're filling a need for affordable, public-access golf, and they can acquire good land cheap.

Rhodes and Norton maintain that any market can provide a fruitful atmosphere for development.

"As a developer," Rhodes said, "you have to find an exception on the cost of land. Then you can make it work. Or you need to find an affordable piece of land that can't be used for anything else but golf. You find a lot of that in Texas where

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CIRCLE #138

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GOLF COURSE NEWS



"WORST-EVER" SNOW MOLD DAMAGE HITS UNTREATED FAIRWAYS HARD; TEES AND GREENS "COME OUT CLEAN" WHEN TREATED WITH DACONIL 2787® FUNGICIDE.



*Dan Billette,
Superintendent,
Lenawee Country
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The winter of 1993-94 was a tough one in Southern Michigan with bitter cold and snow cover that stayed put until March. Then, as the days warmed and the ground thawed, the Snow mold hit. "On the fairways, where I don't treat, it was the worst I've ever seen," recalls Dan Billette, Course Superintendent at Lenawee Country Club in Adrian, MI. On tees and greens, however, where Dan had used Daconil 2787® Flowable Fungicide from ISK Biosciences Corporation, "we didn't have any problem at all."

Built in 1920, Lenawee Country Club lies on hilly terrain. It has mature trees and small, undulating, heavily bunkered greens that make very challenging targets. The turf is a 50/50 mix of bentgrass and *Poa annua*. Snow mold is always a concern. That's why Dan's been on a preventive program since 1990. And on the tees and greens treated with Daconil 2787, "I've come out real clean every year."

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You might say that Daconil 2787 is the cornerstone of Dan's turf management program. "I use it steadily through the growing season on tees and

greens, and on fairways, too. It gives me excellent control on both Brown patch and Dollar spot. I've even used it for Red thread.

"What I really like about Daconil 2787, though," Dan continues, "is the sticker they use. It's incredible. Once it dries, it's on the leaf. And even after it rains, you can still see it. It's really impressive to me how well it hangs on. It's been a very reliable product for me."

For control of both Gray and Pink snow mold, Dan uses Daconil 2787 in a tank mix with Chipco* 26019. He watches the long range weather forecast through mid-November and then, just before the first real snows, he applies 8 oz of Daconil 2787 and 6 oz of Chipco 26019 per 1000 sq ft. When possible, a second application during a mid-winter thaw is also recommended.

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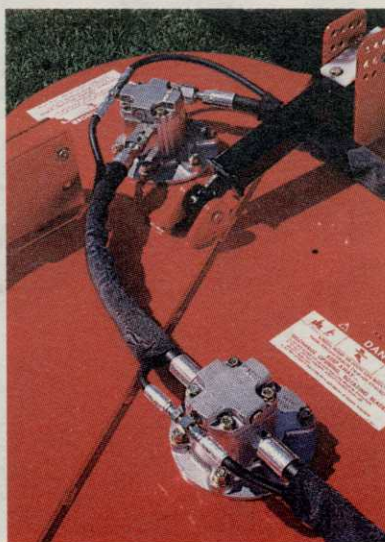
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