

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 7, NUMBER 4
APRIL 1995 • \$4.50

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EPA-friendly

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Geese, Algae, etc.

Having problems keeping your ponds & lakes free of these and other intruders? See special report 40

Not Quite Exotic

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DR. DUICH EARNS ROSSI AWARD

Builders association President Jim Kirchdorfer (left) presents Dr. Joe Duich the Don Rossi Award during the builders' banquet in San Francisco. For story on Duich and a complete GCSAA Show Wrap-up, see pages 33-39.

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Truce!

Soil labs & USGA settle differences

By MARK LESLIE

FAR HILLS, N.J. — Comforted and hopeful after meeting with representatives of eight soil-testing laboratories, U.S. Golf Association (USGA) Green Section officials believe the clock is ticking toward a future where accreditation for labs is the norm.

"I'm very relieved," said Green Section National Director Jim Snow, who entered the February meeting expecting an angry mob of lab technicians.

Saying a committee of lab officials "will hold discussions among themselves and tell the USGA what needs to be done," he said: "It will take awhile

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Owners buy into group purchasing

By PETER BLAIS

CHARLESTON, S.C. — Insurance, electric bunker rakes and used turf equipment are the latest products to find their way onto the ever-growing list of discounted service and merchandise available through the National Golf Course Owners Association Smart Buy Program.

The NGCOA group purchasing program provides the association's members with price breaks from preferred suppliers ranging from shirt makers to credit-card processors.

CNA Insurance Compa-

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BACK TO THE LINKS

A lonely pin stands starkly on the 18th green, as the sun sets on Ocean Forest Golf Club, a throwback, links-style design from Rees Jones. The 380-acre property sits on the tip of Sea Island, Ga., just where the Hampton River meets the Atlantic Ocean. For details on Jones' successful collaboration with nature and the Cloisters Hotel, see page 47.

EPA puts product approval on fast track?

By MARK LESLIE

WASHINGTON, D.C. — The Environmental Protection Agency's (EPA) new Biopesticides and Pollution Prevention Division, created in November to speed up registration of biological pesticides, is accomplishing the task, according to spokesman Anne Leslie.

A chemist and turf industry liaison with the EPA, Leslie said that in the division's first three months, three new active ingredients were registered and registration actions had been completed on three others. Historically, it has taken three to

five years to approve an active ingredient for use, she said.

"The EPA is committed to expediting registration of safer pesticide products," Leslie told an audience at the International Golf Course Conference and Show in San Francisco. She explained that for chemical pesticides, the EPA has initiated a priority set of procedures to hasten approval, while the new division was created to deal with biological pesticides.

In the case of chemical pesticides, "registrants can make an argument as to why

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Opryland Springhouse Golf Club in Nashville, Tenn. is among those courses designed by incoming ASGCA president Jeff Brauer.

Q & A

Brauer to assume ASGCA presidency

By MARK LESLIE

SCOTLAND — When the American Society of Golf Course Architects (ASGCA) meets here in April on the eve of its 50th anniversary, a week of travel and meetings will be climaxed with the passing of the gavel to a new president — Jeffrey Brauer.

Already, Brauer's sights are set on April 1996 when the society holds its golden anniversary at the hallowed greens and fairways of Pinehurst, N.C.

Questioned about his objectives, the president of GolfScapes in Arlington, Texas, answered: "I will begin to play

on the 50th anniversary theme. In my view, while the challenges of golf course architecture are certainly significant today, with the environment and the financing, I think the challenges have always been there throughout the 50 years of the society. I think the top architects have met those challenges in the past and I'm certain will meet them in the future."

Golf Course News: What have those challenges been?

Jeffrey Brauer: Historically, if you look at the '40s, there wasn't any qual-

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Smart Buy

Continued from page 1

nies, Smithco and Bel-Air Turf Products are the latest exclusive suppliers to join the program.

CNA's new Golf Course Advantage Partnership was developed specifically for public and semiprivate golf course owners. The program covers most special course insurance needs such as golf course property, golf course extension endorsement, liquor, pesticide/herbicide, and directors and officers liabilities. Pollution liability coverage is

also available with the transportation of designated pollutants endorsement.

The CNA program recognizes that green fees vary from course to course, although rounds remain fairly consistent. To accommodate this difference, credits will be given to general liability rates as green fees increase per round. Referred to as an equitable rating adjustment, NGCOA identified it as one of the program's greatest benefits.

Golf Course Advantage Partnership participants are part of a pool of other courses. If claims

are minimal, a portion of the premium is returned to participating course owners.

"Historically, CNA has been very aggressive with this sort of association program," said NGCOA Executive Director Mike Hughes. "Some consider its agent network to be the finest in the business. That and their experience in the golf course industry is why we selected them."

Smithco and Bel-Air were readying to come aboard the Smart Buy program as of mid-March.

Smithco was set to offer NGCOA members a significant discount on its electric bunker rake, one of the most-talked about items on display during the recent Golf Course Superintendents Association of America International Conference and Show, as well as its other turf management hardware (see page 61).

Bel-Air of Leeds, Ala., markets remanufactured turf equipment, reconditioned mowers and Cushman turf equipment primarily, according to NGCOA Director of Purchasing Mike

Tinkey.

"We've tested their products and found them to be very reliable," Tinkey said. "And they offer an extended warranty."

Other preferred suppliers in the Smart Buy program include:

- NaBanco — credit card processors.
- Yamaha Manufacturing — golf cars.
- Ag Resources — grass seed.
- AT&T Profit by Association Program — long-distance telephone service.
- Page & Addison P.C. — legal services.
- Athlete's Edge — private-label golf shirts.
- On In Two Publications — scorecards and yardage books.

"An 18-hole club can save the cost of its annual membership [\$325] with a single purchase from just about any of the suppliers," Tinkey said. "Shirts, for instance, are discounted as much as 40 percent. With a minimum order of 150, that's a savings of \$450 to \$800.

"With Yamaha, you negotiate your best deal with the distributor for an Ultima, send the invoice to the NGCOA office and get a \$50 rebate per car. That's \$3,000 to \$4,000 for a 60-80-car fleet. Even with just 10 cars that's \$500."

The Smart Buy program is limited to NGCOA members. For more information, contact 803-881-7736.

Satellite tracking

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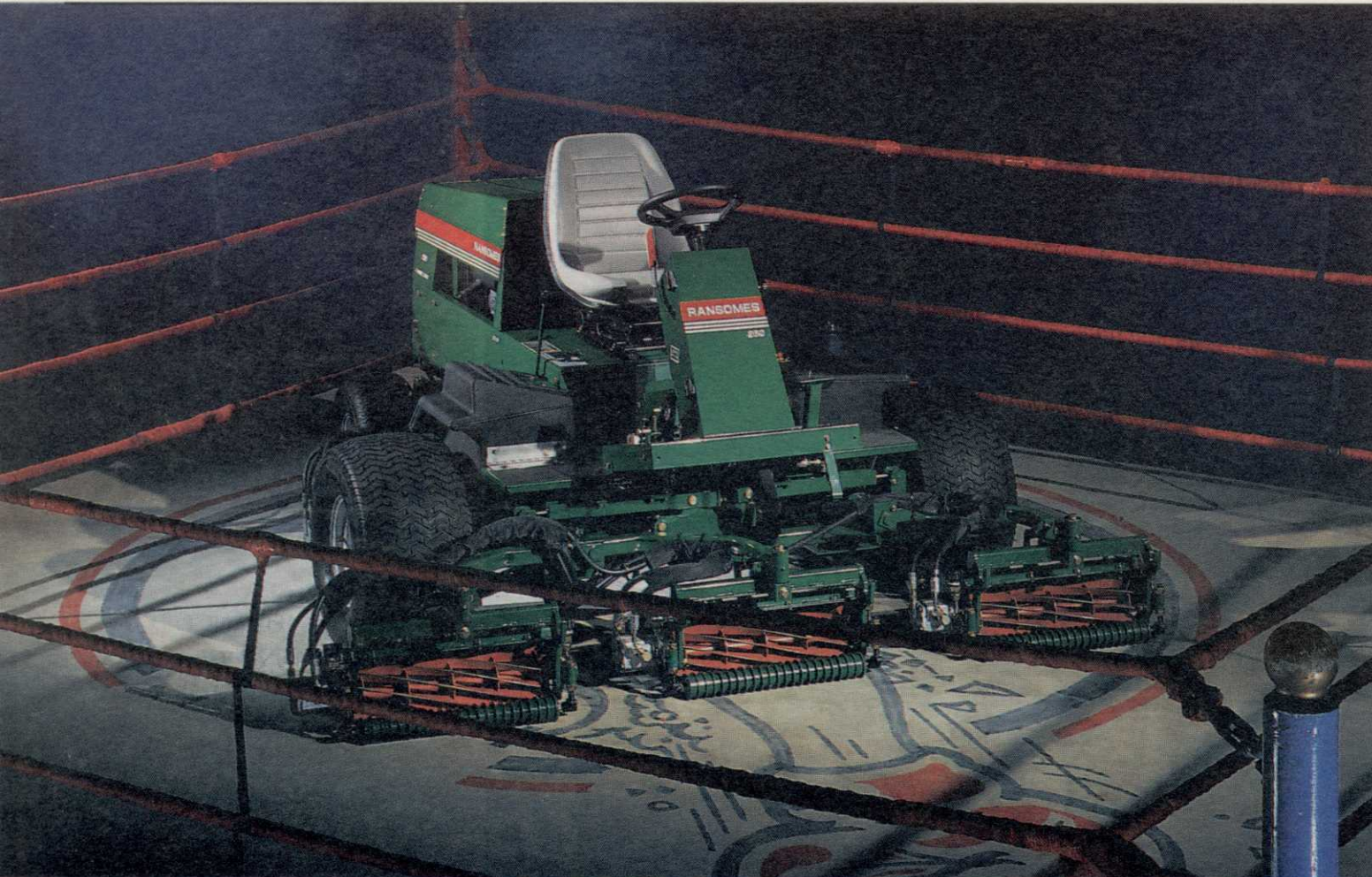
Say an unexpected thunderstorm forced a sprayer to race for cover halfway through a fairway application. Once the storm passed, a check of the Sky Marshall screen would allow the sprayer to return to the exact spot where it had left off, rather than relying on the applicator's memory. This would save time and unnecessary re-applications.

Sky Marshall can also generate management reports showing everything from which holes have the slowest play to documentation to satisfy Environmental Protection Agency requirements.

Sky Marshall requires little hardware, specialized computer knowledge or maintenance, Tarantino said. CompuSpeak installs the system, provides training and follow-up support.

The system costs approximately \$150,000 for an 80-car fleet, Tarantino said. Leasing programs are available for \$2 to \$3 per round. Maintenance service is free the first year and approximately \$15,000 annually thereafter.

The cost makes resort and upscale daily-fee courses the most likely customers, Tarantino said. If a year-round course charging \$100 per round adds an average of four rounds daily, that's \$146,000 (365 x \$400), meaning the system basically pays for itself in a single year.



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obstacle, but not at the expense of agility. The 250 is extremely quick on its feet.

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