

# GOLF COURSE NEWS

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## Supers combat stress, burnout

Poor delegation skills a cause

By J. BARRY MOTHE

SAN FRANCISCO — A failure to delegate work and soaring expectations are the leading causes of stress among golf course superintendents, according to a psychologist who has worked closely with the subject for several years.

"Golf course superintendents tend to be perfectionists and think, 'If I don't do it, it won't be right,'" said Dr. Bree Hayes, who has led stress management seminars for the Golf Course Superintendents Association of America (GCSAA). Hayes will lead another such seminar during the GCSAA Show and

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## Survey says: Architects don't agree on very much

By MARK LESLIE

The diversity of golf course architects is matched only by their opinions on such topics as the availability of financing, designing courses with less irrigated acreage, and whether "minimalism" has returned to design.

In an exclusive *Golf Course News* survey of the country's 200-odd architects, respondents shared some up-close insights into a world that spans irrigation technology, corporate finance and turfgrass research.

The most disparate answers came from the questions on minimalism, whether money spent to build courses is declining, and whether clients are finding it easier to get fi-

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### GOLDEN GATES BECKON SUPERINTENDENTS

Comprehensive GCSAA Show section with schedules, tourney preview, awards and things to do in S.F. See p. 19

195 Show Me!



The San Francisco skyline seen through the suspension cables on the Golden Gate Bridge, while a cable car (top left) travels down Grant Street through Chinatown.

1994 Openings	9	18	Totals	
Daily Fee	91	89	180	New Facilities
Municipal	9	22	31	
Private	3	18	21	
Daily Fee	94	9	103	Expansions
Municipal	18	3	21	
Private	22	3	25	
<b>Grand Total</b>	<b>237</b>	<b>144</b>	<b>381</b>	

#### NGF REPORTS RECORD YEAR

Preliminary figures from the National Golf Foundation show that 1994 was another big year for golf course openings — another record-setter, in fact. For more facts and figures, see page 3.

#### COURSE MAINTENANCE

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#### CLUTE NAMED BUILDER OF THE YEAR

Paul Clute and Associates, which built Tom Fazio's award-winning Old Overton Club in Vestavia Hills, Ala., has been named the Golf Course News Builder of the Year. For this story and others, including GCN's Best Maintained Course on the PGA Tour, as voted by the players, see page 71.

## New Congress might result in mixed golf bag

By PETER BLAIS

WASHINGTON, D.C. — The swing to a more conservative, Republican-controlled Congress is good news for the golf industry but could lead the Clinton Administration to employ regulatory agencies to institute more liberal policies, according to industry representatives.

"The new Congress will impact golf clubs for the better," said Elizabeth Kirby-Hart, vice president of legal and government relations for the National Club Association. "The laws and regulations we'll be looking at should be far less onerous than before."

Added Kathy Driggs of the Club Managers Asso-

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## As distribution shrinks, firms go factory-direct

By HAL PHILLIPS

An increasing number of industry firms are marketing their products directly to golf courses, as the spectrum of distribution lines continues to narrow. Industry observers agree that, as the golf market continues to mature, more and more companies will abandon traditional lines of distribution for the factory-direct approach.

The service-oriented, two-step nature of golf purchasing will never disappear: "You don't just get a Toro Greensmower

in a crate," said Chuck Champion, general sales manager of Overland Park, Kan.-based Kalo, Inc., a manufacturer of wetting agents. "You will always need that relationship with the distributor."

However, manufacturers of chemical and fertilizer products, which don't necessarily require that level of service, are beginning to take the factory-direct route which emphasizes price above all else.

"Magnesium is magnesium is magne-

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