

GOLF COURSE NEWS

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INSIDE

Twin Peaks

Scotts has named its Tradition of Excellence winner, and the TPC Network has honored its best 15

GCSAA Wrap-Up

Did you miss the show in Orlando? Worry not. We've recorded all the high points for posterity 30-35

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Frank dialogue earns industry respect from environmental activists

● 'Green' principles make debut in N.C.

By HAL PHILLIPS

PINEHURST, N.C. — The strength and breadth of relationships forged last year at Pebble Beach will be tested this month when representatives of the golf course industry and environmental movement meet here at the second Golf and the Environment Summit, March 10-12.

This year's attendees will review and, ideally, approve a set of "environmental principles" formulated

over the past 12 months by representatives of the golf course industry working with environmental activists. The principles are designed to guide — not necessarily regulate — golf course siting, development and maintenance practices.

"It's important to remember, these principles have been put together by a consortium of people of both sides," explained Ted Horton, vice president of

Continued on page 35

● GCSAA debate a turning point?

By PETER BLAIS

ORLANDO — Golf made real progress in its ongoing confrontation with the environmental movement by providing opponents a public forum here during a debate led by Harvard law professor Arthur Miller at the recent International Conference and Show.

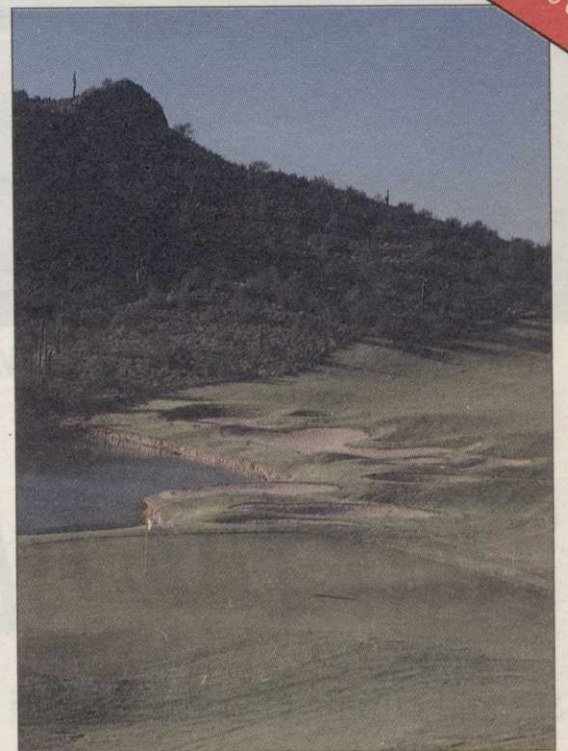
"I attended a [GCSAA] panel discussion at last year's conference and there wasn't a single environmentalist on the stage," said Todd Miller of the North Carolina Coastal Federation. "It was a simple case of preaching to the choir. But the environmental movement is well represented here. The GCSAA has come a long way in trying to understand both sides of this debate and is to be commended for that."

In terms of PR, has golf turned a corner?

"Absolutely," said Sharon Newsome of the Na-

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Technology View
Computer-aided golf management, pp. 38-42



WHERE EARTH & SKY COLLIDE

A dramatic backdrop is only half the story at Scott Miller's Eagle Mountain Golf Club in Scottsdale, Ariz. Eagle Mountain is one of two daily-fee, Miller-designed tracks to open this year in the Phoenix area. For stories, see page 43.



BUILDERS HONOR CORNISH

Architect Geoffrey Cornish accepts the Don Rossi Award from outgoing GCBA President Jim Kirchdorfer in Orlando. For story, see page 33.

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Arthur Miller leads the roundtable discussion on environmental matters during the GCSAA show in Orlando. Architect Michael Hurdan (left) and superintendent Tim Hiers were among the panelists.

TIFs may hold \$ promise for municipalities

By J. BARRY MOTHES

WYANDOTTE, Mich. — An economic development tool traditionally used by cities to build downtown parking garages and revitalize neglected neighborhoods was used by city officials here to help build a championship-caliber, urban 9-hole golf course and riverfront park.

The tool is known as tax increment financing, TIF for short, and it may hold some promise as a mechanism for cities aiming to build courses within defined development dis-

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NGP's David Price

Convinced that bigger is better, NGP acquires GEI

By PETER BLAIS

DALLAS — National Golf Properties' (NGP) proposed purchase of Golf Enterprises Inc.

(GEI), one of the country's largest course management companies, is the latest example of the mergers/buyout mania rocking the golf business.

"This is the best route for us to ensure optimum shareholder value," NGP's Chief Financial Officer John Berndsen said of the \$58 million would-be deal. "We're part of the ongoing consolidation occurring in the industry."

GEI owns, leases or contracts to manage 43 courses in 17 states. The agreement calls for GEI to sell its 20 owned golf properties to NGP — a real-estate investment trust established by the founders of American Golf Corp. (AGC) — and merge immediately thereafter with a newly formed AGC subsidiary. That subsidiary, which will retain the Golf Enterprises name, will

Continued on page 58

'Penn Pals' On Parade:
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and PennTrio



PennTrio No. 17, Apple Tree GC, Yakima, WA



Penncross No. 14, Coeur D'Alene Resort, Coeur D'Alene, ID

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IN BRIEF...

MIAMI — City commissioners here recently voted to hand over the scruffy and run-down Melreese Golf Course to a development group led by professional golfer Charlie De Lucca. Under the agreement, the city will pay for \$3.9 million in renovations. In return, it will get \$275,000 a year from the investors: De Lucca, lawyer George Knox, course architect Charlie Mahannah and developer Sergio Pino. De Lucca has managed the driving range at the course since 1972.

...

AMELIA ISLAND, Fla. — The Amelia Island Plantation has won approval for a controversial golf course and housing development next to American Beach. Nassau County commissioners voted to allow the plantation to build five golf holes and 60 to 150 homes on an 80-acre tract. Opponents said the project would destroy dense vegetation and possibly leave the area's largest sand dune, which separates American Beach from the development, unprotected.

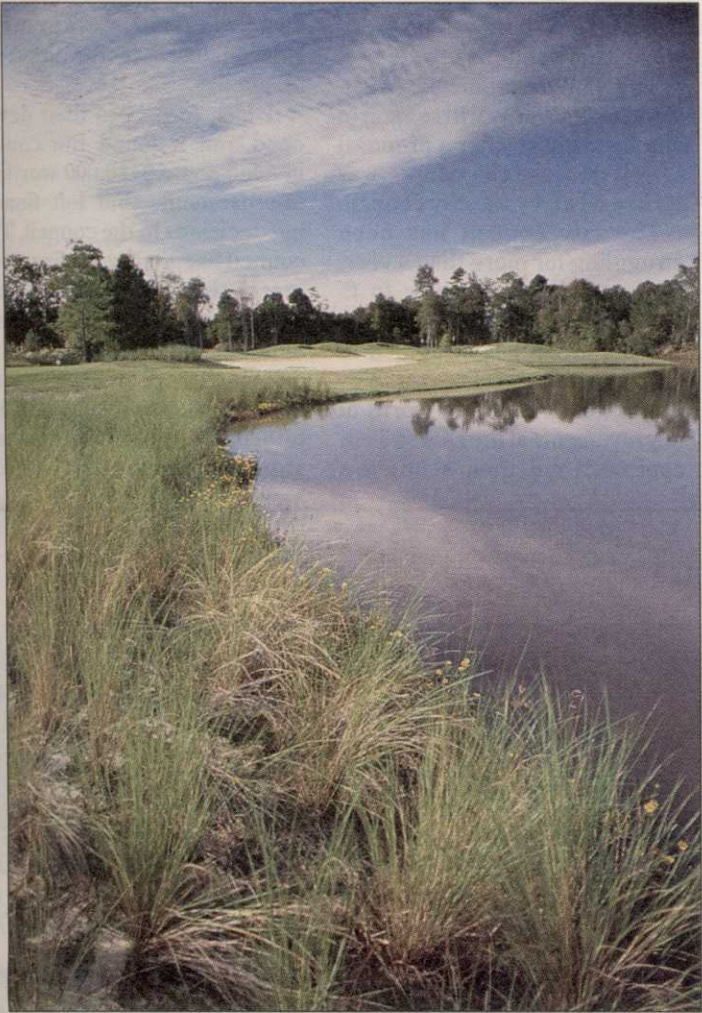
...

BEDFORD, N.Y. — Mega-developer Donald Trump has selected course architect Arthur Hills to design an 18-hole track for Trump's Seven Springs Golf Club, an ultra-elite limited membership club he's planning on the former Rockefeller Estate here. Trump said he envisions a 7,057-yard, par-72 course that would be available to a limited membership of 200, with entry costs and annual dues of about \$200,000. The site includes a 40-room, 50,000-square-foot, turn-of-the-century mansion.



BULLISH ON PRACTICE CENTERS?

Michael Jordan recently invited the general public to help christen the practice and training center that bears his name. Located in Aurora, Ill., the Michael Jordan Golf Center was designed by Jacobson Golf Course Design of Libertyville, Ill. Looking to expand, Jordan's company is exploring sites in Florida, Georgia and Charlotte, N.C.



WICKED INDIGENOUS

Native grasses line a watery hazard at Wicked Stick Golf Club in Myrtle Beach, S.C. The course is a collaboration between architect Clyde Johnston and Tour pro John Daly. Wicked Stick is Daly's first foray into the world of course design.

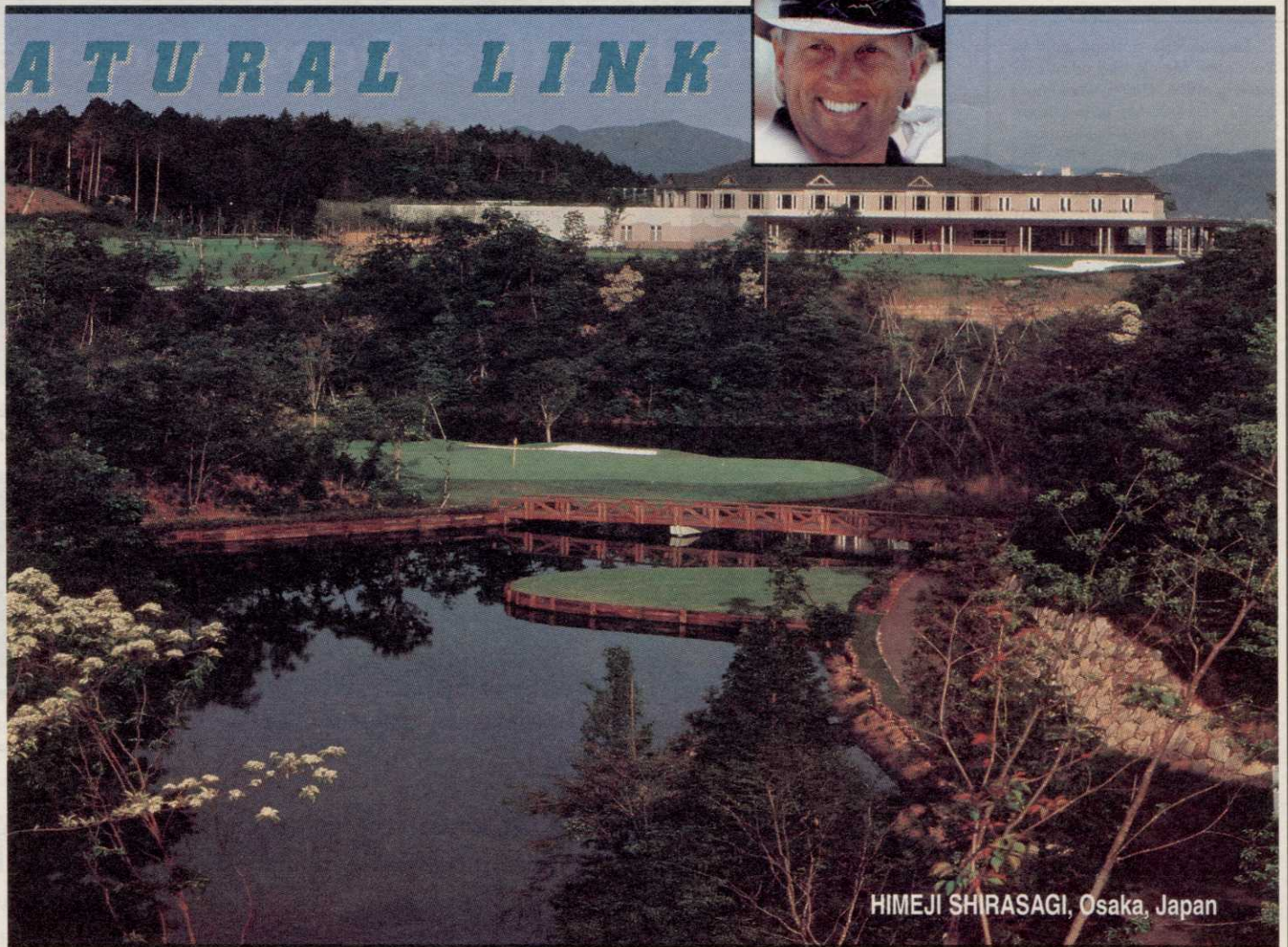
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Virginia Beach eyes sizeable golf expansion

VIRGINIA BEACH, Va. — A recently commissioned study recommended this popular coastal city could put itself on the East Coast "golf destination" map and boost tourism by building five upscale public golf courses.

PKF Consulting of Alexandria, which specializes in golf development surveys, found the demand exists. The study identified 51 potential golf course sites in Virginia Beach, with 18 of them existing in parcels of 150 or more acres in all or partly wooded areas. Excluding land, the cost of building new courses would range from \$6.5 to \$10.2 million each, including clubhouses and other amenities.

The study also indicated the projected impact on the local economy would be \$23.9 million in new revenues per year, resulting in about \$1.8 million in annual sales and amusement taxes.

The study made several suggestions towards building five new courses, including revising some zoning restrictions in undeveloped parts of the city; appointing an overseeing golf course expert to monitor development; pursuing the "redevelopment" of the Red Wing Municipal Golf Course near Camp Pendleton; and seeking bids for one or more golf courses on the city-owned Lake Ridge property, which contains more than 1,200 acres and is home to a new \$17 million amphitheater.

N.Y. county to expand course stock?

NEW CASTLE, N.Y. — Under a proposal that would cost \$8.7 million, Westchester County is moving closer to building its sixth public golf course on 174 acres now owned by IBM Corp.

The land was originally the home of the private Hudson Hills course. IBM bought the property in the 1980s with plans to build a research center, but they never materialized.

Now, Westchester County

is expected to buy the land from IBM for \$3.7 million and spend \$5 million to develop an 18-hole golf course. A number of single-family homes will also be developed on a nearby 40 acres, a welcome new angle to the project for local officials who were worried about losing potential property taxes on the proposal. The project still faces approval from the county's Board of Legislators.

Profit proves elusive at Iowa muni

NEWTON, Iowa — The Westwood saga continues.

The 18-hole municipal Westwood Golf Course will remain in city hands here after a proposal to sell or lease the course was turned down by the city council.

The city council has been struggling for more than a year, trying to determine how to finance capital projects at the course, which has struggled to make a profit.

More than \$200,000 worth of improvements at the course were approved and then scuttled a

year ago after pressure from citizens opposed to the improvements.

A task force was then developed and it found the course needed some \$446,000 worth of improvements, but left financing decisions to the council. The council haggled over a financing mechanism for months until recently deciding to use hotel and motel taxes.

Now city officials are looking into the possibility of a \$15,000 to \$20,000 study to further explore operations at the course.



Wildcat Cliffs Country Club
Highlands, NC



Forest Ridge Golf Club
Broken Arrow, OK



The Standard Club
Duluth, GA



Scioto Country Club
Columbus, OH



Blackwolf Run
Kohler, WI



Norwich Golf Course
Norwich, CT



Atlanta Athletic Club
Duluth, GA



Granite Bay Golf Club
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Wild Wing Plantation
Conway, SC



Willow Creek Golf Course
High Point, NC



Pinehurst Resort & Country Club
Pinehurst, NC



Prairie Landing
West Chicago, IL



The Plantation Golf & Country Club
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Pequabuck Golf Club
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Hyatt proposes Maryland resort

CAMBRIDGE, Md. — Hyatt Hotels Corp. has proposed a 350-acre luxury resort here overlooking the Choptank River that would include an 18-hole golf course.

The \$187 million project would be Maryland's first such luxury resort. Cambridge is a struggling riverside town of 12,000 that was once a vegetable-packing and industrial center. State and hotel officials have said the proposed project would rival the famed Greenbrier in West Virginia as a choice for leisure and business travelers.

Hyatt's preliminary proposal calls for a 400- to 500-room luxury hotel, 400 residences ranging from condominiums to single-family homes, a golf course, 20,000 to 25,000 square feet of conference and meeting space, marina, equestrian center, spa, restaurants, hiking trails and indoor and outdoor pools. Chicago-based Hyatt pitched the idea to Maryland officials in response to a request for ideas to redevelop the state-owned Eastern Shore site, now home to a psychiatric hospital and non-profit agencies.

Unocal's Coyote Hills debuts this spring

FULLERTON, Calif. — Since the mid-1980s, Unocal Land & Development has envisioned developing a unique public golf course. That vision will become a reality this spring when Coyote Hills Golf Course opens in the hills of Fullerton.

Unocal assembled an interdisciplinary team to work on the steep, spectacular terrain of the East Coyote Hills oil facility. Architect Cal Olson was the chief designer. He

was joined by PGA Tour star Payne Stewart, who was serving as consultant for the first time ever. Environmental Golf Inc. built the course.

The new track is expected to have the look of a mature course, thanks to the conservation of 125 acres of protected habitat and more than 115 trees. To help preserve the natural landscape, Environmental Golf boxed, nurtured and then replanted 76 mature pepper trees.

Carter backs revitalization project in Ga.

ATLANTA, Ga. — Former President Jimmy Carter has been the driving force behind a \$52 million project that will transform one of the city's poorest and most neglected neighborhoods into a mixed-income, country-club community that will feature tennis and golf academies and an 18-hole golf course.

Carter and Atlanta housing officials recently signed an agreement that clears the way for the transformation of the former East Lake Meadows into the New Community at East Lake. Groundbreaking is scheduled to start in the summer. Residents of East Lake Meadows will be relocated during the construction.

Frustrated with the poverty and living conditions at East Lake, Carter helped secure \$33.5 million in federal dollars in 1992 for the East Lake revitalization. The project will be funded through public and private sources and calls for replacing the 650-unit East Lake Meadows with a mixed-income housing community of 498 townhouses, garden apartments and duplexes. Half the units will be public housing.

The 18-hole public golf course will be funded with part of \$20 million from the CF Foundation, which owns the nearby, private East Lake Golf Club, where the legendary Bobby Jones learned to play golf as a young boy. Its golf course has recently undergone a major renovation by Rees Jones.



Lancaster Country Club
Lancaster, PA



North Ridge Country Club
Fair Oaks, CA



Barton Creek Club & Resort
Austin, TX



Tumble Brook Country Club
Bloomfield, CT



The Country Club of Birmingham
Birmingham, AL



Royal Poinciana Golf Club
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Thoroughfare will not deter Ark. expansion

SPRINGDALE, Ark. — When the Springdale Country Club decided it had to expand its golf course to 18 holes or face a slow death, not even heavy highway traffic could get in the way.

A portion of U.S. 71B runs between the club's nine-hole golf course and the land where it hopes to develop nine more. Club officials have decided to build a tunnel underneath the highway to get golfers back and forth, rather than cross the busy highway.

The country club is developing land that was to be used for the Arkanshire retirement development before that venture failed several years ago. The club will use 65 acres as the golf course, and Jerry Sweetser, a Fayetteville developer, plans to use the property surrounding the golf course for housing.

The club has received preliminary approval from the Arkansas Highway and Transportation Department for the underpass. Work was expected to start on the new nine holes in February.

Casino/resort to include 9-holer

LAPUSH, Wash. — Add Washington to the growing list of states featuring casino-related golf developments.

A Native American company called Bear Paw Resorts is developing a \$10 million coastal resort here in the remote, upper northwest region of the state. The current plans call for a 9-hole golf course.

Project architect Jim Williams is designing James Island Resort for the Sumner, Wash.-based Bear Paw, which will own and operate the development.

The Quileute tribe contacted Bear Paw about developing a resort on 30 acres directly south of La Push. Recently, the tribe agreed to lease additional space to Bear Paw for a golf course.

Beyond the nine-hole golf course, the planned resort will include 150 guest rooms, convention facilities for 500 people, a casino, bingo parlor, and indoor pool and exercise equipment, two oceanfront restaurants, professional and amateur boxing sites, a Kids World recreational facility and retail shops.

Grand Traverse lands Player, Trevino

ACME, Mich. — Lee Trevino and Gary Player will each design 18-hole tracks at Grand Traverse Resort to join Jack Nicklaus in forming an imposing threesome of architects.

Trevino and Player will design courses to go along with The Bear, a Nicklaus design that has been one of the state's most popular since it opened in 1985. Grand Traverse would be the only golf site in the world with courses by the trio of golf

legends, officials said. Resort officials indicated last summer they planned to sign "name" designers because the relationship with Nicklaus had been so beneficial in terms of public relations.

Construction of the Player course, his first in Michigan, is expected to start in late 1996 or early 1997 with completion set for 1998. A time frame for the Trevino course has yet to be determined.

Struck golfer brings suit in Michigan

CASEVILLE, Mich. — A golfer who was struck in the head by an errant golf ball and subsequently lost an eye is suing the course's owner and the golfer who hit the ball.

John U. Watzke, 76, of nearby Cass City, absorbed a shot fired by James Mulligan from the 7th tee at Hidden Harbor Golf Course. Watzke was hit as he stood with his playing partners — two retired attorneys — on the 4th green at the course in Huron County's Caseville Township. Doctors had to remove Watzke's left eyeball after the incident.

Watzke has sued the course's owners and Mulligan, seeking a minimum of \$10,000 in damages. Watzke's suit alleges he lost his eye because of Mulligan's poor shot and because of the poor design of the golf course. The suit names the course's owner and two golf course architects and their wives, charging that they failed to design the course in a manner to avoid or minimize the risk of a golfer being struck by a golf ball.

Attorneys for the golf course owners and the architects have denied Watzke's allegations. They have said Watzke knew of the risks involved in playing golf before he came onto the premises and that he failed to make reasonable observations of the potential dangers of the situation.

Watzke's attorneys have said that Watzke received no warning before Mulligan's shot struck him. They also said protective netting at the course could have prevented such accidents from happening.


'Timberstone' should open for play this year

IRON MOUNTAIN, Mich. — The owners of Pine Mountain Resort here have named their new 18-hole course Timberstone.

"The name of the new facility should be distinctive and have a strong relationship to the characteristics of the golf course," said golf course architect Jerry Matthews, who designed the course. Carved out of a mature pine and hardwood forest, the track features many stone-lined flowing creeks.

Stone has been used liberally to form the edges of lakes and ponds, retaining walls, tee banks and swales. Large stones and boulders have also been used to mark the perimeter of the golf course and will also be used as landscape features.

Limited play may start sometime during the late summer of 1996 with an official, full-blown opening in spring 1997.



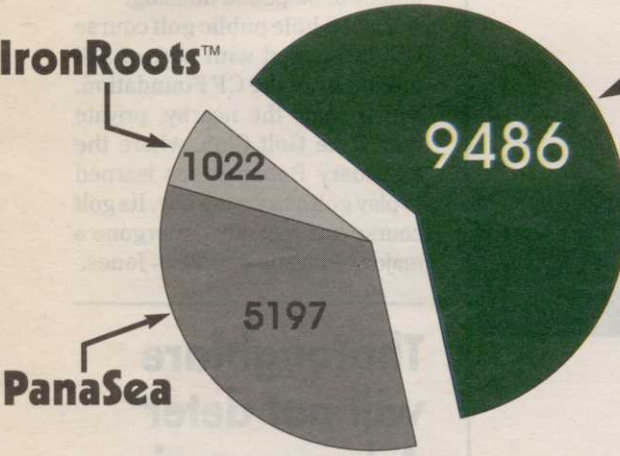
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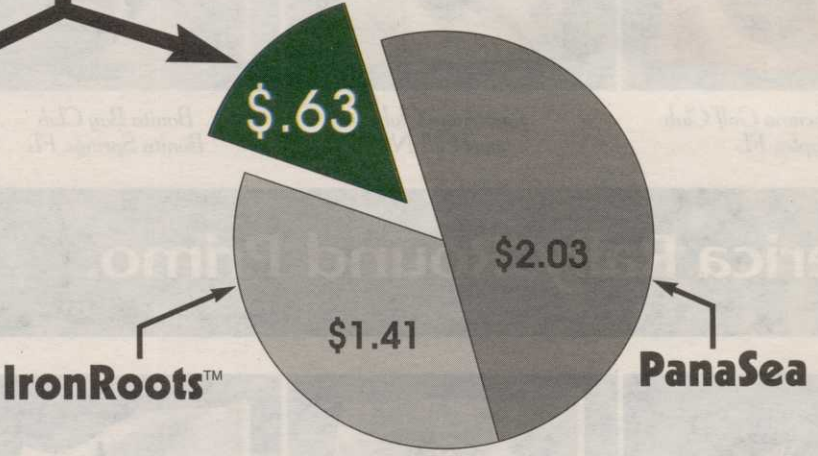
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Developer gives Wisconsin town ultimatum: Buy course or back off

EAU CLAIRE, Wis. — Developer David FitzGerald has offered an interesting proposition to opponents of his plan to turn Lowes Creek Golf Club into a housing development: Buy it and save it, or lose it and get lost.

FitzGerald planned to buy the public, 18-hole course on the city's south side for \$750,000 from Duke and Sharron Severson. FitzGerald plans to build single-family homes and possibly some condominiums on the site.

However, many neighbors and golf course patrons oppose the development, saying they want to keep the green space and recreation opportunities the course offers.

FitzGerald and the Seversons then agreed to postpone the final sale. FitzGerald also agreed to turn over the right to buy the golf course to any financially qualified parties who will maintain it as a golf course — if they come up with an accepted writ-

ten agreement.

FitzGerald said he decided to give golfers and neighbors a chance to buy the course to "clear the air" and to allow him to "Move forward without a cloud over the project" if he ultimately buys the property.

Efforts are underway to raise interest and money to buy the golf course, where several generations of local residents have learned to play golf and attended social functions.

Course sale nixed by Michigan mayor

LANSING, Mich. — Mayor David Hollister has slapped a rejection on sale of the 9-hole Waverly Golf Course here, foiling developers who had planned to build a commercial and retail development on it.

Two developers had presented proposals to the city last May, both pitching to pave the course over and build a retail complex, an idea that was opposed by many local residents and golfers but

eventually recommended by the city's Park Board. One of the developers even offered to relocate the course to another site in the city.

With Hollister's decision to keep Waverly Golf Course a golf course, the city now faces the challenge of revamping the sagging, 70-year-old layout at Waverly Road and Saginaw Street. The course's irrigation system is one of many critical problems.

PALMER-DESIGNED EMPIRE LAKES OPEN FOR BUSINESS

ONTARIO, Calif. — Empire Lakes, a \$20 million, 380-acre public-access golf course and mixed-use commercial complex, has opened for play here. Arnold Palmer designed the course for General Dynamics Corp. The 18-hole track will complement other surrounding planned projects, such as the Ontario Convention Center, the Ontario Mills outlet shopping mall, and the California Speedway. The facility also includes a clubhouse, driving range and golf training center.

Fragile Alaskan site ups project costs

JUNEAU, Alaska — Developer Richard Holden wants to add nine more holes and another 85 houses to the 18-hole, 75-home development he originally proposed for North Douglas island. Holden, president of the Waterfront Park Hotel Corp., said the expansion is needed to cover the higher cost of developing on land soggy and less stable than expected.

Holden has said his \$12.5 million proposal is bankrolled by a group of anonymous European investors. But city officials gave Holden until the end of February to show proof he has long-term financial backing.

If the city does pull out of a deal with Holden, the rights to build the course could go to Totem Creek Corp., which finished second in the city's bidding process. Totem Creek, a non-profit group, wants to build a \$5 million, 18-hole course.

Whoever does build the course will face some unique construction requirements. The proposed site for the golf course is considered structurally fragile, and therefore the golf course can not be shaped by removing trees and pushing soil around. On North Douglas, according to Holden, disturbing the tree roots and thin soil would cause severe erosion.

Holden has said trees at the site would have to be cut level with the ground and the stumps left in place. Geotextile fabric would then be laid across the entire golf course and covered in layers of shot rock, sand and grass. The unique construction methods would add an extra \$2.4 million to the cost of the project, a 28-percent increase over the original projection, Holden said.

GOLF COURSE NEWS



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Have Riviera's greens finally turned corner?

LOS ANGELES — The ongoing saga of the Riviera Country Club's greens may finally be winding down.

The controversy started last August when the club hosted the PGA Championship. The newly-sodded greens were rushed into play because members wanted to play as soon and as often as they could leading up to the tournament.

As a result, the root structures were poor and the greens took a beating once the professionals arrived for the week-long major tournament. Spike marks and holes were everywhere on the greens, as television commentators and competitors repeatedly criticized the conditions. Golf course superintendent Bill Baker was fired in December.

The club recently issued a press release stating the greens have shown "excellent progress" under the direction of consultant Bill Bengeyfield, who has been working with Riviera's new superintendent, Dan Vasquez. Riviera's greens were aerated, top dressed, overseeded and fertilized. Bengeyfield said root structures are now five inches deep. Two other factors have also helped: a warm California winter and the ban of metal spikes at the club.

Of course, there was still the possibility for more problems at press time. A PGA Tour official reportedly inspected the course in January and expressed some concerns about their playability for the now-completed Nissan Open, which is held each February at Riviera.

Colo. town goes totally spikeless

FORT COLLINS, Colo. — Fort Collins has become a cutting-edge kind of place, at least as far as golf goes.

As of June 1, golfers won't be allowed to wear metal-spiked shoes at any time at Fort Collins' three muni courses — City Park Nine, Collindale and SouthRidge. By banning metal spikes, and eliminating the wear and tear they cause, city golf officials said they are certain daily conditions at the courses will improve.

The city had implemented a ban on metal spikes for two straight winters, but only for five-month stretches from November to March. Now the city wants golfers to go without metal spikes all year. They can still wear ceramic or plastic cleats however.

The private, 18-hole Fort Collins Country Club won't allow metal spikes starting this year. And the Colorado Golf Association and the Colorado Junior Golf Association will ban metal spikes at all of their tournaments.

Bay area to address golf dearth?

PLEASANTON, Calif. — A long-lamented shortage of public golf holes here could be solved by two proposed 18-hole courses — one on the San Francisco-owned property along Interstate 680 and the other in south Pleasanton.

As of now, the city only has a 9-hole public course at the Alameda County Fairgrounds.

Owners of 300 acres in South Pleasanton have

agreed in principle to sell their land to make room for a city-owned course southeast of the intersection of Alisal Street and Happy Valley Road. There's also a plan, forwarded by the city of San Francisco, to build up to 1,900 homes and an 18-hole course on 508 acres south of Bernal Avenue.

City officials have said they have concerns about whether the market exists for two courses.

Enormous project okayed in Calif.

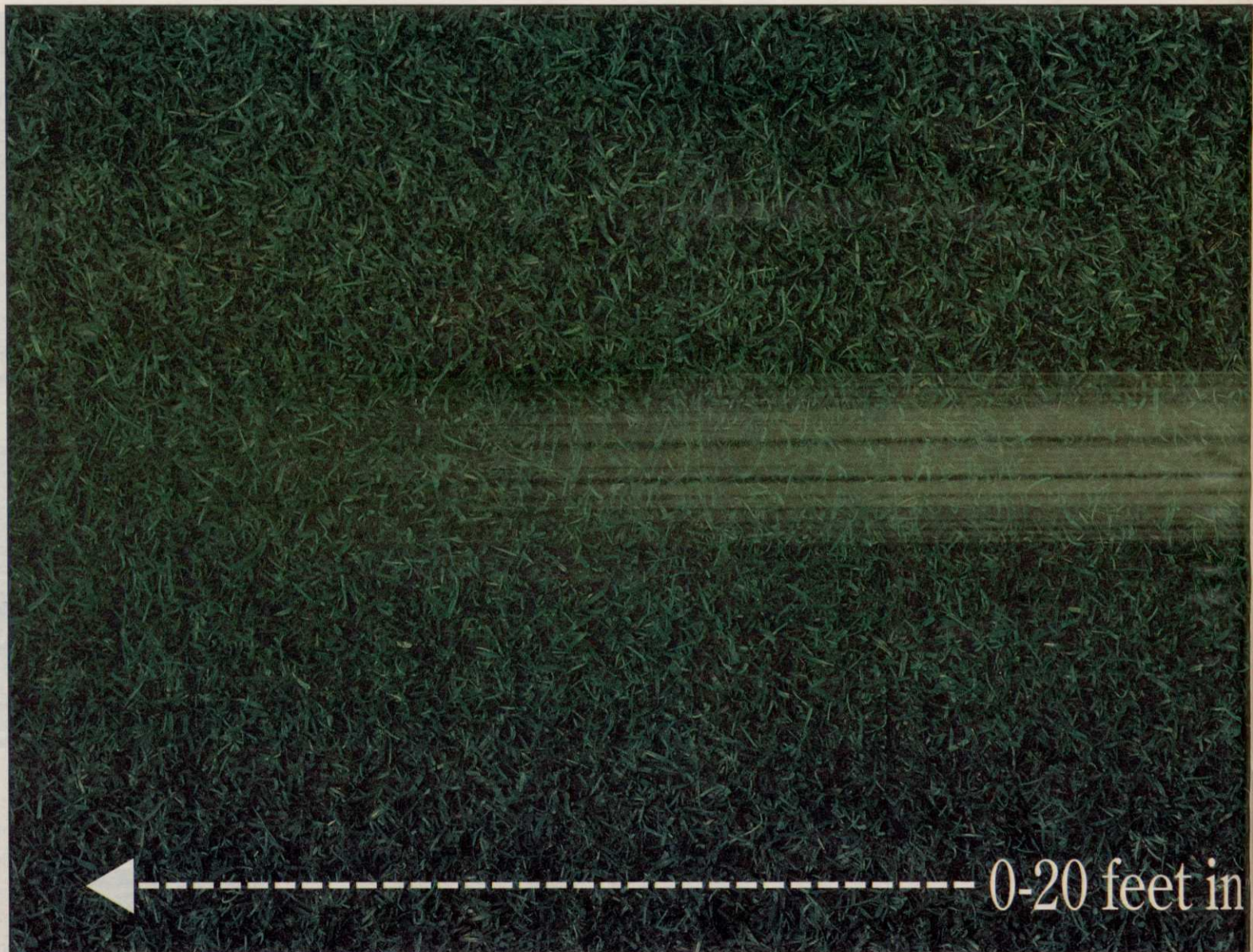
MONTEREY, Calif. — Monterey County supervisors have approved an ambitious 20,000-acre subdivision, located south of Carmel Valley, that will include an 18-hole championship golf course.

The proposed Santa Lucia Preserve will be built on land now known as Rancho San Carlos. The plans call for about 18,000 acres of open space, 300 upscale homes, 50 employee homes, the golf course, a 110-room hotel, a wastewater treatment plant and other buildings.

The project has generated a considerable amount of opposition from local residents and some environmentalists. One resident has pledged to challenge the project in court.

Construction could begin later this year and is expected to take as long as 15 to 20 years to fully complete.

The developers will be required to meet a list of more than 200 conditions that county supervisors generated through the various stages of review and hearings.



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Development business lures *Golf Digest* to So. Florida

PALM BEACH GARDENS, Fla. — *Golf Digest* magazine wants to build two 18-hole golf courses and South Florida's first golf-training facility in an upscale housing development by 1998. But the proposed project, west of Florida's Turnpike and across PGA Boulevard from the PGA National golf community, faces several hurdles.

The proposal brings together Westinghouse, which owns the Coral Springs-based project developer WCI Communities Ltd. Partnership; the New York Times Co., which owns *Golf Digest*; and the John D. and Catherine T. MacArthur Foundation, which owns the 2,328-acre site.

WCI Communities will apply for permits to the South Florida Water Management District and submit development site plans this month. WCI officials have said the company will not buy the proposed property for the development from the MacArthur Foundation until after the permit and development process is finalized. One possible area of contention is the 10,000-acre Loxahatchee Slough, a marshy region on the project's western border.

The two courses will reportedly be designed by Tom Fazio. Both will be open to the public. *Golf Digest* would reportedly own and operate the golf courses and training school.

Rejuvenated Pacific NW resort targets international golf market

POINT ROBERTS, Wash. — A Ferndale, Wash., company is planning to resurrect a bankrupt, unbuilt golf course and will break ground this spring.

The \$10 million Point Roberts Golf and Country Club would be the first golf course on the point, which is connected to British Columbia but extends down across the Washington state line, near Vancouver's huge golfing population. The course would be the 21st in Whatcom County.

The proposed Point Roberts Golf Club would be the first owned by JIJ Corp., which has built several golf courses and housing projects in the region. The course and clubhouse also would include a mix of 160 condominiums and houses.

Canadian and Point Roberts developers originally planned to build the golf course several years ago but sold out in 1990 when Japanese development companies were gobbling up U.S. resort land. The project sold for \$10.5 million to I.S. International Japan Co. Ltd.

I.S. International hired JIJ Corp. to build the course, and JIJ began clearing trees at the site. However, JIJ filed a lien for \$1.9 million in Whatcom County Superior Court when it wasn't paid for the work. JIJ recently gained clear title to the 194 acres.

The proposed Point Roberts course is an 18-hole layout designed by Ted Robinson, who has designed more than 200 courses, many of them in the Pacific Northwest. The Point Roberts Golf Club would be semi-private.

Train service for Costner's SD development

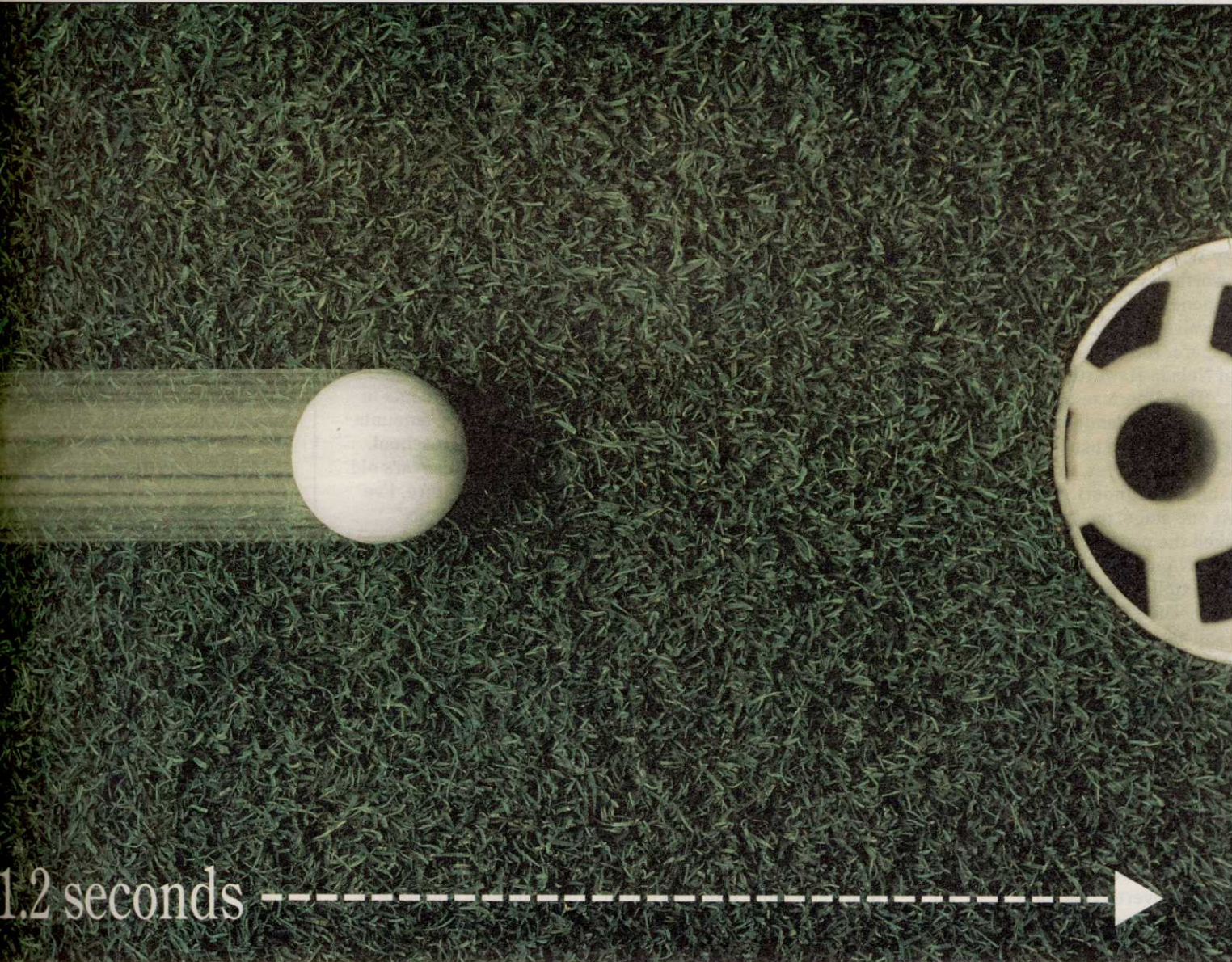
DEADWOOD, S.D. — Golfers teeing it up at actor Kevin Costner's \$100 million, under-construction golf and conference resort here in the Black Hills will have the option of traveling to the site by train.

Northwest Engineering has started designing a 12.7-mile rail link between the historic mining town of Deadwood and Costner's golf and conference destination. The resort will be called Dunbar, the name of the U.S. cavalry lieutenant played by Costner in the movie "Dances with Wolves."

Native Americans in the area and around the country have criticized Costner and characterized him as hypocritical for his plans to develop a golf and conference center on land that has long-standing spiritual significance for local tribes.

The planned rail link will restore 9.5 miles of abandoned Chicago and North Western right-of-way. A one-mile spur to Rapid City Regional Airport will also be built. Included in the project is a new 960-foot trestle made of timber, which Northwest Engineering says "is believed to be the first such structure of this magnitude constructed in the United States in the last 50 years."

The trestle will rise 125 feet above the canyon floor. A second trestle, constructed of structural steel, will span 800 feet at 140-foot elevation.



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Of specs, crumbs & broken pottery

When it comes to green construction specifications, there isn't much common ground out there: 70:30, 85:15, tiles or no tiles...

While the U.S. Golf Association openly admits its current specs should be considered a work in progress, critics continue to unfairly blast the Gang from Far Hills at every turn. The vitriol is distasteful and, for that matter, unprofessional. But the prospect of failed greens seems to prompt an unmatched level of tension in the golf course industry.

However, there is one thing everyone can agree on: The quality of sand is integral to the sound construction and lasting success of putting surfaces. In Orlando, at the recent International Golf Course Conference and Show, I informally polled soil mixers and course construction folks on whether the sand specified was always the sand received. The consensus? About 25 percent of the time, sand received at the construction site is not the sand specified, and the Phoenix area was singled out as a real problem area.

Responsible mixers routinely send sand to labs for testing, but poor-quality sand is a variable the industry must demystify before we can argue about proper specs.

•••

On the architectural front, Rodney Wright has amicably left partners Robin Nelson and Neil Haworth to start his own design firm. The remaining two components will continue their collaboration with offices in Hawaii and Singapore. Wright will also set up shop in Singapore. Having established itself in Asia-Pacific, the new firm of Nelson Haworth is beginning to look East, to America... The American Society of Golf Course Architects (ASGCA) session in Orlando was well attended and extremely informative, especially a panel discussion featuring Rees Jones, Bobby Jones (yes, they sat next to each other and chatted amiably throughout), Art Hills, Ed Seay, Alice Dye and Pete Dye. At one stage, moderator and ASGCA president Jeffrey Brauer asked the panelists who recommends green construction to USGA specs. Everyone raised their hands but Pete Dye, who extolled the virtues of sand, dirt and broken pieces of pottery. Then Seay chimed in, saying he's had great success with soil amendments like Profile, which is "basically broken up pieces of pottery."

•••

During the USGA session in Orlando, I was interested to see Green Section agronomist Chris Hartwigger heap praise on the practice of top dressing with crumb rubber. A few months back, our front-page story on crumb rubber was met with yawns and skepticism. But according to Hartwigger, superintendent Mark Hoban has been using the stuff with success at the Standard Club in Duluth, Ga. Because of its lower density, crumb rubber does not move down through the soil profile like sand does. Hoban has discovered that light, frequent applications curb turf abrasion and compaction in high-traffic areas. Unexpectedly, they also make for better green-up come spring. Hoban even top dresses portions of his

Continued on page 13



Hal Phillips,
editor

What might the future bring?

"I never think of the future. It comes soon enough," said Albert Einstein.

"My interest is in the future because I am going to spend the rest of my life there," said Charles Kettering, an early-1900s electrical engineer and inventor.

Whatever your thoughts of the future, it will come. And folks in the golf industry may be surprised by some of the advances it brings with it.

Two very interesting comments were made at the International Golf Course Conference and Show, both pertaining to the future.

Golf course architect and Old Tom Morris Award-winner Tom Fazio said that instead of improvements in golf balls, clubs and other equipment, he firmly believes the greatest changes ahead will be better playing surfaces (a thanks in advance here to the plant breeders of the world).

Meanwhile, one of my favorite superintendents — Chief Agronomic Officer Kevin Ross of Country Club of the Rockies — put equipment advances in perspective. "We're setting our irrigation systems with computers now — and from hand-held radios at that," he said. "I don't think a remote-control sprayer is too far away, where you could follow it along controlling it with a joy stick... Laser technology has also come a long ways. They may someday invent a laser-controlled mower."

Satellites once reserved for the world's governments are now beaming information down to golf course superintendents and managers to help with such chores as disease scouting golf car monitoring. Computers once reserved for the "business world" are now the nerve centers of golf maintenance facilities. When will this all stop — and what are its effects on superintendents?

"The kids in college now are way ahead of superintendents in the field on computers," Ross said. "They have massive amounts of computer experience because they learned it in high school. These folks have had computers since they were 14, 15 years old. It will give them a big, big benefit in this field in the future. I've taken night courses on the computer. You have to keep up."

On the other hand, what about golf course design — where only a handful of architects use computer software in their work and where some consider even the idea a pox on the House of Ross?

A panel of American Society of Golf Course Architects members — Pete and Alice Dye, Robert Trent Jones Jr., Rees Jones, Ed Seay, Jeff Brauer and Art Hills — unanimously said advances in equipment have helped course design.

"You can do 'minimalism' when you have a maximum site. But you can't when you have a minimal site," Bob Jones said.

"Donald Ross doesn't have an original golf course and neither will we in 50 years. So, [to the audience] have at it [in renovations]," said Pete Dye.

The panel also had some interesting comments on entering the 21st century:

- "More and more different people will be playing and we will adapt our golf courses for them... We will use less water and have a new word for 'pesticides.'" — Alice Dye.

- "We will build seven-, 11-, 12- and 14-hole golf courses —"



Mark Leslie,
managing editor

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Letters

HOVER MOWER MANUFACTURER RESPONDS

To the editor:

In an article you authored in the February issue of *Golf Course News* entitled "Hover-mower manufacturer recapitalizes" (p. 87), we found some inaccurate statements; we feel they need to be corrected.

Flymo is referred to as a "British company with U.S. distribution" while Grasscraft is said to be manufactured "domestically." Precision Small Engine Co., in Pompano Beach, Fla., has been selling direct to the public in all of North America, the Caribbean and the West Indies for more than 17 years. Flymo units have been manufactured by Precision in our Pompano Beach, Fla. facilities for over 5 years. Not only are Flymo hovering trimmers

made and sold here but they are also tested on Florida's year-round golf courses.

You quoted Steven Searle of Grasscraft as saying that, due to their domestic manufacturing, "we can offer lower pricing and better service." Precision guarantees the lowest prices in the industry, starting as low as \$369.95 for the Flymo GCT12. And Grasscraft didn't answer their toll-free number you printed at the end of the article, even though we repeatedly tried to call and get some of their "lower prices" and "better service."

David Rodway, Grasscraft's vice president of sales, is also quoted in the article. He claims the 2-cycle engine "bogs a little bit and you may have to pull off" when you attempt to mow "heavy

Continued on page 12

MISSING GEESE HAVE BEEN LOCATED!

To the editor:

Re: "Canada geese count is down" (*Golf Course News*, February 1996)

Don't worry. ALL the missing Canadian geese plus their offspring are here in Connecticut. Please reinstate the hunting season.

Bob Chalifour, CGCS
Shennecossett GC
Groton, Conn.

Ed. — Phew! Closing goose season in the Atlantic flyway must have done the trick. Now those state fish and wildlife officials can rest easier... As for you, Mr. Chalifour, have you considered a border collie?

Contributing Editor Terry Buchen filed the following report, which updates a story that appeared in the April 1995 edition of *Golf Course News*:

To the editor:

The back nine of The Links of North Dakota at Red Mike Resort in Williston, N.D., opened for play on July 4, 1995, with 8,000 rounds being played last year. "We need about 11,000 rounds per year to break even, so this year is looking good for us," stated Stan Weeks, superintendent and part owner.

In keeping with the theme of Red Mike Hill, where a horse thief was hung back in the late 1800s, the course has red golf carts, red golf tees, red golf pencils and red-colored letters on its billboard

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GOLF COURSE NEWS

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Today's leaders are innovators, so let's get busy

By A. THOMAS PERKINS

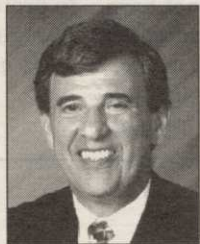
I've always been fascinated by the concept of leadership. What does it take for a company or institution to be a leader? What makes a company or institution a leader, while others are considered followers? What kind of equity is there in being perceived as a leader?

Although I haven't reviewed published research on the subject, I have observed the impact of effective leadership over 25-plus years in the golf turf business. My conclusion is that companies aren't perceived as being leaders because they are bigger, make more money or have a more popular or flamboyant CEO than their competitors.

Today's leaders are the innovators — companies that are forward-looking. Leaders are companies that are helpful and dependable — who make it easy for their customers and their public to work with them. Leaders are proactive, and they're excellent communicators, especially good at listening. Being perceived as a leader does carry tremendous potential for financial success.

The importance of effective leadership for the golf turf industry was never more evident than in 1995. This was highlighted in part by *Golf Course News'* first issue of the year, in which Hal Phillips reported on the 1994 Golf Summit held in Scottsdale, Ariz. Hal cited a "poor public image" and "the environment" as two of the biggest challenges facing the golf industry. Now, 12 months later and just two months into a

A. Thomas Perkins, Ph.D., is business manager of Turf, Ornamental and Pest Control Products at American Cyanamid Company in Wayne, N.J.



A. Thomas Perkins

new year, I'll bet most of us in the industry believe the challenges haven't changed.

Just as the challenges are the same, I believe the response required of us in the industry hasn't changed, either. We need to demonstrate greater leadership — on the job and in our communities — using the leadership traits I cited previously.

We need to help our communities recognize how golf — the game and its courses — contributes to each community's quality of life. We must promote the value of the recreational opportunity we help provide and the quality of our industry's people. We must highlight the aesthetics of our courses while improving and promoting the game's accessibility. In short, we must show our communities that we are good corporate citizens who provide a valuable resource for everyone.

Yes, we need to promote all these things. And we must be confident advocates of our own environmental stewardship. The facts are that the maintenance of today's golf courses and the accrued environmental benefits of our industry's efforts are "friendly." We must all be fully literate on these topics and provide the leadership necessary to keep our public informed.

We must listen, too. We must listen to and understand our communities — their questions, concerns and needs — and provide them honest, open answers. We must operate with the idea that our communities are our partners, and without them, we'd be out of business.

"Partnering" may be one of the most overused buzzwords of the '90s. But I believe that finding the right partners — whether it's in your communities or as vendors and suppliers — is

Continued on page 14

A good walk missed...

By J. BARRY MOTHES

It was a sunny cloudless October morning on Hilton Head, a Sunday where my only two obligations were a round of golf at Harbour Town Golf Links and making an evening flight back to Maine, a Michelob kind of day.

My gracious hosts were longtime Hilton Head residents. I had driven a car down for them for the winter. They signed me up for an 8:42 a.m. tee time at a course regularly listed among the top 50 in the world. Harbour Town — home of the candy-striped lighthouse beyond the 18th green — hosts a major PGA Tour event each spring the week after the Masters. The clubhouse grill, furnished in leather and trimmed in dark wood, serves sandwiches and salad plates named after past winners like Greg Norman, Tom Kite and Nick Faldo. This was my first round at a world-ranked course. It turned into a world-class letdown before I could crank up my first lousy tee shot.

Harbour Town is one of the few PGA tour stops open to the public. It isn't cheap. The cost for trying to hit Pete Dye's 18 tricky, smallish greens is a robust \$154.88. I did not pay to play. I was a lucky guest. Now, for \$154.88, you'd think a golfer would be allowed to do something as mundane as carry his or her bag and walk the golf course any time of day. Especially at a place called a links. But not Harbour Town — or hundreds of other golf courses for that matter. If your tee time falls before 1 p.m., you must take a car and keep it on the white asphalt paths that wind down the sides of fairways, around the greens and tees. There are no caddies. Regardless of the depths of your bank account, you simply cannot walk.

How did we get to this? How can a golf course strip a golfer of the fundamental physical activity of the sport, even if he or she is willing to pay the rate of a car but pass on the riding?

National Golf Foundation (NGF) 1995 statistics paint a bleak picture for the walking golfer. In south Florida, 74 percent of daily-fee courses surveyed always required a golfer to take a car. Another 26 percent required them for part of each day. That means no daily-fee golf courses in south Florida surveyed by the NGF allow walking at all times.

Continued on page 14

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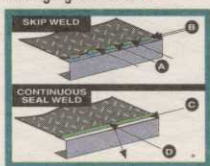


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Skip-welded skids allow water to penetrate the skid seal, creating rust damage. An uninterrupted weld around the deck plate prevents water from penetrating the top of the skid, minimizing station-damaging corrosion.



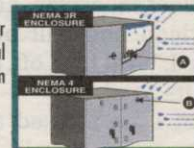
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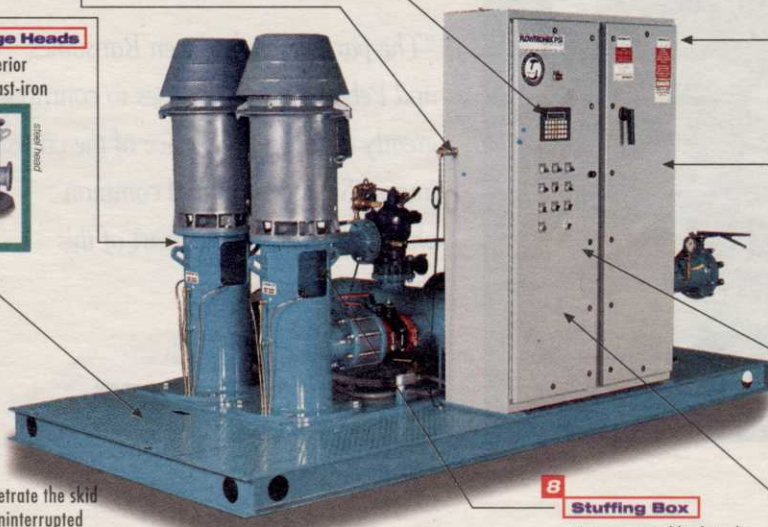


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Hover letter

Continued from page 10

grass." Rodway also claims that a 4-cycle engine "blows right through it." He has obviously never tested a Flymo nor seen our videos in which we feature a Flymo having no problem whatsoever in heavy grass.

You see, the Tecumseh 2-cycle engine, used in our Flymo GCT12, operates at higher RPMs (6,000) than a 4-cycle engine. A 4-cycle engine is much slower and heavier than a 2-cycle engine. The entire GCT12 trimmer weighs only 15 lb. making it not only lighter but much faster and easier to use.

Rodway says that "it's very difficult to get parts." Rodway is probably right; I still can't get anyone to answer their toll-free number.

On the other hand, it has never been difficult to get parts from Precision. To get the best products at the lowest prices, the best

Lofts Seed Co.'s Morrissey retires after 46 years

SOMERSET, N.J. — Back in 1949, Selmer Loft, who founded Lofts Seed Co. in 1923, hired a young John Morrissey, whom he had known as the boy who mowed his lawn and raked his leaves prior to World War II.

Forty-six distinguished years later, John Morrissey, senior vice president at Lofts, has announced his retirement.



John Morrissey

John is not only an excellent seedsman, he is a family friend and will be greatly missed," said Jon Loft, president of Lofts Seed.

"But I am pleased that John will remain active in the company by continuing as a member of Lofts' Board of Directors."

As a salesman in the 1950s, Morrissey focused on selling grass seed to landscapers, garden centers, and large contractors who purchased grass seed for the projects like the New Jersey Turnpike and Garden State Parkway.

In the 1960s, Morrissey was active selling the seed for use on new golf courses and the then-developing sod grower's industry.

As Lofts Seed Co. grew, Morrissey became involved in all aspects of the professional seed market and was responsible for many positive advances in the company's history, including implementation of its wild flower program, the naming of Lofts renowned improved turf-type tall fescue (Rebel), and coordinating the opening of Lofts newest branch office in Allentown, Pa.

service and the most accurate information in the industry simply turn to the back of *Golf Course News*, in the Golf Course Marketplace section. Check out our ad and give us a call. Of the three companies mentioned in your article, only Precision Small Engine has advertised since your magazine's inception, seven years ago.

You have always done an excellent job with our advertising. We felt let down when the above statements went unchallenged.

Andy Masciarella, president Precision Small Engine Co., Pompano, Fla.

Report: Red Mike Hill

Continued from page 10

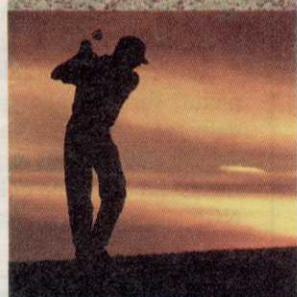
advertisements in the surrounding communities.

"Our philosophy is 'keep it simple' and we're true to our word," Weeks explained. "Because of our limited rainfall and low humidity, we have natural cart path areas, worn out by traffic in our native grass areas which are devoid of any paving material. Our clubhouse operation has a golf shop, limited food and beverage service, and an outside deck overlooking the front nine and practice areas which is quite popular with our golfers.

"We are a profit center thus we will not have the usual big overhead of having the traditional roles filled by golf professionals or club managers. I will run the clubhouse, golf shop and golf course maintenance with the help of my maintenance staff. Our jobs will be overlapping, thus any one of us can be mowing greens in the morning, then serving food or selling merchandise in the clubhouse for the rest of the day. This helps keep our staff to the bare minimum and we can keep a limited staff year round to help prepare everything for the following season."

Weeks continued: "About one-half of our golfers walk the course and carry their own clubs, and the other half use golf cars. Sometimes after the turn a few of the walkers will rent a cart, which helps in the revenue department. During the winter time we put up 2-foot-high snow fences to protect our greens and tees from desiccation from the ever-present winds in our region. They work quite well."

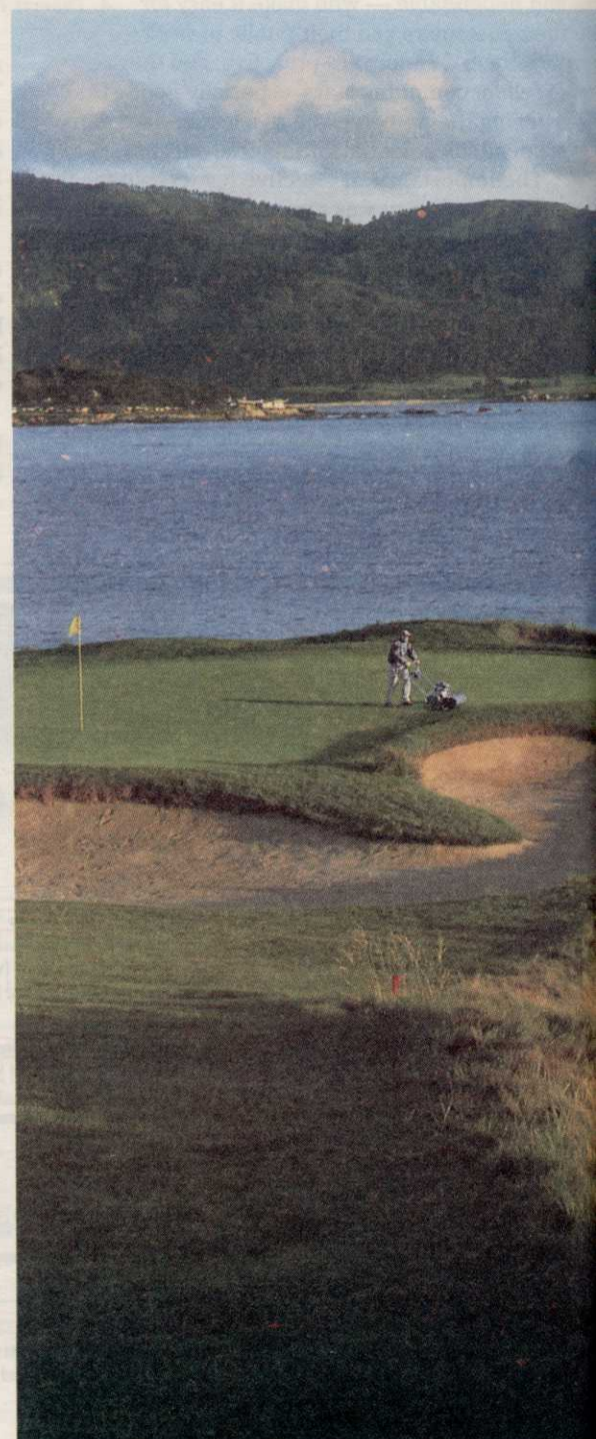
Terry Buchen, CGCS Galena, Ohio



To all those superintendents
who demand perfection and
productivity, we dedicate a
full range of equipment.

"The partnership between Ransomes and Pebble Beach promises to contribute greatly to the maintenance of the course's image. Shared goals and common philosophies are at the heart of this working partnership."

Ted Horton
Vice President of Resource Management
Pebble Beach Company
Pebble Beach, California



Leslie comment

Continued from page 10

good, strong, sound design for the number of holes the land will allow. Even now, we're building two six-hole loops." — Seay. ("And the word is 'medicine' not pesticide.")

• "The flight of the ball will be more limited [because of environmental areas]. New grasses will require less water, mowing and chemicals." — Hills.

• "We're building more on high ground now and thus you're seeing more old-style golf courses with multiple shot op-

tions... Ten- and 80-year-olds can play together." — Rees Jones.

• "Some interesting things are happening that can be paradigms of the golf course industry. [Disney's Florida town of] Celebration and its golf course are a throwback; Disney recognizes that golf should be a family game... Tees are very far forward — even at the turn on doglegs." — Bob Jones.

•••
For all those superintendents who turned a trip to Orlando into a business-holiday excursion: A vacation is that brief period of time between trying to get ahead

so you can leave and trying to catch up when you get back.

•••
Robert Muir Graves, long-time friend of Geoffrey Cornish, had this to say at a Golf Course Builders Association of America banquet honoring his pal as the Donald A. Rossi Humanitarian Award winner: "I look at Geoff as a very masculine male Mary Poppins, who comes flying out of the sky (on an airplane not an umbrella), lands, takes over, solves the problem, makes everybody happy, gets back on his umbrella (airplane), and off he goes."

•••
I recall my dad, an insurance agent, saying I need not worry about putting my money into insurance because "the only way to lose it is if the U.S. government fails." Should we now be concerned?

When asked if his client, West Point Military Academy, paid him for his services, golf course designer Lindsay Ervin (*see story, page 43*) said: "They paid, but it took awhile. I did a course for New York City and it took them a year to pay me \$1,000 for a change order. That's typical with bureaucracies."

Phillips comment

Continued from page 10

sod farm to replace injured turf. The cost? About \$270 per 1,000 square feet, according to Hartwigger, who warned not to apply more than a quarter-inch at one time.

•••
Dr. David Paling, an expert in risk analysis, also spoke as part of the USGA session in Orlando. Paling suggested that GCSAA conduct spot checks of maintenance facilities, reporting the results each year at the annual conference and show. Only this, he explained, will communicate and quantify superintendents' commitment to safety. Hear, hear! That's a great idea.

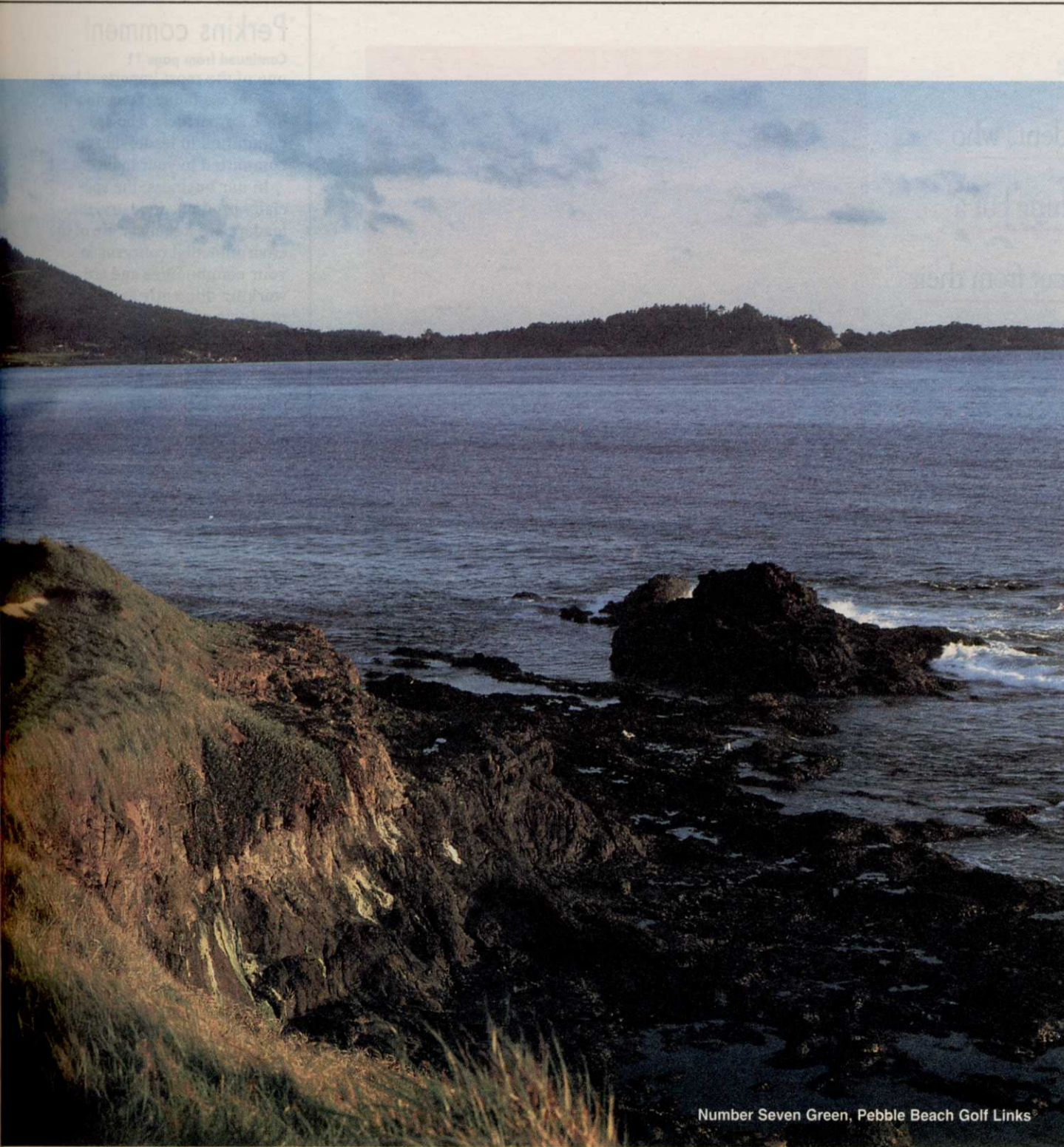
A proper Brit with more than his share of wit, Paling closed his presentation with a beauty: "If you've enjoyed my talk," he said, "you've made me very happy indeed. If you haven't enjoyed my talk, my name is Margaret Thatcher."

•••
Just in case you thought the U.S. Environmental Protection Agency (EPA) unfairly singles out "our" side of the golf industry, I offer the following:

EPA has apparently signed separate settlement agreements with seven major golf club manufacturers to "correct" improper notification of the public where ozone-depleting chemicals are used in their manufacturing processes. According to EPA, the companies agreed to pay a total of \$216,300 in penalties and to come into compliance with federal regulations designed to protect the stratospheric ozone layer.

The seven California golf club manufacturers, which each settled separately: Cobra Golf Inc., Carlsbad (\$42,000); Cubic Balance Golf Technology, Rancho Santa Margarita (\$28,000); Daiwa Corporation Golf Division, Garden Grove (\$28,000); Fila Golf Inc., Huntington Beach (\$28,000); Founders Golf Club Co., San Marcos (\$22,400); Lynx Gold, City of Industry (\$42,000); and, Mitsubishi International, Orange (\$25,900).

Gives a whole new meaning to "getting the shaft," wouldn't you say?



Number Seven Green, Pebble Beach Golf Links

We call it commitment. Others call it obsession. Whatever name you give it, we are talking about fulfilling a promise. We promise to provide you with equipment to meet your demands; with service organized around a global network of dealers for quick response; and with products designed to help you fit 15 hours of work into 8. Every product in our full lineup is a manifestation of our promise: the world famous Turf-Truckster®, ultraprecise greens mowers, productive fairway mowers, the industry's highest quality aerators and dozens of versatile attachments.

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**RANSOMES
CUSHMAN
RYAN**

For The Best Results

Mothes comment

Continued from page 11

Almost 50 percent of the courses surveyed in Arizona, southern Nevada and southern California required cars at all times. Nationally, 46 percent of the daily-fee courses either sometimes or always require golfers ride. With cars the second-leading revenue source for 95 percent of daily-fees (behind green fees), I don't expect those numbers will drop anytime soon.

No one will convince me golf cars speed up play on a golf course, which is the explanation offered at Harbour Town and elsewhere for totalitarian mandatory car policies. Any intermediate to advanced golfer can walk an 18-hole round faster and more efficiently than from a golf car,

especially when cars are restricted to car paths. Restricting golf cars is respectful of turfgrass, a plus. But it can also turn golf into a stop-and-go, club-juggling charade, one you should be able to avoid if you're willing to pay the price.

Being forced to ride around a top-ranked golf course like a 12-year-old at a strictly-run amusement park was frustrating enough. Then there was the reaction and comments from my two playing partners, strangers I met on the first tee.

Both seemed amused that I found it distracting to be forced to ride. One of them, a silver-haired Southern businessman in his early 40s with a chunky gold watch and rings to match, offered a fascinating tidbit during a post-round lunch overlooking the 9th green. He announced

that a round at St. Andrews in Scotland a year ago was the first time he had ever walked a round of golf. I almost choked on my Tom Kite (grilled cheese with bacon).

He admitted he sort of enjoyed it — roughing it out there on foot and all. But he quickly added there was no way he could carry his own bag, which, naturally, was big and expensive enough for a Tour pro, his caddie, and half a room of kitchen appliances.

I realize cars are necessary for some golfers and courses. I know many elderly and disabled golfers wouldn't be able to play without a car. That's not the problem.

What bothers me are the golf courses and managers that absolutely forbid people from walking, period. It's gotten so weird that several new golf courses —

mostly at ultra-expensive, limited-membership private clubs — offer walking as a luxury. They breathlessly promote these exclusive "walk-only" courses as heroic, courageous monuments to golf tradition. Imagine, walking as prestige.

Walking a round of golf shouldn't be about prestige. Walking is the soul and spirit of golf and should be a fundamental right of a golfer on any golf course, even if you have to... pay for it.

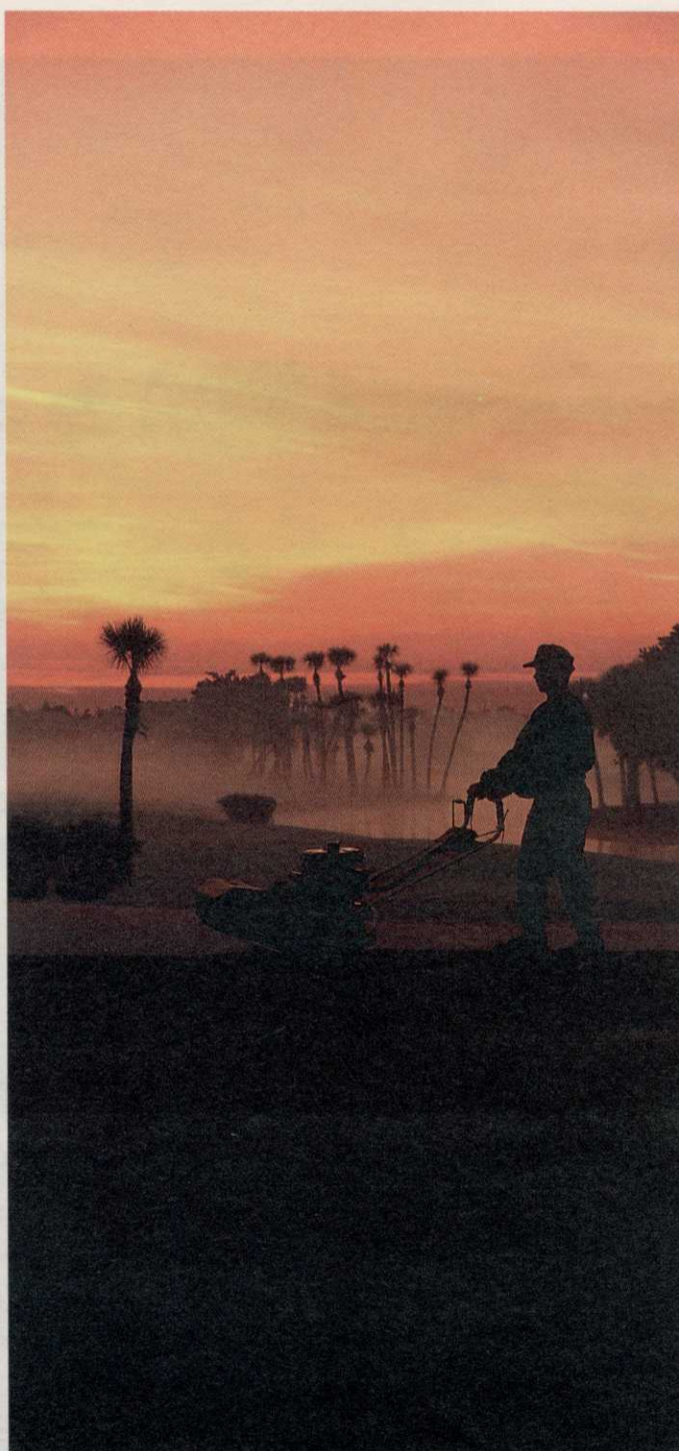
Harbour Town seemed like a pretty place, visually seductive with a selection of consistently good and often great holes, some with gorgeous views. I just wish I got closer to the whole place in a way that only walking allows. It's not the same when all that famous scenery and essential atmosphere is flying by the golf car window.



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superintendents who
ask for nothing but a
consistent cut from their
greens mower, who are
intensely passionate
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the Greens Super 55.

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**RANSOMES
CUSHMAN
RYAN**

For The Best Results

Perkins comment

Continued from page 11

one of the most important keys to success today. You should look for partners who are committed to leadership and committed to your industry.

In our business, the specialty products industry, the leaders are keenly aware of the environmental concerns in your communities and are working diligently to provide products with no adverse environmental impact. We are developing products that are more convenient, more effective, less costly — and more sensitive to the environment. For our industry, this is a day-in, day-out responsibility we take very seriously.

We in the specialty industry must be forward-looking, too. Each year, we are providing exciting new "leadership" products to golf course superintendents that will enhance your courses, improve your business and respect the environment. Some of these leadership products aren't so new. For example, in 1985 the pre-emergent herbicide pendimethalin was introduced for the turfgrass market, featuring low application rates, outstanding performance and no leaching in soil. In 1995, pendimethalin again was the leading pre-emergent herbicide in the golf course market — attesting to its long-term cost effectiveness and low environmental impact.

Like the game of golf itself, some things don't get older — they just get better. And getting better is something we in the industry must do; constantly improving by innovating, by being helpful and dependable, by being proactive, by listening — and by finding partners who are willing to do the same.

Constant improvement is one sign of a leader. When our communities see us working hard to improve ourselves, our partnership with them can only become stronger. And that's the key to success in 1996 and beyond.

I wish you much success as you "lead" the way for the remainder of this decade — and into the 21st century.

BRIEFS



MARRIOTT SIGNS ON TO AUDUBON

ORLANDO, Fla. — Marriott Golf has announced that the 18 facilities it manages are participating in the Audubon Cooperative Sanctuary Program for Golf Courses, including its two newest properties, Grande Vista in Orlando and Kierland Golf Club in Scottsdale. "This portfolio-wide membership exemplifies our commitment to an alternative approach to golf course management and development," said Tom Schlick, Marriott Golf's director of grounds operations. "Marriott Golf's goal is to achieve greater balance with the environment."

RHODY'S FIRST SHOW A SUCCESS

PROVIDENCE, R.I. — The first Rhode Island Turf Conference drew more people than expected and from a wider region, attracting superintendents from Long Island and the Metropolitan New York area as well as Connecticut, Massachusetts, Maine and New Hampshire. Speakers included Dr. Houston Couch of Virginia Tech, and Noel Jackson and Bridget Ruemmele of the University of Rhode Island.

GREEN INDUSTRY EXPO SETS SITES

CINCINNATI, Ohio — Organizers will hold the Green Industry Expo at the Cincinnati Convention Center, Nov. 18-21, with an outdoor equipment demonstration at Schmidt Field on the 21st. Plans are already in place to hold the 1997 show in Charlotte, N.C., on Nov. 17-20, and the 1998 event in Nashville, Tenn., Nov. 14-19. They said Cincinnati is less than 60 minutes by air or an easy day's drive for more than 60 percent of the nation's population.

IOWA HONORS FAGERLIND, OTHERS

DES MOINES, Iowa — The Iowa Golf Course Superintendents Association (IGCSA) named Steve Fagerlind of Beaver Hills Country Club in Denver the Superintendent of the Year during the annual turfgrass conference here. The IGCSA also presented the Distinguished Service Award to Dick Bruns of the city of Cedar Falls and the Charles Calhoun Award to Courtney Konstanz of Gowrie Golf & Country Club, and named Larry Parker of Fort Dodge Country Club the Assistant Superintendent of the Year. Meanwhile, the IGCSA donated \$13,500 in scholarships to students and \$44,000 to Iowa State University for turfgrass research.



GCSAA commissions comprehensive water study

ORLANDO, Fla. — The Golf Course Superintendents Association of America (GCSAA) has awarded a research grant to Environmental & Turf Services (ETS) to critically review water-quality monitoring results from golf courses across the country.

"Very few golf course monitoring studies have been published in peer-reviewed literature," said Dr. Stuart Cohen of ETS, principal investigator of the project and the director of the Cape Cod Study of golf course ground water. "This effort will be a major step beyond the Cape Cod Study [which summarized results of four golf courses]. It will also be a significant expansion in depth and breadth beyond the

article we wrote for the February 1994 issue of Golf Course News."

That story summarized the results of 13 studies of 25 golf courses from Massachusetts to Guam. The results of the studies were overwhelmingly favorable for the golf course industry.

Approval of the proposed new research was made by GCSAA's board of directors at the International Golf Course Conference and Show here.

The project will be a comprehensive summary of other studies. The objective is to publish a critical evaluation of the impacts of golf courses on ground and surface water quality. Attempts will be made to draw meaningful conclusions.

A summary article will appear in GCSAA's Golf Course Management. At least one technical paper will be written for publication in a peer-reviewed scientific journal, which could affect local government and regulatory agencies and scientists around the world.

Although the U.S. Golf Association has spent millions of dollars in the last few years to fund pesticide and nutrient fate studies, they were conducted in laboratory settings and at university field stations, not golf courses. The ETS study is intended to coordinate information from studies specifically designed to sample surface and ground water from golf courses.

Continued on page 33

New bents need different care

By PATRICK M. O'BRIEN and CHRISTOPHER HARTWIGER

Much of the discussion on the new bentgrass varieties has focused on differences like color, texture and summer performance. But information on how best to maintain these varieties has been limited. Should they be maintained similarly to the most common bentgrass, Penncross, or are changes necessary in the basic management program to maximize their performance?

An overwhelming majority of superintendents with one of the new varieties such as Crenshaw or the new Penn series (A-1, A-4, G-2, G-6) believe maintenance programs need to be modified to manage them effectively. Here is a review of these management differences and specific practices that may need to be modified.

The 1990s have been an exciting time for bentgrass managers. More varieties are available than ever before. Many were



David Stone at his bentgrass test plots at The Honors Club.

developed to improve tolerance to the high heat and humidity common to the Southeast. Many new varieties have a higher plant population per unit area compared to Penncross and offer the golfer a higher level of putting quality. The combination of these improvements results in varieties with improved playability char-

Continued on next page

Dealing with big brother



By TERRY BUCHEN

Superintendents who do not receive certain fringe benefits from their employers, take note: The Internal Revenue Service (IRS) likes to use the buzz words "reasonable and necessary" in defining tax deductions if you are itemizing your income tax return for calendar year 1995. How does this relate to golf course superintendents? Let's take a closer look.

Golf clubs, shoes, umbrellas, bags and head covers are considered "tools of the trade" and are tax-deductible as legitimate business expenses. Golf hats, shirts, sweaters and jackets are considered uniforms as long as they have the superintendent's golf course logo and/or name on them and are worn for work. If your club requires you to wear a certain type of pants, dress/work shoes as part of a uniform, they usually are tax-deductible. These types of clothing obviously can be worn during non-working hours

Continued on page 26

THE BEST AT WHAT THEY DO

Metsker earns Tradition Award

By MARK LESLIE

MARYSVILLE, Ohio — Stanley Metsker, who was instrumental in pushing the Golf Course Superintendents Association of America (GCSAA) to accept certification, has been chosen for the Scotts Tradition of Excellence Award.

Metsker, 59, of the Country Club of Colorado in Colorado Springs, will be presented the Excellence Award during the PGA Senior Tour's Tradition tournament at Desert Mountain in Scottsdale, Ariz.

Although Metsker feels his crowning achievement was pushing certification first through the Rocky Mountain Golf Course Superintendents Association (RMGCSA), then through GCSAA, his

Continued on page 28



The 16th hole at Stanley Metsker's Country Club of Colorado.



Stanley Metsker



Ted Hunker

Hunker tops in TPC Network

By PETER BLAIS

ORLANDO, Fla. — Outstanding tournament conditions, Audubon membership and a happy membership combined to earn superintendent Ted Hunker of the Tournament Players Club at River Highlands in Hartford, Conn., the TPC's designation as its top operation of the year.

Hunker received the award at the annual gathering of TPC superintendents held here during the International Conference and Show.

"The winning operation had such a terrific year it was a very clear choice," said Cal Roth, director of maintenance for PGA Tour Golf Properties. "The head superintendent was very deserving of this award." That superintendent was Hunker.

Continued on page 21

The rules of management have changed with new bents

Continued from previous page

acteristics and summertime performance. To maximize performance, several key maintenance practices may need to be modified.

• **Irrigation:** Determining the amount and timing of irrigation for a Penncross green during a Southeastern summer is one of a superintendent's most challenging tasks. Several new varieties such as Crenshaw, the Penn series, and SR1020 maintain deeper root systems during the sum-

mer than Penncross. As a result, these bents require a different irrigation program, with longer intervals between watering. Less frequent irrigation will be a great weapon in trying to reduce turfgrass disease. Additionally, a better rooted turf will require less hand-watering on a day-to-day basis.

• **Fungicides:** Healthier bentgrass requires less frequent irrigation and fewer fungicide applications at longer intervals. Many new bentgrasses have

More than one superintendent has offered this advice: 'When growing one of the new bentgrasses, forget everything learned in the past about Penncross.'

shown improved summertime performance, but frequently superintendents do not deviate from their Penncross management program. Not reducing fungicide applications means fail-

ure to realize savings from lower fungicide use and reduced labor. Also, some new bentgrasses may not perform at their best under a traditional Penncross fungicide program.

Although there is a lack of research on fungicide programs for the new bents, superintendents can learn valuable information by using untreated check plots on greens and experiments on a nursery green. It is very important to leave an untreated area on the back of one or more greens. This allows the

superintendent to examine both the intended, and sometimes the unintended effects, of a fungicide application. Additionally, a nursery green is a great place to experiment with reduced levels of fungicide use or longer intervals between applications.

• **Mowing height:** Based on observations in the field, it appears that varieties such as Crenshaw and the new Penn series perform better under lower mowing heights. Crenshaw has more than twice as many plants per unit area compared with Penncross, while the Penn series varieties have almost three times as many. The recommended mowing height for the Penn series varieties is 1/8 inch. Failure to maintain a low mowing height can result in turf that is puffy and slow, with higher thatch production.

• **Aerification & top dressing:** Varieties with high plant populations produce higher accumulations of organic matter than Penncross. As a result, core aerification and top dressing are important tools to avoid an excess build-up of organic matter and to maximize the performance of these greens. Thatch is only a problem if it is allowed to accumulate to an excessive level. For courses where the green committee frowns on aerification and top dressing, some bents with the highest plant populations may not be suitable.

• **Nitrogen requirement:** Little work has been done to determine the optimum level of nitrogen for these grasses, but early evidence suggests nitrogen levels will probably differ from those used on Penncross. An interesting note about Crenshaw: Many superintendents growing Crenshaw feel it maintains a darker green color at lower nitrogen levels than Penncross. However, research conducted by Dr. Bob Carrow of the University of Georgia reveals that Crenshaw does better under a high nitrogen level. Carrow recognizes this paradox and suggests monitoring clipping levels to help determine the need for N applications to Crenshaw.

CONCLUSION

Based on many field observations and discussions with superintendents, the new bentgrass varieties probably will clearly do better under management programs different from that for Penncross. More than one superintendent has offered this advice: "When growing one of the new bentgrasses, forget everything learned in the past about Penncross."

The new varieties are giving golfers improved greens in the Southeast and offer superintendents the opportunity to experiment and learn how to maximize performance.

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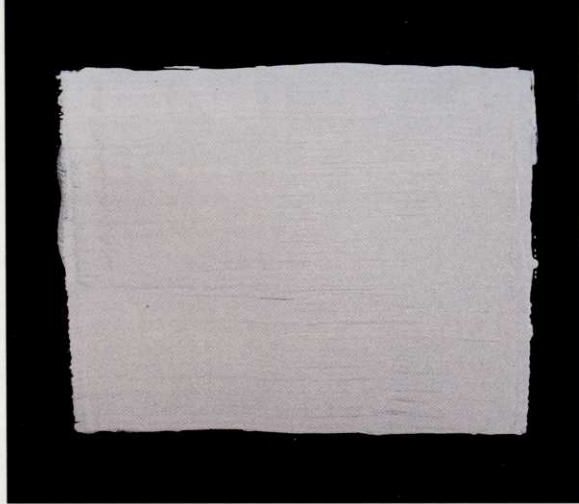
Chlorothalonil Fungicide
after a 1/2" rain stress (SEM - 330X)*



Flowable Generic

Chlorothalonil Fungicide
after a 1/2" rain stress (SEM - 360X)*

Daconil Weather Stik Chlorothalonil Fungicide

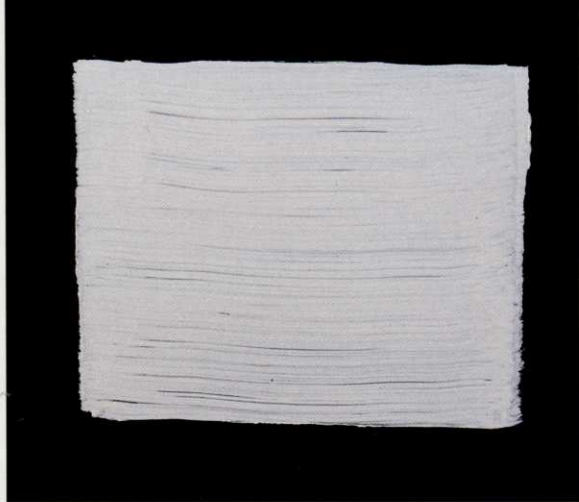


Initial Application



After Moderate Simulation

Flowable Generic Chlorothalonil Fungicide



Initial Application



After Moderate Simulation

And Wash-Off Tests Show It, T Sticks And Stays Like T

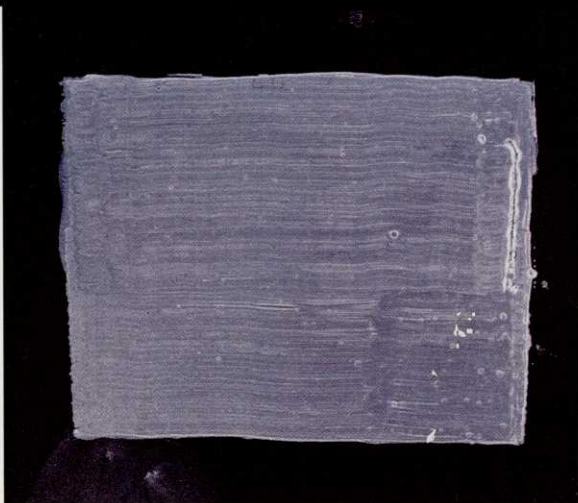
They say seeing is believing, and here's enough seeing to make anyone a believer. Because high magnification scanning electron microscopy of treated turf samples shows it. And so do Plexiglas® wash-off studies — studies that have been shown to correlate directly to real-world performance. New Daconil Weather Stik™ fungicide sticks and stays like the competition can't.

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After Heavy Simulated Rainfall/Irrigation

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In addition, Daconil Weather Stik can be tank-mixed with a wide range of turf and ornamentals fungicides (consult label), so you can also count on it for broad-spectrum support of your systemics, as well as disease resistance management. Remember, there's never been a documented case of disease resistance to a Daconil brand fungicide in over 25 years.

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Of course, because bags are easier to get rid of than plastic jugs, and you have fewer of them, disposal is that much easier. Now add the sticking and staying power of our Weather Stik® formulation for exceptional broad-spectrum control of some 70 diseases that attack turf, ornamentals, and trees, and it all adds up to another great choice for you. ISK Biosciences Corporation, Turf & Specialty Products, 1523 Johnson Ferry Rd., Suite 250, Marietta, Georgia **ISK BIOSCIENCES™** 30062.

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POWER TO THE PEOPLE

Charging cars, irrigating at 'right time' saves

By TERRY BUCHEN

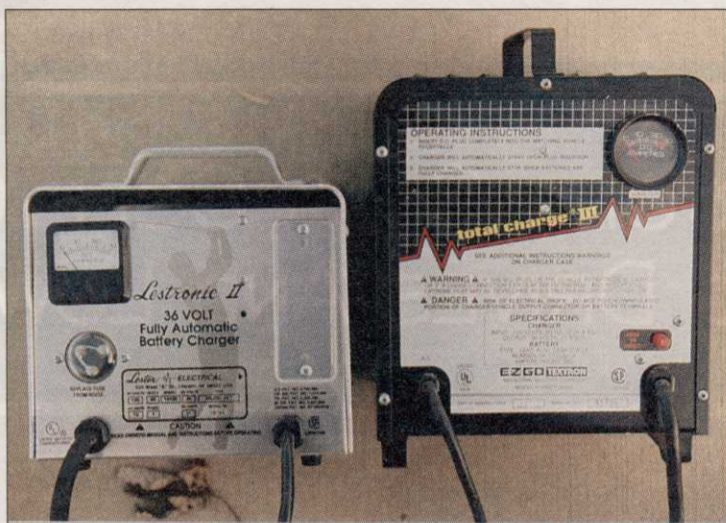
WESTERVILLE, Ohio — Power companies traditionally, in most parts of the country, review a golf course's electricity rates once a year to determine whether it qualifies for a lower rate structure. Charging electric golf cars and operating the irrigation system pumps and wells are the two areas of a course that usually use the most electricity. Let's take a closer look at how one golf course greatly reduced its golf car-charging operating costs.

Little Turtle Country Club, a Pete Dye design from the early 1970s, found a way to reduce its golf car-charging operating costs.

Little Turtle CC charges its golf cars from the clubhouse that had only one electric meter for the entire building. After conferring with Columbus Southern Power Co., the club found it could charge its cars during off-peak hours after modifying the electric system and following a few simple rules.

The criteria were:

- charging of the golf cars



The total re-wiring and new meter cost \$5,000, which was recovered the first year.

had to use more than one-third of the total power consumed in the clubhouse;

- a separate electric meter would have to be installed for the golf car chargers only; and
- the charging area would have to be wired separately from the clubhouse to the new electric meter.

The total re-wiring and new meter cost \$5,000, which was

recovered the first year.

Off-peak hours are from 9 p.m. to 7 a.m. Monday through Friday, all day Saturday, Sunday and the seven usual holidays, said John L. Mead, owner of Little Turtle CC and partner in Xanadu Golf Ventures. "We installed a timing device that would turn on all of our golf car chargers not a minute before 9 p.m.



during the week, and this 10-hour charging period was ample to get our cars charged fully," Mead said. "Our usage was only 10 percent of the peak-demand rate, thus we saved 90 percent on our electricity rates. We did not have to pay any peak-demand kilowatts, as our rate structure for the basic kilowatt hours went from 5 cents down to 1.2 cents. The year before we re-wired our chargers, we spent \$64,000. The year after the modifications, we spent \$55,000 — thus a \$9,000 saving the first year of operation."

Little Turtle CC, he said, "had to commit to the power company for one full year at the off-peak charging procedure and had to get the company's full blessing on the type of electric meter and car-charging timing device before they would qualify us for the lower rates. We are very happy with our new car-charging procedure and it only proves that hard work pays off."

Buffer strips are multidimensional

Following last summer's extreme drought and deluges, the Vermont Department of Environmental Conservation (VTDEC) reports that buffer strips were proven to be valuable in more ways than one.

Not only are buffer strips "incredibly valuable to the protection of surface water quality," the VTDEC said in its "Out of the Blue" newsletter, their root systems stabilize the earth. For those who live in areas where the August flood wreaked greatest damage, it was easy to witness some examples of the role that buffer strips played in protecting the water quality," the report said. "Buffer strips, vegetative shoreland areas filtered out major debris that was being carried down to the rivers and lakes... Buffer strips also helped stabilize the banks with their root systems."

In areas where buffer strips had been cut away from sections of a river or lake, VTDEC said, "shorebanks literally caved in and eroded away, adding nutrients and sediments to the water and, in some locations, forever changing the path of the water."

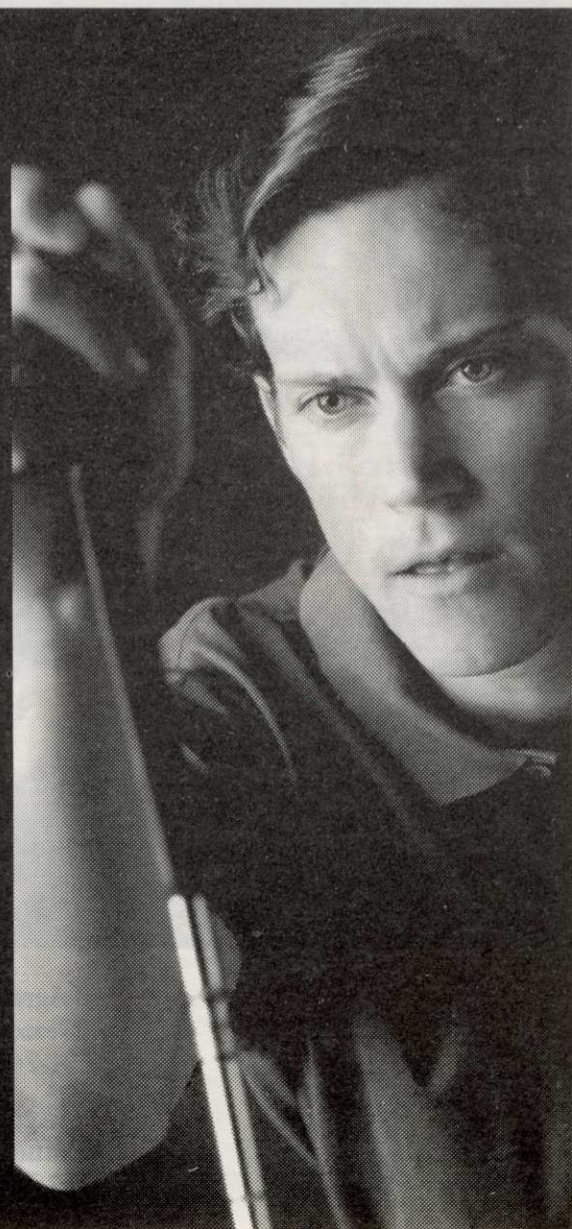
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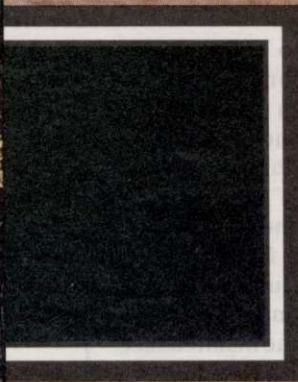
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TPC superintendents sail smooth waters with computer support

By CHRIS SMITH

JACKSONVILLE, Fla. — The Tournament Players Club (TPC) Network has taken efficiency to a new end.

Though the 15 TPCs excel in service operations geared toward such patron satisfaction as golf and food and beverage, a true litmus test for this commitment is found in an area many clubs keep from public exposure: the maintenance facility.

Perceived as cluttered and oil-stained, with machine parts strewn around, the maintenance facilities at TPCs have adopted a policy of cleanliness and overall efficiency.

"We teach organization and professionalism, and we carry that image onto the course," explained Gary Myers, TPC regional director of golf course maintenance. "We have taken it to a different level. Our equipment runs well and lower and looks good. In turn, our crews take more pride in doing their work."

The maintenance area is as well organized as any department at a TPC. Not only is it immaculately clean, but every piece of equipment, every spare part, every maintenance requirement and every chemical is accounted for by computer.

The equipment, from mowers to blowers, is subject to a strict schedule of routine maintenance. A check-and-balance system accounts for who uses what and when.

Moreover, all the equipment and parts needed for maintenance are right there, as complete as any auto-repair shop. Inventory use and needs automatically are updated in the computer system.

This initial commitment to high care has resulted in untold savings and old equipment looking and running like new.

"The total labor and cost is kept on each piece of machinery," said George Degeal, corporate equipment manager who is based at TPC at Summerlin in Las Vegas. "We have 110 to 120 pieces here, which cost about \$628,000," he said. "The only reason we buy equipment now is to upgrade. But we don't need to replace anything."

"The whole concept is efficiency," said Degeal, a former Marine jet mechanic. "If you buy equipment and don't maintain it, you buy it again in maybe four years. How long it will last is not cut-and-dry."

"If a piece of equipment doesn't work, it can disrupt the maintenance schedule. So it is important for our labor to be efficient. We have a \$30,000 inventory in parts (at Summerlin) and rarely have to wait for one to come in. The computer tells us when to reorder. The entire TPC Network is computerized this way."

This is consistent with the fundamental management philosophy throughout the Network. The bottom line is maintaining a consistency of excellence through a well-thought-out plan of action.

It begins with meticulous attention to details, be it employee orientation, quality hiring program, training and safety programs, the overall maintenance operation, or food and beverage. Nearly everything is computerized and

spelled out in black and white.

Administrators have found a basic system that works and have continued to perfect it. In fact, the Networkwide Above and Beyond program for employees, which instills the importance of pride and service, has been used by other corporations.

"We have a lot of guidelines and procedures," Myers said, "to ensure a quality presentation each day. The program, which started eight or nine years ago, instills in the staff

what customer service is."

The Above and Beyond program has proven successful.

"It all starts with communication," Myers said. "We have a lot of rules and procedures and are always looking for ways to improve."

Regular safety seminars are held for the entire maintenance staff, which has had a significant impact throughout the Network.

"We have a very thorough orientation," said Cal Roth, TPC national director of golf

course maintenance operations. "We promote a safe, correct, efficient manner in all jobs. Our employees are cross-trained and our safety program is on-going."

"Since we initiated our safety program, our workers' compensation losses have dropped dramatically throughout the Network. In 1994, we had three clubs that had no workers' compensation claims. That is significant with the number of people we employ."

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MAINTENANCE

TPCs honor Hunker, River Highlands

Continued from page 15

"It's a wonderful feeling to be considered the best of the best," Hunker said. "It's particularly rewarding because in my previous four years here we never had a chance."

River Highlands underwent a major renovation a few years ago and it has taken several seasons for the course to mature, Hunker noted. The final major improvement was placing new sand in all the bunkers, a job that was completed prior to last summer's

PGA Tour stop, the Greater Hartford Open. The Tour players applauded the improvements during the tournament. Greg Norman won the event.

The course members also noticed the improvements and showed their pleasure through a membership survey. "It came back very positive," Hunker said. "They were much happier than in past years."

Audubon International topped off 1996 by designating River Highlands as the 48th facility cer-

tified by the Audubon Cooperative Sanctuary Program.

Hunker noted the contributions of his two assistants, Noel Hall and Tom DeGrande, as well as equipment manager Bob Tyler. "We wouldn't have won this without them," he said.

Hunker grew up in Pueblo, Colo., and earned a turf management degree from Colorado State University. He worked six years as assistant superintendent and head superintendent at DeBell Golf Club in Burbank, Calif., before returning to his home state as course manager of Boulder Country Club. After six years

at Boulder, he took over River Highlands in 1991.

Roth praised the work done by superintendents at all 22 TPC operations. "It was a very challenging year with the heavy rainfalls and heat waves that hit many parts of the country," he said. "The tournament expectations were higher than ever. But we still had numerous successes and had the best conditions ever at our facilities."

In addition to Hunker, five TPC superintendents received gold-level awards for superior conditions at their facilities: Mike Dufrey at TPC of Michigan); Fred

Klauk at TPC Sawgrass (Jacksonville, Fla.); Gary Meyers at TPC of Scottsdale (Ariz.); Jerry Dyer at TPC Southwind; and Collier Miller at TPC Summerlin. Klauk also received an award for having the best-landscaped course for the third straight year.

The TPC also honored four operations with worker safety records that, according to Roth, were five times better than the national average. These were the Golf Club of Jacksonville, TPC at Avenel, TPC at Southwind and TPC at Eagle Trace.

The superintendents turned the tables on Roth, presenting their boss with a plaque for his help in running their facilities. "This is in recognition of the assistance we've received from headquarters," Meyers said. "We could not do our jobs without your support."

R.T. JONES GOLF CLUB JOINS SANCTUARY SYSTEM

GAINESVILLE, Va. — The Robert Trent Jones Golf Club (RTJ) has achieved designation as a Certified Audubon Cooperative Sanctuary by the Audubon Cooperative Sanctuary System. Numerous projects undertaken on the course enhance habitat for wildlife and preserve resources for the community including providing nest boxes for bluebirds, purple martins and wrens; placing bat roost boxes; using integrated pest management techniques; careful monitoring of water quality; water conservation; and creating buffer zones to enhance water features. Superintendent Glenn Smickley said: "Since the golf course is located on Lake Manassas, a drinking water reservoir, I am very aware of my obligation to make sure the integrity of the lake is not jeopardized in any way. With the implementation of a comprehensive integrated pest management program and strict water management measures, data collected by an independent source has shown that water quality of the lake has improved."

GULL LAKE VIEW GOLF CLUB EARNS SANCTUARY STATUS

AUGUSTA, Mich. — Gull Lake View Golf Club has been designated a "Certified Audubon Cooperative Sanctuary" by the Audubon Cooperative Sanctuary System. Gull Lake View Golf Club became the fifth in Michigan and the 49th golf course in the nation to receive the honor. "Gull Lake View Golf Club has shown a strong commitment to its environmental program. They are to be commended for their efforts to provide a sanctuary for wildlife on the golf course property," said Marla Briggs, staff ecologist for Audubon International. "The programs that we have developed while participating in the Audubon Cooperative Sanctuary Program have helped us to bring a very natural feeling to the golf experience on our courses," Gull Lake officials said.



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Canada's top super, Lewis, still in temporary job

By MARK LESLIE

KELOWNA, B.C., Canada — It was a fluke, a temporary job offer from his municipal employer, that propelled Craig Lewis into the world of greenkeeping. Two decades later, Lewis is Canada's Superintendent of the Year.

Back in 1971, the corporation of the District of Surrey had an opening for a turf facility manager. "They prompted me into taking it until they could find someone else," said Lewis, who worked for the municipality as a horticulturist. "The more I got into it,



Craig Lewis

the more I realized there was a lot more to growing turf than throwing fertilizer and water on it. Before long, I realized that's where I wanted to be.

"It was a funny twist of fate."

About receiving Superintendent of the Year honors from the Canadian Golf Superintendents Association (CGSA) during its annual conference in Vancouver, March 2-5, Lewis said: "It's very flattering. I have a lot of respect for my fellow superintendents and I will very much cherish this for the rest of my life."

Calling himself "a recycled superinten-



Kelowna Country Club's 12th hole displays course's manicured beauty.

dent," Lewis traveled a winding road that has brought him back, on Jan. 2, to Kelowna Golf and Country Club, a semi-private facility where he had worked before.

While working for Surrey, he studied turf at British Columbia Institute of Technology in Vancouver and landscape technology in an apprenticeship program at British Columbia Vocational School. Graduating in 1975, he landed a superintendent's job in 1975 at Spallumcheen Golf & Tennis Club in Vernon. In 1977 he

left to travel Western Canada as a technical representative for O.M. Scott & Sons, a position he held two years.

"I kept looking for another way to look at things. That's how you get a well-rounded education," he explained.

In 1979 Lewis accepted a position as grounds superintendent at Kelowna, a member-owned club that squeezes 55,000 to 60,000 18-hole rounds a year into a nine-month season. There he remained until the spring of 1992 when "another way to look at things" came knocking at his door: Developers wanted a superintendent to oversee construction of nearby Quail Ridge Golf Resort.

After building Quail Ridge and beginning another project that fell through financially, Lewis was offered his old job back at Kelowna Golf & Country Club and jumped at the chance.

"Kelowna was a great job and club," he said. "But I wanted to know about the construction side of the business. You wonder if you could handle grow-in and construction from the ground up. Quail Ridge afforded me that opportunity. I left a very good job, got the



experience I wanted so badly, and now am back at Kelowna and I'm the luckiest guy in the world."

"There are lots of rewards, but construction is a young man's job," said the 43-year-old Lewis, a Master Superintendent. "My office was my pickup truck. You park your equipment under tents and trailers..."

Returning to the ranks of superintendents, Lewis called on his colleagues "to stand up and take a bow" for advancing their education and industry research. "We know more than ever before," he said. "The different associations fund research projects and, in turn, the researchers bring their findings to our seminars and annual conferences. We generated this. Nobody else made it happen."

"We thought, 'What do we need to learn about? Do we need to sharpen our people skills? Where is there a hole in our education? And that drives the content of our seminars and conferences.'"

Lewis also cited the golf industry's willingness to fund research in the face of accusations that it is polluting the environment.

"That shows the courage of the industry. We decided if we are doing something wrong, let's undo it. Through the Cape Cod study and others, we found out we weren't doing anything of the sort. But, we want to know either way. Hey, we have children and grandchildren of our own," said the husband and father of two.

Lewis got involved in this process early in his career. He joined the Western Canada Turfgrass Association in 1971 and served in all board positions from 1983-92. A member of the CGSA since 1975, he has served on many committees

Continued on next page

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Case makes his case for inventive algae cure

By MARK LESLIE

MEMPHIS, Tenn. — Algae. It's been a dreaded foe for the golf course superintendent... until now.

Superintendent Jeff Case of Quail Ridge Golf Course here has devised a cure for algae that USGA Green Section Mid-Continent Region Director Jim Moore termed "simple but ingenious."

And relatively cheap. Under \$500, Case guesses.

Spotting wet ground and associated algae, Case will spike or aerify the area, then bring in his secret weapon: a fan built into a frame that can be inverted and aimed directly at the ground, drying out the algae in little time.

Case suggested this process:

- Obtain a 36-inch-square, direct-drive shop fan (\$300 to \$400).
- Build a frame (about \$100 in materials) for it so that, when inverted, the fan is 36 to 40 inches off the ground.
- Place it on wide pneumatic tires to prevent rutting.
- Add a hitch so it can be hauled behind a vehicle. It should be light enough to easily maneuver by hand.

The fan, Case said, is "a really good tool to physically dry out the algae and give the turf more opportunity to fill in. Another advantage is that it's portable. If you have more than one area that is infected with algae, you just move from green to green.

"In some instances we put a generator in the back of the cart.

Other greens have electricity."

The height of 36 to 40 inches, he said, is because when the air hits the ground from that height it deflects and covers a larger area — 200 to 300 square feet.

Case warned that a person must watch carefully, "because it can dry an area so fast you can lose turf. You want to dry out the ground but not the leaf of the plant. This is why it's important to have a crew member close by at all times. He would be there also, to accommodate play."

Having a crew member present is also important, he said, because "you don't want to cause ruts" in that often-wet ground, or interfere with play.

After the algae is dried up, Case sometimes spot-fertilizes or overseeds the area.

The time required to dry off an algae-laden area varies as greatly as the wetness of the algae and the soil, he said. "On one green it may take three hours and another, 30 minutes. But it's worth the wait."



ON THE GREEN



Jeff Case checks the effect of his improvised "algae fan."

New




**ONE CRAB WE CONTROL.
THE OTHER ONE'S UP TO YOU.**

Lewis, super

Continued from previous page

and coordinated the national conference in 1989.

What does the future hold for superintendents? More training in personnel management and environmental issues, Lewis said.

"Most of us are strong agronomically," he said. "Our weaknesses are almost always in the field of people-management skills. When there is a breakdown, when a superintendent gets himself in trouble, it's usually because of a lack of communication and poorly managing people. None of us learn that in school. I've attended many interpersonal relationship seminars, but I still think that is the focus, especially for young people coming up."

The environment, he added, "is a growing problem everywhere in North America — and it should be. Superintendents are stewards of large tracts of land and it's incumbent on us to exercise the very best in management practices, with the idea of being soft on the environment.

"Sometimes it's tough because you deal with peoples' perceptions rather than facts. But that keeps us sharp and on our toes."

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CIRCLE #116

Club's extra steps lead to water, and dollar, conservation

By DOUGLAS PAGE

PORTLAND, Ore. — The Environmental Protection Agency rates "nonpoint source" (NPS) pollution as the number-one threat to the nation's water quality. NPS pollutants enter the ground and water table from other than a single point. Golf courses have a NPS pollution reputation because of the suspected run-off of pesticides and fertilizers used to keep the track green and playable.

Recent studies, however, have shown this reputation may itself be suspect. A three-year U.S. Golf Association-funded environmental study by the University of Florida has demonstrated that most organo-phosphate pesticides sprayed on greens are absorbed into the courses' thick thatch layer — the layer of dead and decaying organic matter at the top of the soil surface and just below the grass.

According to Florida soil scientist George Snyder, "Even less of the pesticide penetrated into the soil and very little seeped into the percolated water." Snyder said the dense root mass of the turfgrass system makes it an ideal "living filter system" for cleansing the water that moves through it.

The thatch layer of the turf holds the pesticides for the soil's microbial organisms to feed on, destroying the toxic organic compounds.

Some course architects have known this all along.

"There's been a lot of misinformation about golf courses and their negative impact on the environment, even though golf courses have been a forerunner in being environmentally sensitive," said golf course architect Pete Dye, who recently offered to redesign Purdue University's North Course to support a turfgrass research center dedicated to further turf management and pesticide application studies.

Even so, some golf course superintendents feel there are extra steps they can take to relieve their courses' impact on the environment.

Riverside Golf and Country Club, an 18-hole private facility here, has implemented operational changes designed to eliminate pesticide runoff into ground water from the course's cart and mower washing stand, which also reduces water consumption through conservation and reuse.

The changes are saving more than the water table; the club estimates it is saving between \$10,000 and \$30,000 a year.

Former course superintendent Tom Christie adapted a system used at car washes to fit the club's golf car and mower washing operation. Riverside's mow-

ers are maintained, washed and adjusted daily, yielding ample opportunity to recycle water and debris. The closed-loop system recycles 45,000 gallons of water a month after a filtering apparatus sifts out grass and other contaminants.

Interim superintendent Greg Smith is carrying on Christie's environmental awareness. "This is our contribution to the clean-water movement," he said. "We're recycling our wash water. We filter it, we clean it and keep using it over and over, rather than just discharging it somewhere."

"We have to be stewards of the land. We can't just dump any excesses we have, whether water or pesticides."

"It's going to get to the point that it may be required that everybody recycles their wash water. We're just trying to stay

ahead of the game and not be a polluter in our environment here."

The wash-water recycling facility (a Water-Maze, manufactured by Landa Corp. in Portland) supplements the overall conservation designed into the course.

Beneath the facility, an extensive drainage system captures naturally cleansed water and returns it to a holding reservoir.

The combination of water from the drainage system and a well fill the reservoir and feed the club's sprinkler system.

The club has also installed a weather station on the grounds that monitors such variables as air temperature, humidity and wind.

The instrument calculates the evapo-transportation rate (the amount of water a plant needs for nourishment each day) of the club's grasses and plants. The station then informs the computerized sprinkler system how much water to deliver from the 800-plus sprinklers.

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Douglas Page writes about science and ecology from Manhattan Beach, Calif.

800 number provides pest data

AMHERST, Mass. — The University of Massachusetts Cooperative Extension Service has instituted a landscape message 800 telephone number, allowing turfgrass managers, arborists and others to be in touch with local pest activity.

Superintendents can call 800-226-4476 (4IPM) 24 hours a day, seven days a week and get a four- to seven-minute message. Information includes what insects are emerging that week, disease occurrences and poten-

tial disease problems, growing degree-day reports, cultural problems, pest management strategies, and upcoming educational programs.

Dialing the 800 number, callers then press 1 for the Cape Cod area, 2 for Plymouth and Bristol counties, 3 for the Boston area, 4 for the Worcester region, and 5 for Pioneer Valley and the Berkshire Mountains region.

New England Brows Inc. has partially funded the phone line.

W. Virginia elects Tennant

David A. Tennant of Lakeview Resort and Conference Center in Morgantown has been elected president of the West Virginia Golf Course Superintendents Association.

Tennant, who succeeded Past President Art Casto Sr. of Kanawha County Parks and Recreation Department, is joined by newly elected Vice President Jason Griffith of Woodridge Plantation in Mineral Wells, Secretary-Treasurer Bill Nickerson Jr. of

Wheeling (W.Va.) Country Club and Directors Jim Farren of Clarksburg Country Club in Oceana, Rodney Noel of Glade Springs Resort in Glen Morgan, Bob Buehner of Pines Country Club in Morgantown, Gene Boggess of Tri-Star Soil in Bruceton Mill, Howard Lott of Bridgeport (W.Va.) Country Club, and Joe Weaver of West Virginia University.

O, CANADA!

USGA appoints Canada's Yamada

OAKVILLE, Ontario, Canada — Teri Yamada, national director of the Royal Canadian Golf Association, has been named to the U.S. Golf Association's Environmental and Turfgrass Research Committee.

Yamada is chairman of the Canadian Turfgrass Research Foundation's Steering Committee and a member of the Golf Course Superintendents Association of America's Research Committee.

"I am very honored to be invited to sit on this prestigious committee," Yamada, one of only two non-Americans on the USGA panel. "One of my chief concerns has been the coordination of American and Canadian turfgrass and environmental research for the betterment of the game throughout North America."

The USGA Environmental and Turfgrass Research Committee was established to produce improved turfgrasses which substantially reduce water use, pesticide use and maintenance costs; develop management practices for new and established turf which protect the environment while providing quality playing surfaces and encourage young scientists to become leaders in turfgrass research.

The Royal Canadian Golf Association is the governing body of amateur golf in Canada.

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Golf Foundation names director

OAKVILLE, Ontario — Linnea Turnquist of Calgary, Alberta, an active promoter of women's golf for several years, has been appointed executive director of the recently restructured Canadian Golf Foundation (CGF).

Turnquist for three years has owned and managed Par W Golf Programs, a Calgary-based business designed to develop interest and participation in women's golf. Prior to creating Par W, Turnquist held several positions with the Alberta Sport Council, Spruce Meadows, Hockey Canada and TELUS Corp.

She will direct the overall operations of the Canadian Golf Foundation, including development and implementation of fund-raising programs aimed at advancing golf in Canada and increasing junior development.

"Ms. Turnquist has the drive and energy necessary to take the Canadian Golf Foundation in its new direction," said W. Keith Gray, CGF president. "As we move the Foundation toward a pro-active fundraising role, we need a dynamic, committed person, like Ms. Turnquist, to steer the operations on a day-to-day basis."

Agronomy consultants can claim special deductions for their work

Superintendents who perform consulting on the side or who are considering it should talk to an attorney, tax accountant and insurance expert and then decide to set up a company as individual, partnership or corporation-type entity.

As a self-employed individual, you can use your Social Security number as your taxpayer identification number and then itemize all income versus normal business expenses. If you have health insurance as part of your business, you can usually deduct 30

per cent of the premium amount as a normal business expense. One big advantage of being self-employed (similar to a farmer) is that you can qualify for a retirement plan wherein you can contribute to an investment group up to 15 per cent of your gross income, less expenses, per year with a maximum contribution of \$25,000 per year, while still keeping and continuing to invest in an Individual Retirement Account (IRA.)

If your consulting business is large enough, consider incorporating (inc.). One big advantage is that 100 per cent

of your health insurance premiums can be deducted as a normal business expense. Instead of a KEOGH plan, you can consider a 401(k) retirement plan with an investment group. If you are using your home as an office, measure the square footage or use a percentage of how many total rooms are in the house in a segregated area so a portion of these expenses can be deducted. Be prepared to furnish Workman business practice. Liability Insurance should be a minimum of \$1,000,000 just in case of a malpractice lawsuit, etc.

in today's litigious society.

Other deductible expenses include a vehicle, advertising, commissions, depreciation, employee benefits, insurance mortgage interest, legal and professional services, office expenses net of home office expenses, pension and profit sharing plans, rent on machinery and equipment, rent on other machinery and equipment, rent on other business property, repairs and maintenance, supplies, taxes and licenses, travel expenses, meals and entertainment, utilities, wages, auto expenses, etc.

Making hay with the IRS

Continued from page 15

and you should be able to prove that they are required to be worn as part of your normal employment.

Superintendents play golf as part of their duties; thus the golf equipment is a good write-off.

Employer non-reimbursed business expenses are tax-deductible such as: Educational golf/agronomy books/videos, golf trade magazine subscriptions; USGA individual membership dues; turf alumni association dues; GCSAA seminars; GCSAA dues; university turfgrass association dues; GCSAA certification fees; correspondence courses/audio and video tapes; computer seminars/programs/books/equipment; GCSAA chapter dues; turf conference registration, lodging, meals, personal vehicle mileage charges, parking fees, tools, local transportation, airfare; state pesticide license and recertification expenses; and any other reasonable and necessary business expenses not already provided as part of the fringe-benefit package.

If your employer pays for most but not all expenses, be prepared to answer why they do not pay them all if the subject ever comes up with your accountant or the IRS.

In random sampling of some superintendents who have golf course vehicles provided, they said they are allowed to use the vehicle for all golf course business, to and from work and for any personal use of a reasonable nature and they are not taxed whatsoever because the golf course, in so many words, says the vehicle is there anyway and it can be used for whatever reason.

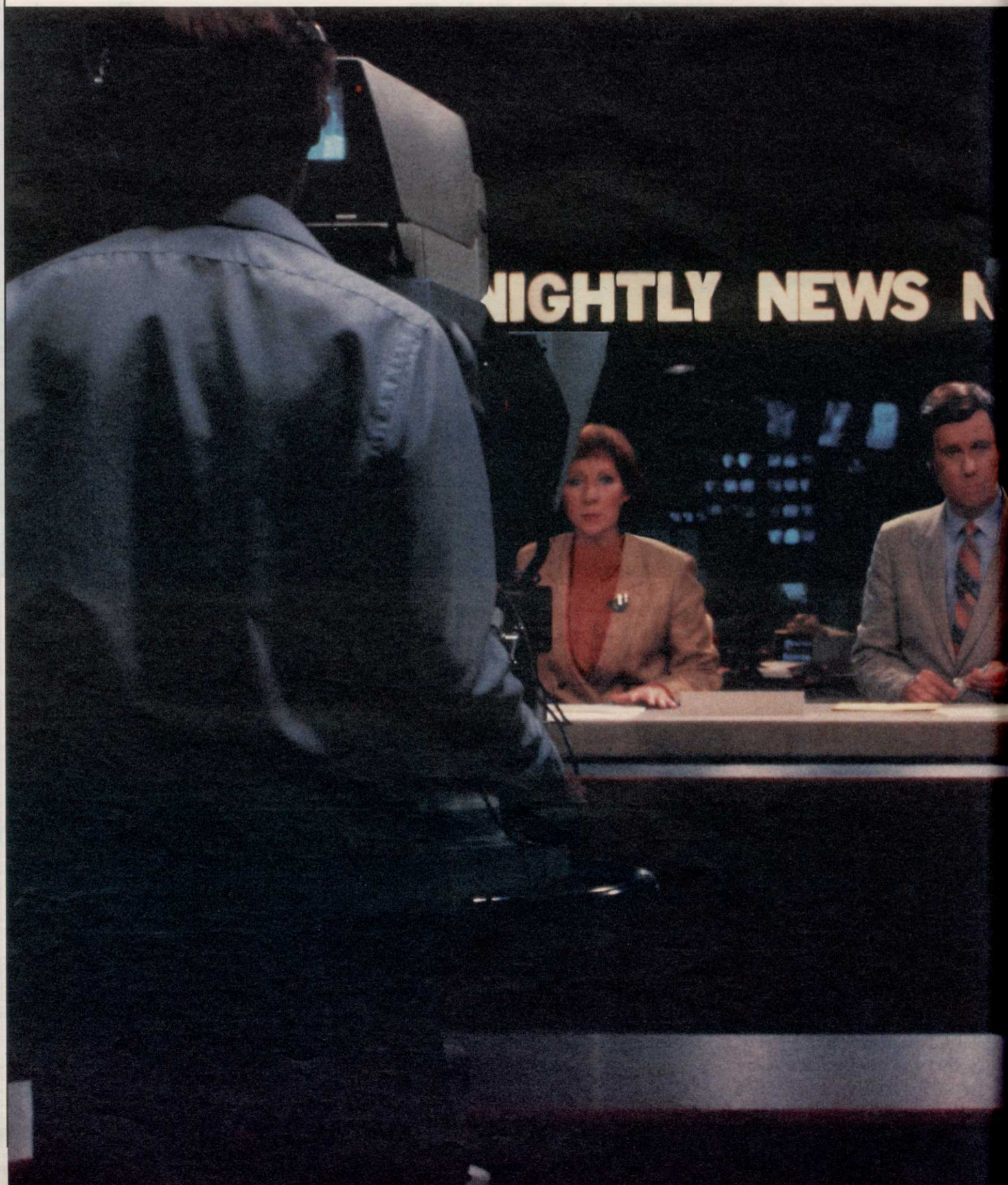
Courses that allow vehicle use for business purposes only sometimes have a signed agreement between the two parties to that effect.

In this case, any personal use is usually taxed and the mileage must be recorded and deemed as income.

If a golf course feels the ve-

Continued on next page

We'll keep the pesticide industry from



GCSAA gains corporate sponsorship for Par for the Course program

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) has announced that The Scotts Co. has signed on to be the 1996 presenting sponsor of the association's television show, "Par for the Course," which is seen on ESPN.

"Par for the Course," which offers a look at the world of golf and its beauty, will return to ESPN for a second year in 1996. Twenty-five, original, half-hour episodes will air

weekly on Sunday mornings at 7:30 Eastern time, beginning March 10.

As part of the agreement, Scotts will sponsor a new, regular feature on "Par for the Course" — lawn tips from professional golf course superintendents.

The new feature will present viewers with a weekly lawn care tip from a PGA Tour, Senior Tour, LPGA or USGA tournament host superintendent.

The segment will feature golf

course superintendents from a different tournament site each week. Courses such as the TPC at Sawgrass, host of the PGA Tour's The Players Championship; Moon Valley Country Club, host of the LPGA's Standard Register PING Classic; Desert Mountain, host of the Senior Tour's The Tradition-Presented by Scotts; and Pine Needles Resort, host of the USGA's Women's Open, will be featured.

Lawn care topics will cover

basic tips ranging from the use of low-maintenance grasses to how to use mowing techniques to get that golf fairway "striping" effect.

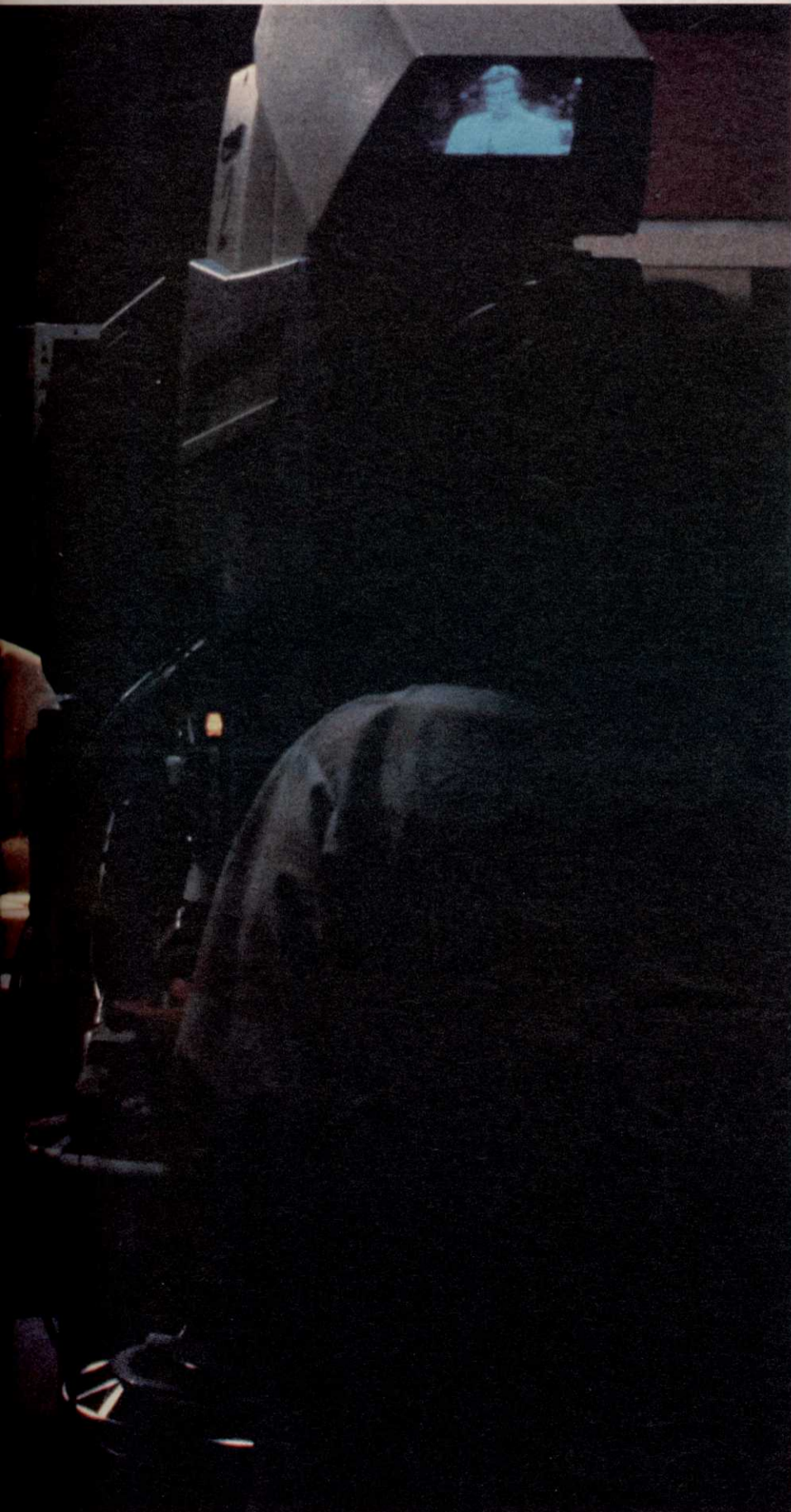
"The opportunities to reach and educate ESPN viewers through 'Par for the Course' are tremendous," said Mike Thurlow, Scotts senior vice president of marketing. "The new lawn care segment will be interesting as well as educational. We are excited to be a part of GCSAA's television show once again."

In addition to the 25 weekly episodes on ESPN, in 1996 "Par for the Course" will also appear on ESPN2 and ESPN International. Air dates and times for the ESPN2 and ESPN International airings have not been released.

"Par for the Course" will air on ESPN from March 10 through Aug. 25.

Scotts is the presenting sponsor of the television show and The Toro Co. is the supporting sponsor.

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Ahh, television news in the 90s.

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Tax time

Continued from previous page

hicle use is income, it usually amounts to \$4 per day as added income.

If a superintendent has their own vehicle used for golf course business, there are three possible ways to be reimbursed by their club:

- mileage charge varying from 26 to 30 cents per mile for all business purposes only;

- itemize your expenses and depreciation and bill your employer for a monthly vehicle allowance; or

- receive a vehicle allowance from your employer at a rate that the club determines per month, where the club will provide all fuel and you absorb the maintenance, depreciation and other expenses.

Superintendents who live on the golf course in course-owned housing do not have to include it as part of their income if they are required to live on the course grounds in case of emergencies and if they act as the security chief of the course as well.

A letter to this effect is in everyone's best interest as proof of this arrangement between the superintendent and club.

If concerned about reaching the next higher tax bracket, consider having your performance/Christmas bonus deferred until the next calendar year.

If you have an annual deferred-compensation package, you have to pay any taxes on the initial amount or investment income until you withdraw it, hopefully when you are in a lower tax bracket near retirement.

Superintendents with 401(K) employer-sponsored plans should have annual statements proving that all monies invested by the superintendent and club have been deposited and all the particulars guaranteeing the money has not been spent on other non-employee functions, as has been in the headlines lately in other industries.

If the IRS plans to perform an audit, the statute of limitations varies from state to state (usually three to four years), with the limit increasing to seven years for fraud.

Metsker earns Tradition Award

Continued from page 15

ultimate satisfaction has been in caring for the Pete Dye-designed CC of Colorado.

"Most satisfying for me is taking this course from the soil and creating a living game board for a game which happens to be golf," he said. "I planted all the trees, built all the roads and paths, helped put in the irrigation system. You might say we're active in the environment, in that we are creating an environment.

"This was a nice valley. It's now a special place because the valley has been changed by housing. But our environment is still here and gets better each year as the trees grow and it's more appreciated. I've enjoyed the overall ability — over a period of years — to see something develop and to bring the architect's vision into being."

He added, "The real challenge was to maintain a good quality course at a very modest budget over the years."

Metsker calls CC of Colorado "a soft Dye course." It stands out, he said, because of the use of tall grasses.

"This was absolutely outlandish — to think, in 1972, of putting tall grass on a golf course," Metsker said. "I had been at Cherry Hills, Lakewood Country Club and Boulder Country Club, and all those were fence-to-fence manicured courses considered among the best in the state, and to come here and talk about growing

tall grasses was heresy."

But he committed to Dye's vision and has maintained that continuity the last 23 years.

While at CC of Colorado, whose soil is high in salt content, Metsker discovered alkali grass puccinella, which he passed on to Dr. Jeff Fults at Colorado State University (CSU), who developed this cultivar into what is known commercially as Fults Alkali Grass. Metsker has donated all his royalties on this seed to CSU.

The Tradition of Excellence Award also cites Metsker for leadership in the areas of teaching and research. A superintendent for 37 years, he has mentored many assistant superintendents, taught at Denver Community College and Pikes Peak Community College and advised the turf management program at Northeastern Junior College.

A former president of the RMGCSA, the Rocky Mountain Regional Turfgrass Association and the Horticultural Arts Society of Colorado Springs, Metsker served as director of the Colorado Horticulture Research Association, and was chairman of the Denver Botanic Garden Rock/Alpine Garden Committee. The founder and first editor of the RMGCSA newsletter, he has also written many articles for trade magazines and newspapers.

Metsker has used his writing talents to finish a book. Entitled "On the Course: The Life and Times of a Golf Course Superintendent," it "traces the history of our area and some of its people as well as my own experiences," he said.

His next challenge: Finding a publisher.



Delhi College Golf Course superintendent Thomas Kaufman, left, and Plant Sciences Department Chairman Dominic Morales find that, indeed, their new irrigation system works just fine.

Companies lend Delhi healthy hand

DELHI, N.Y. — Turfgrass industry leaders have donated nearly \$100,000 in state-of-the-art irrigation equipment to the golf course expansion project at the State University College of Technology at Delhi.

"The Delhi College Golf Course now has the latest in irrigation technology," said Paul Roche, irrigation manager for the S.V. Moffett Co. of West Henrietta. S.V. Moffett, a long-time supporter of Delhi's golf course project, took the lead in coordinating irrigation system gifts to the college.

"These manufacturers didn't compromise quality one bit. They provided Delhi with the best, most up-to-date equipment on the market," said Roche.

"This kind of support is indicative of

the respect Delhi College has earned throughout the golf industry," said Dominic Morales, Plant Sciences Department chairman.

Five companies cooperated in arranging the irrigation product donations to Delhi, according to Roche. Moffett provided greens, fairway and tee sprinklers, as well as electric and coupling valves. Buckner Inc. of Fresno, Calif., donated the computerized irrigation system at 20 percent of cost. Hunter Industries Inc. of San Marcos, Calif., provided all the sprinklers for the 10th hole, Commercial Pump Service of Swanton, Ohio, gave a 35-percent discount on the computerized automatic pumping station. The Harrington Co. of Lynchburg, Va., provided all the fittings for the system's piping.

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Southeast

USGA SOUTHEAST CONCLAVE SET

GREENVILLE, S.C. — The USGA's Southeastern Regional Conference will be held at the Greenville Country Club on March 11 and 12, 1996. The meeting is jointly sponsored by the Carolinas Golf Course Superintendents Association.

One highlight of this year's meeting should be a panel discussion on the performance of the new heat-tolerant bentgrasses. Several prominent golf course superintendents who have installed the new bentgrasses at their courses, breeders, and university professors will evaluate the pros and cons of these new bentgrasses.

Those interested in attending the conference should call the Southeastern USGA Green Section office at 1-800-296-9398 or 770-229-8125 to receive a registration form. The fee for attending the meeting is \$45.00.

Northeast

NYSTA ELECTS SMITH

LATHAM, N.Y. — Stephen Smith of Old Colony Landscaping of Taunton, Mass., was elected president of the New York State Turfgrass Association (NYSTA) at its annual meeting in November. Smith is a well-known member of the NYSTA who has served for many years as a board member and officer. This is his second term as president.

Anthony Peca, Jr., of Batavia Turf Farms, Batavia, N.Y., was elected vice-president of the NYSTA. John Fik of Hobart and William Smith College, Geneva, N.Y., was elected secretary-treasurer.

Newly-elected directors include James Hornung, North Americare Park, Buffalo, N.Y., Western region; Michael Maffei, Back O'Beyond, Brewster, N.Y., at-large; and Joseph Hahn, Oak Hill Country Club, Rochester, N.Y., Finger Lakes region.

GEYER EARNS CERTIFICATION

LAWRENCE, Kan. — David M. Geyer, superintendent of Greate Bay Resort and Country Club in Somers, N.J., has been designated a Certified Golf Course Superintendent (CGCS) by the Golf Course Superintendents Association of America (GCSAA). Geyer has been superintendent at the Greate Bay course since 1993.

The GCSAA instituted the certification program in 1971 to recognize outstanding and progressive superintendents. More than 1,400 active GCSAA members currently hold "CGCS" status.

To become certified, a candidate must have five years experience as a golf course superintendent, be employed in that capacity, and meet specific educational requirements of college credit or continuing education units. The candidate must then pass a six-hour examination covering knowledge of the GCSAA and the certification program; the rules of golf; turfgrass management; pest management; safety and compliance; and financial and organizational management.

GOLF COURSE NEWS

North Central

SKOKIE'S CROSS ELECTED PRESIDENT

GLENCOE, Ill. — The Midwest Association of Golf Course Superintendents (MAGCS) has elected Don Cross of Skokie Country Club president. Cross succeeds Joel Purpur of River Forest Country Club in Elmhurst.

Vice president for 1996 is Ed Braunsky of Geneva Golf Course in Geneva, while Kevin Czerkies at Sportsman Country Club in Northbrook is secretary/treasurer.

Elected to two-year terms on the board of directors were Bob Maibusch of Hinsdale Golf Course in Hinsdale, Luke Strojny of Poplar Creek Country Club in Hoffman Estates and Jim McNair of Orchard Valley Golf Course in Aurora.

Gregory Thalmann of Fox Run Golf Links in Elk Grove Village was elected to a one-year term on the board. Completing the second year of their two-year terms are Don Ferreri of Seven Bridges Golf Course in Woodridge and Brian Bossert of Bryn Mawr Country Club in Lincolnwood.

IOWA GCSA ELECTS COOK PRESIDENT

DES MOINES, Iowa — The Iowa Golf Course Superintendents Association elected Steve Cook of Wakonda Club in Des Moines president during the Iowa Turfgrass Conference here Jan. 22-24.

Cook leads a new slate of officers including Vice President Jeff Bruns of Sunnyside Country Club (CC) in Waterloo and Director of Association Affairs Tim Johnson of Glen Oaks CC in West Des Moines.

Elected to the board were Southwest Director Farrell Zimmerman of Avoca (Iowa) Municipal Golf Course, Central Director Tom Verrips of Otter Creek Golf Course in Ankeny, Northeast Director Tom Lavrenz of Ellis Park Golf Course in Cedar Rapids, Director at Large Rick Tegtmeyer of Elmcrest Country Club in Cedar Rapids, Southeast Director John Netwal of Glynn's Creek Golf Course in Long Grove and Northwest Director Mark Coady of Primgar (Iowa) Golf & Country Club.

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CIRCLE #120

South Central

N. TEXAS GCSA ELECTS WALKER PRESIDENT

FT. WORTH, Texas — Superintendent Rusty Walker of Woodhaven Country Club here has been elected president of the North Texas Golf Course Superintendents Association (NTGCSA), succeeding Glenn Moore of Cedar Creek Country Club in Kemp.

Walt Wilkinson of Indian Creek Golf Course in Carrollton was elected vice president, and Roger Field of Shady Oaks Country Club in Ft. Worth secretary/treasurer.

Keith Ihms of Bent Tree Country Club in Dallas and Dan Wegand of Squaw Valley Golf Course in Glen Rose were elected to two-year terms on the board of directors.

Jim Newkirk with Jacobsen Textron in Carrollton was elected to a two-year commercial director's position.

Doug Fiene of The Ranch Country Club and Scott Peck of Carswell Golf Course have one year remaining on their terms as directors.

Beth Ann Gregory serves the association in the capacity of administrative assistant.

The annual NTGCSA Research Tour-

namment raised more than \$4,800.

In past years this fund has helped through the donation of turf equipment and materials for a 9,000-square-foot putting green at the Texas A&M Research Station located in Dallas.

In addition, the NTGCSA Research Fund is supporting an ongoing Mole Cricket Study conducted by Dr. James Reinert and a nematocide project under the direction of Dr. Janell Johnk.

Mountains

CLARK, ANDERSON, TOLKACZ HONORED

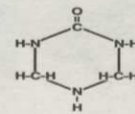
DENVER, Colo. — Chuck Clark and Tommy Anderson of The Broadmoor golf courses were co-recipients of the Rocky Mountain RTA's Turfgrass Professional of the Year award, given during the Rocky Mountain Turf Conference and Trade Show held here in December.

They were cited for their management and preparation for the 50th U.S. Women's Open last year.

Meanwhile, the Distinguished Service Award was presented to Tom Tolkacz, who has campaigned over the years for reasonable legislation for pesticide use.

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CIRCLE #121

Dual membership passes, officers elected

By PETER BLAIS

ORLANDO, Fla. — GCSAA members voted overwhelmingly in favor of a bylaw amendment requiring new members to belong to both their national and regional associations during the recent International Conference and Show held here.

Voters also approved a new slate of officers, including the election of George Renault of Burning Tree Club in Bethesda, Md., as secretary/treasurer, meaning Renault will assume the presidency of the national association in early 1998.

The dual-membership question had been hotly debated in recent months as national directors toured the country explaining the advantages of requiring new members to belong to both their regional and

national associations.

Under the proposal, any local chapter wishing to remain affiliated with GCSAA could not accept a new Class A or B member unless he or she also joined the national organization. Some local chapters, particularly the smaller ones, feared potential new members would refuse to join the local chapter if they also had to spend \$210 (GCSAA's current annual dues fee) to join the national.

But the lopsided vote — 6,093 to 598 — seems to indicate the national association did a good job in making its case for dual membership with members.

"By the way the vote came out, you'd have to say the membership looked at this in a positive way and

Continued on page 32

Grigg passes GCSAA gavel to his successor, Williams

By MARK LESLIE

ORLANDO, Fla. — Father-son Bob and Bruce Williams were both center stage at the annual Golf Course Superintendents Association of America (GCSAA) banquet here — Bob receiving the USGA Green Section Award and Bruce assuming the GCSAA presidency.

The USGA award recognizes persons for distinguished contributions to golf through work with turfgrass. Bob Williams was cited for his "professional commitment and dedication" that have proven "invaluable" to the GCSAA and the Chicagoland and Midwest chapters.

Reminding the audience of 1995, which he termed



Bruce Williams
GCSAA president

"the most difficult year of all time to grow turf," Williams said: "I feel that every one of my fellow superintendents has earned a piece of this plaque. I want to share this recognition with all my colleagues."

Succeeding Gary Grigg as president, Bruce Williams said, "You've had great success and I look forward to succeeding your legacy of leadership."

Thanking past presidents — which include his father — for their efforts and sacrifices and "all members for your support and faith in supporting me," he added: "The upcoming year should be exciting, busy, challenging, rewarding. I pledge that I

Continued on page 32



Environmental Steward Award-winners (from left) Darren Davis, Bruce Wolfrom and Timothy Kelly.

Environmental Stewards honored

ORLANDO, Fla. — The Golf Course Superintendents Association of America (GCSAA) Foundation presented the fourth annual Environmental Steward Awards at the International Golf Course Conference and Show here.

The 1996 national winners are: Darren Davis of Olde Florida Golf Club in Naples, Fla.; Timothy Kelly of Village Links of Glen Ellyn in Glen Ellyn, Ill.; and Bruce Wolfrom of Treetops Sylvan Resort in Gaylord, Mich. They were honored for natural habitat conservation, native vegetation preservation and active participation in The Audubon Cooperative Sanctuary Program for Golf Courses and Schools.

Ciba Turf and Ornamental Products, Rain Bird, Jacobsen Division of Textron and Lebanon Turf Products sponsored the awards. This year, more than \$22,000 was donated to the Foundation.

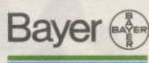
In addition to the national awards, 36 regional and merit winners were recognized at the session for their environmental commitment and stewardship.

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CIRCLE #124

Dues and disciplinary actions approved by GCSAA voters

Continued from page 30

that many chapters are looking forward to implementing it. The smaller chapters did raise more concerns about it and those were discussed before the vote," said national Board of Director member Scott Woodhead, head superintendent at Valley View Golf Club in Bozeman, Mont., and also a member of the relatively small Peaks and Prairie GCSA chapter.

"GCSAA has made this a part of its bylaws and now the local

chapters have to approve it [some already have] if they want to remain affiliated with GCSAA. They have roughly two years to do so."

The members also approved amendments reducing dues for Class C members (assistant superintendents) to \$105, one half that of Class A and B members (head superintendents), but also taking away Class C voting rights.

"It shouldn't be viewed as reduced dues in exchange for voting privileges," Renault said.



'We're trying to get more assistants involved in the organization and expose them to the educational and career advancement services we offer.'

— George Renault

"We're trying to get more assistants involved in the organization and expose them to the educational and career advancement services we offer. Hopefully the dues reduction will make the or-

ganization more affordable for assistants or the clubs that pay their dues and in turn allow more assistants to join. Since there are more assistant superintendents than head superintendents, we had to

remove the assistants' voting privileges to keep this a head superintendents' association."

The members passed the remaining ballot questions including allowing chapter delegates and proxy voting for dues modifications; requiring all chapters to have an affiliation agreement with GCSAA and establishing a disciplinary action for agreement violations; and allowing the Standards/Bylaws Committee to reject proposed amendments while providing a means for individuals to submit amendment proposals to a membership vote.

Voters also gave a thumbs-up to a wide-ranging amendment allowing chapter delegates and proxy holders to vote on modifications to annual dues; permitting the board to remove or discipline a board member; allowing the board to hold special meetings by phone; allowing a director to waive the right to meeting notice; indemnifying directors for simple negligence in accordance with state laws; and providing for dissolution of the association and distribution of assets in accordance with state and federal laws.

As for the elections, Bruce Williams of Bob O'Link Golf Club Highland Park, Ill., and Paul McGinnis of Moon Valley in Phoenix, Ariz., ran unopposed for the positions of president and vice president, respectively.

In the contested races, Renault bested David Fearis of Blue Hills CC in Kansas City, Mo., in the race for secretary/treasurer. Also elected to the board from a field of six were newcomer Ken Mangum of Atlanta Athletic Club in Duluth, Ga., and incumbent Scott Woodhead. Williams appointed Michael Wallace of Hop Meadow CC in Simsbury, Conn., to fill Renault's unexpired term as director.

"I'm obviously very happy with the outcome," said incoming secretary/treasurer George Renault. "I plan to help see that the organization continues to grow in the direction we established two years ago [with the appointment of a new administrative staff]."

Williams president

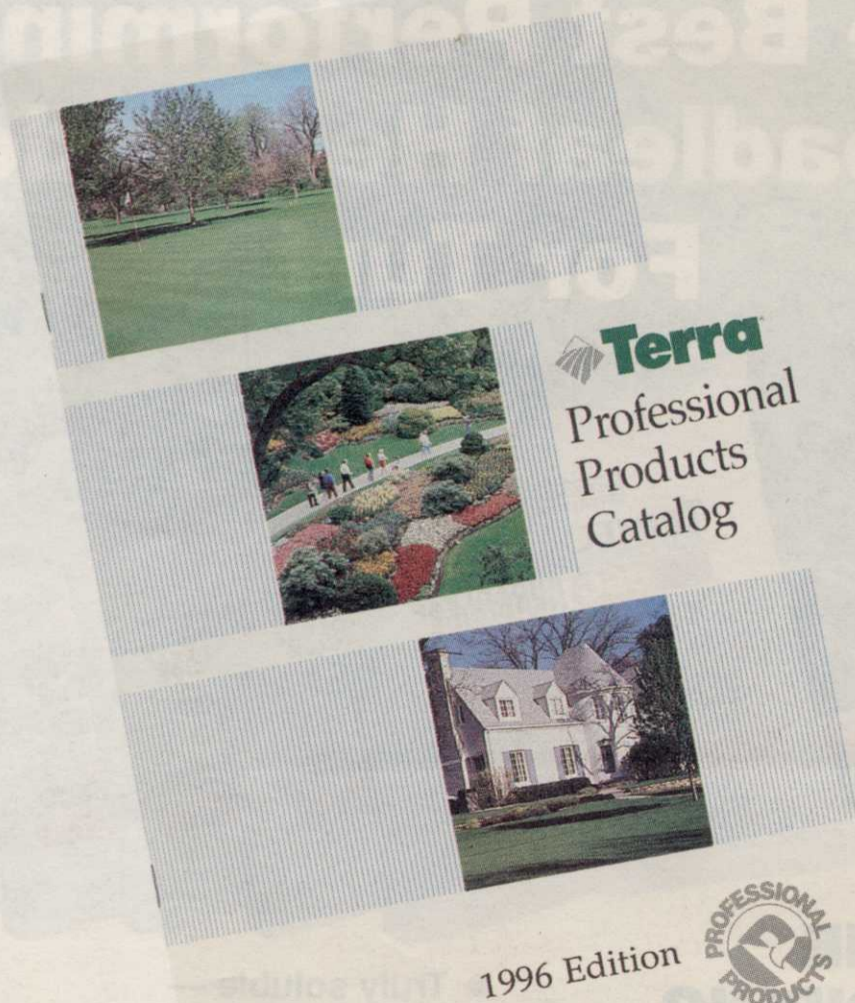
Continued from page 30

will up the ante, pick up the pace, elevate the standards, and pay full attention to each and every important detail.

"I will give my best effort each and every day to make the GCSAA a better organization, to work to improve the talents, education, recognition and respect of all golf course superintendents. With your support, understanding and trust, I will keep GCSAA on track and focused in the year ahead."

By working together, "a good board of directors and a talented staff ... can achieve excellence in all we do," he added. "The future is bright. I am extremely proud and honored to be your next president of the GCSAA."

INVENTORY CONTROL.

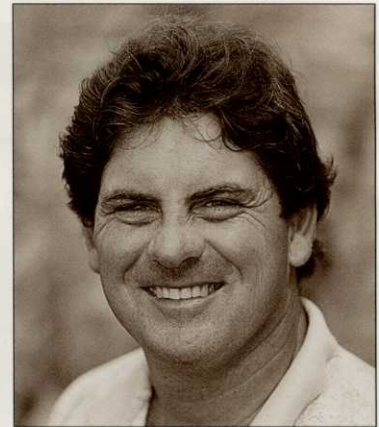
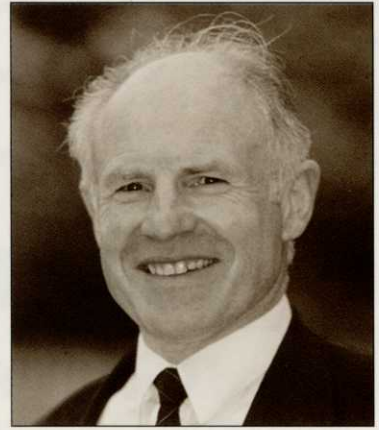
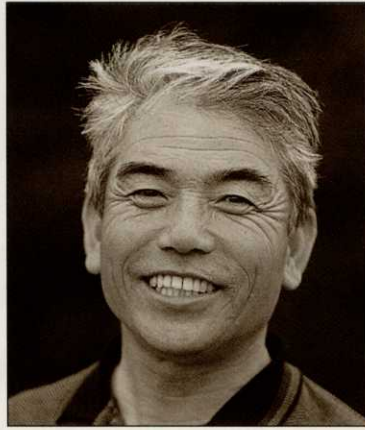
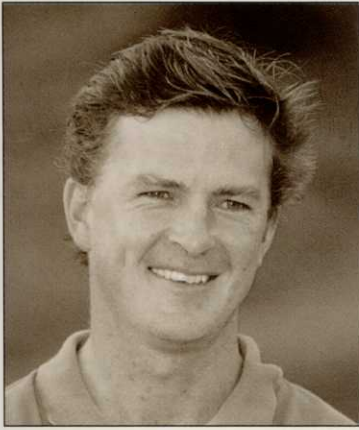


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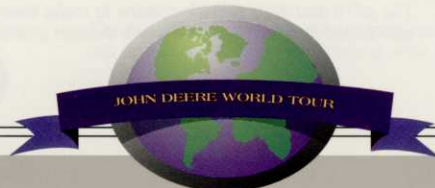
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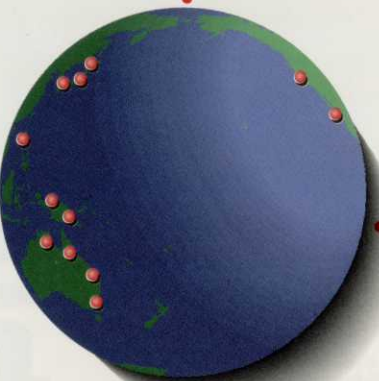
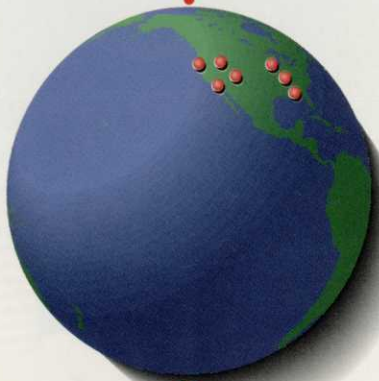


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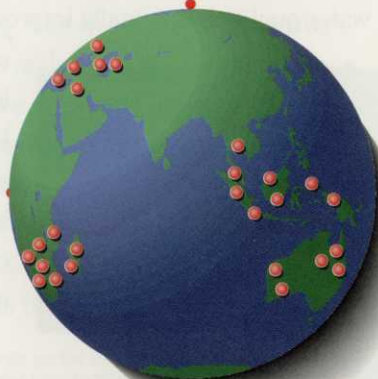
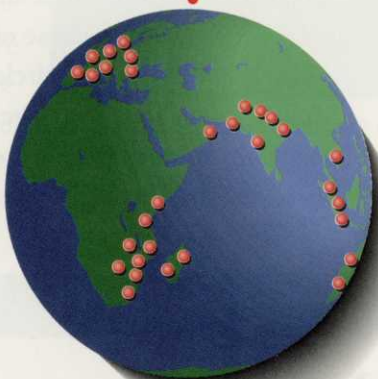
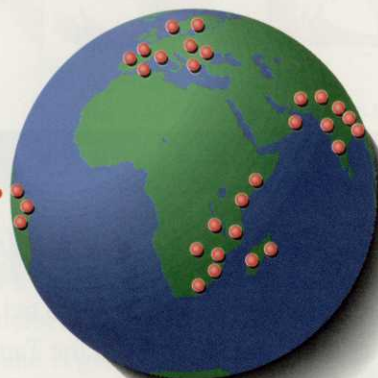
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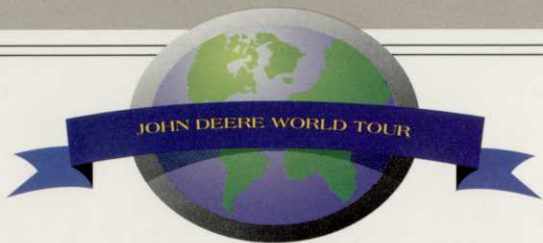
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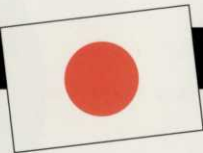
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as they do in Mannheim, Malaysia, and Montreal. Systems designed around world-wide concerns like noise reduction, safety, durability, service access, parts support, and environmental responsibility. Take time to listen to what superintendents are saying about us. Then, call 800/537-8233 for more information or the location of your nearest distributor.



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JAPAN



Hiroshi Eto talks:

FAIRWAY MOWERS

"Memberships here at the Tatsuno Classic Golf Club cost about US \$220,000, so the golfers expect good conditions. We use the John Deere 3365 for our fairways because it delivers the best quality of cut. The cutting units never bounce, do a good job following ground contours, and are easy to adjust. Plus, the traction unit is smooth on turns and has the power to handle our hilly terrain. We've tried others. This is the best."



The 3365 delivers a 138-inch cut with five John Deere 30-inch cutting units.

FRANCE



Xavier Moreau talks:

TRIM MOWERS

"We have a lot of areas to trim here at Golf De Limere. Mowing around bunkers alone is a full-time job. The stability and short turning radius of the 2653 allows us to work in places we couldn't before. In fact, because of the 2653, we've been able to take one of our men completely off hand mowing. I also like the fact that the 2653 stays in adjustment. We use it four days a week and only have to check its adjustment once a week."



The new 2653A joins the 2653 to give you a choice of gas or diesel, 26- or 30-inch cutting units for trim mowing.



USE GOOD IDEAS

CANADA



Robbie Hellstrom talks:

GATOR® UTILITY VEHICLES

"The Gator is, hands down, the best lightweight utility vehicle on the market. We just built our first golf course here at Mont Tremblant in Quebec on 500 acres of mountainous terrain. We do things with these machines that would bury anything else. They are our workhorses. We can't afford to have them down. The only time they stop working is when we change the oil. There's nothing else like them."



Durability and high floatation are built into both the Gator 4 x 2 and 6 x 4.

U.S.A.



Dale Miller talks:

LIGHTWEIGHT FAIRWAY MOWER

"John Deere was the first company, without a doubt, to design the kind of lightweight fairway mower we were asking for. One that could handle both cool-season grasses as well as the kind of aggressive bermuda that thrives in the Texas hill country. Here at Barton Creek in Austin, we have John Deere 3235's

mowing our fairways. They do an exceptional job. Plus, the service support we've received from John Deere has been outstanding."



The 3215 and 3235 provide options to make them well-suited for both cool- and warm-season grasses.



AS TRANSLATE

U.S.A.



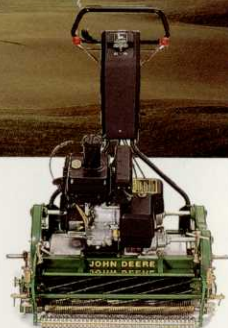
Michael Lee talks:

WALKING GREENS MOWERS

"Blackwolf Run just hosted the Andersen Consulting World Championship of Golf here in Kohler, Wisconsin this summer and is gearing up for the U.S. Women's Open in 1998. Like we do all year, we used John Deere 220s on our greens. They did an excellent job—even at the low cutting heights we mowed at during the tournament. We've used John Deere walkers here since 1988. We like them because they're reliable, provide a quality cut over our undulating surfaces, and we can get parts for them overnight if we have to."



Exceptional tracking, quality of cut, and durability highlight the John Deere 220 design.



ENGLAND



Stuart Brown talks:

RIDING GREENS MOWERS

"We first used John Deere equipment here at Slaley Hall before we hosted the European Tour qualifying school a couple years ago. The 2243s were our first units—

and they totally changed our greens for the better. The quality of cut improvement was noticeable immediately. Since then, we've added John Deere 3235s for our fairways and 2653s for our tees. In fact, our course conditions have improved so dramatically that we're being considered as the Ryder Cup site in the year 2001."



Offset cutting units on the 2243 translate's into less perimeter compaction on cuts.



WELL

MALAYSIA



Andrew Purchase talks:

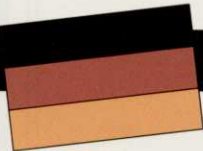
BUNKER RAKES

"It's not unusual for us to get 5 inches of rain here at the Tanjong Puteri Golf Resort in a couple of hours. With many steep-faced bunkers, that means a lot of washouts to fix. Our John Deere 1200 with front blade does an excellent job there because of its power and tight turning circle. Our 2653 Utility Mower is also a real help because of its soft footprint and ability to work well on steep slopes. Many times, it's so wet that the 2653 is the only mower we can use on the entire course."



New 1200A delivers more power, less noise, and easier operation than the original 1200.

GERMANY



Bruno Shildecker talks:

ENVIRONMENTALLY FRIENDLY

"We built Golf Club Tuniberg on top of the aquifer that supplies water to three surrounding cities. There were, and are, many regulations to follow. After a year of taking measurements, they've found that the water quality has actually improved since the golf course was built versus what it was when the land was farmed before. A fleet of diesel John Deere equipment with biodegradable oil—developed by John Deere—has helped us maintain the course in an environmentally responsible method."

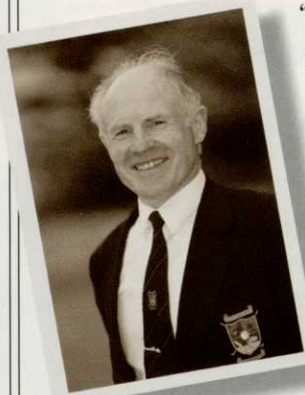




IRELAND

Tom Prendergast talks:

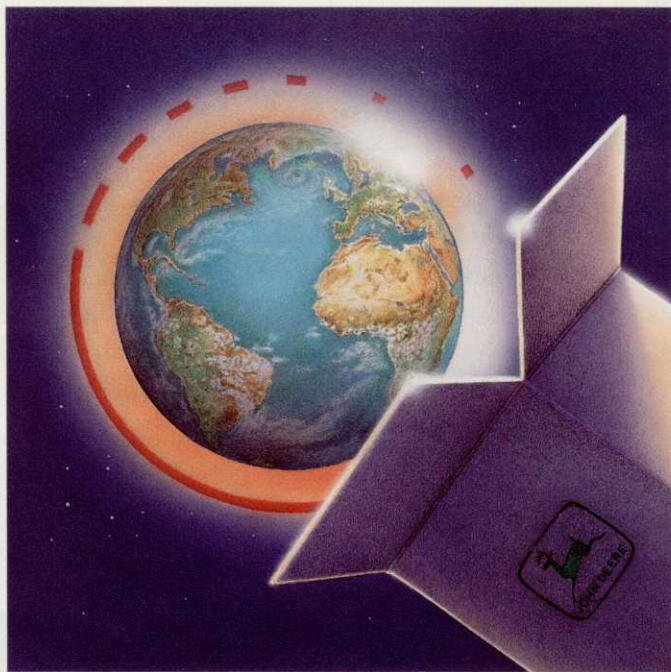
PARTS SUPPORT



"We first started using John Deere equipment here at Killarney when we purchased 22 Greens Mowers before we hosted the Irish Open in 1991 and 1992. One of the big considerations for us was parts support. With a major tournament there is no time to wait. I can easily say that anytime a John Deere machine has gone down since then we've had it up and running again in 24 hours—which is marvelous. Good service is crucial to a good product.

And that's why our John Deere equipment fleet continues to grow."

Nick Faldo won both the 1991 and 1992 Irish Opens held at the Killarney Golf & Fishing Club.



Twenty-two worldwide depots help John Deere deliver the best parts-support system in the industry wherever you are.



NOTHING RUNS LIKE A DEERE

Rolling Greens Photography



Bill Kubly (left), president of Landscapes Unlimited, Inc., accepts the Golf Course Builder of the Year Award from Golf Course News Publisher Charles von Brecht.

Builders honor Cornish, Kubly; welcome President Eldredge

By MARK LESLIE

ORLANDO, Fla. — A game of tradition caught up in a whirlwind of revolutionary technological advance — that is how Geoffrey Cornish described the state of affairs in the golf industry while accepting the Donald A. Rossi Humanitarian Award from the Golf Course Builders Association of America (GCBA) here.

Cornish, a past president and fellow of the American Society of Golf Course Architects, was presented the award during the annual GCBA banquet during the International Golf Course Conference and Show. The Rossi award is given in memory of the late Don Rossi, who once headed up the GCBA and National Golf Foundation.

Honoring Cornish, Robert Muir Graves cited his longtime colleague as fulfilling "all the qualities of a good Boy Scout" from being morally straight to being loyal, trustworthy, kind, courteous, cheerful and reverent.

"We are in a real revolution — a Renaissance," Cornish said, "the revolution of the integration of a global economy plus great technological advances. They are having a profound effect on golf course development."

In the face of these advances, Cornish said, the fact that golf is a game of tradition "keeps us on our feet..."

Jim Kirchdorfer of Irrigation Supply Co. in Louisville, Ky., the only founding member of the 23-year-old GCBA present at the banquet, passed the gavel of the presidency on to Paul Eldredge, president of Wadsworth Golf Construction Co.

First, Kirchdorfer reviewed the association's growth to more than 150 members and added: "After two years of work, our construction cost database is complete. We are really proud of it. Our certification program has grown and matured. The [fund-raising] auction last year was a lot of fun and offers a lot of promise."

Eldredge promised "to carry the banner forward."

"We definitely are on a roll," he said. "Our organization has grown tremendously the last five or six years. Also, what speaks highly of our organization is the ever-increasing quality of construction. That's what we are all about."

Eldredge heads a new slate of officers including Vice President Bill Kubly of Landscapes Unlimited, Inc., Treasurer Jeff Gredvig of John Deere and Secretary Mike Harrington of HARCO Fittings.

The second annual auction following the banquet raised about \$65,000, according to GCBA Executive Director Phil Arnold. Some 25 percent of that will be donated to environmental causes, including \$5,000 to the Golf and the Environment Summit at Pinehurst, N.C., March 10-12. Arnold said the GCBA goal is to give a higher percentage of the profits each year — next year's goal being 50 percent.

The GCBA has welcomed Boyd Irrigation, Inc. and Brigance Contractors, Inc. as its newest charter members. Charter Members express their support of the GCBA by making a one-time minimum contribution of \$5,000 beyond their annual membership dues.

Roger Boyd, president of Boyd Irrigation, said: "We're happy to be in the organization, and we want to make a commitment to the organization in both time and money. I'm a firm believer in associations, and we think this is an excellent one for us to be involved with."

Boyd Irrigation Inc. was formed in 1988 by a family with over 70 years cumulative experience in the golf course business.

A family-owned business headquartered in Oxford, Miss., Brigance Contractors, Inc. is headed by President Joe Brigance, Vice President David Brigance and Secretary/Treasurer Fran Brigance. They recently added an irrigation division headed by Ron Divilbliss.

and ground water quality, including both pesticides and nitrates.

"Providing evidence that golf courses are environmentally friendly is very important to GCSAA and the rest of the golf industry," said Dr. Jeff Nus, GCSAA's research manager. "This work by ETS could go a long way in providing that evidence — not only to the golf industry but to regulatory agencies and environmental groups as well."

'Old Tom' Fazio forecasts advances making putting greens even better

By MARK LESLIE

ORLANDO, Fla. — Looking back to great strides in playside equipment manufacturing, the 1996 Old Tom Morris Award-winner envisioned a future of major advances in playing surfaces.

Accepting the Old Tom Morris Award during the annual Golf Course Superintendents Association of America (GCSAA) banquet, golf course architect Tom Fazio said:

"I see tremendous changes that have occurred in the game and ... it is incredible to think what is going to happen in the future of operations and maintenance of golf courses."

The award honors an individual who "through a continuing lifetime commitment to the game of golf, has helped to mold the welfare of the game in a manner and style exemplified by Old Tom Morris."

Presenting it, GCSAA's outgoing President Gary Grigg said Fazio is "recognized by superintendents and architects as a truly great architect" and cited his extensive work with the Girls and Boys Clubs, both lo-

cally and nationally.

"People ask what trends do you see in golf course design?" Fazio said.

Instead of improvements in golf balls and clubs and other equipment that have changed substantially, he said, "I firmly believe we will see a major change in a grand, grand way — something that we probably can't even visualize: [University researchers] creating new and better surfaces for us to play on. And this will have a major impact on every superintendent in this room."

Because of economic competition, Fazio said, "the desire for excellent conditions on every golf course has become such a premier focus that we are going to have to ... develop new technology to help make that happen."

He said the GCSAA has been a forerunner in that research "and we appreciate all the great work you are doing on the technology and research side..."

In accepting the Old Tom Morris Award, Fazio cited his staff, "who actually do the majority of work that make our courses happen."

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Environmental General Session debate brings sides together

Continued from page 1

tional Wildlife Federation.

Others representing the environmental movement were Mark Massara of the Sierra Club in California; Curt Spalding of Save the Bay (Narragansett) in Rhode Island; and Rich Budell of the Florida Department of Agriculture.

On hand for the golf industry were Tim Hiers, superintendent at Collier's Reserve Country Club in Naples, Fla.; Michael Hurdzan of Hurdzan Golf Course Design Inc. in Columbus, Ohio; Peter Leuzinger, superintendent at the Ivanhoe (Ill.) Club; Thomas Hoogheem of the Monsanto Co.; and Dr. Frank Rossi, a researcher at the University of Wisconsin-Madison.

Miller's remarks were one of the few conciliatory gestures made during the often tempestuous debate.

"The awards are great," said Spalding, referring to the Environmental Steward Awards, which were presented just prior to the debate. "But unfortunately, not all superintendents and golf courses are Environmental Steward Award winners or care that much about the environment."

Added Miller: "I would like to see the award winners coming to our North Carolina courses. But we don't. What we too often see is land cleared and runoff allowed to run into the ocean where it can destroy oyster beds."

Hiers quickly countered: "Superintendents don't stay around long in this business if they have dead fish and birds around their property."

The Sierra Club's Massara conceded that environmentalists usually have fewer problems with superintendents than they do with course developers and chemical suppliers. Developers spend so much money prior to breaking ground for a golf course they become wedded to a site and unwilling to consider alternatives, he said. Noting the Sierra Club's fights to keep golf courses away from the California coast, he said: "Golf courses simply are not an appropriate use of land in coastal zones. Unfortunately superintendents are held hostage by chemical companies and real estate developers. We should be working on improving the environment at the nation's 17,000 [closer to 15,000 according to the National Golf Foundation] existing courses rather than building new ones."

Hurdzan noted that golf courses take up less than 2 percent of the landscaped acreage in the United States and that those acres are usually maintained by college-trained professionals.

"I'm more concerned about the homeowner who tries to keep his lawn green by throwing chemicals he knows nothing about on the grass," the architect said. "Golf courses are a

preservation of open space, not a usage of space."

Added Hiers: "We built our course on 448 acres of pristine property and there is more wildlife on it now than there was before the course was built."

Communicating success stories, like Hiers' course, to the public at large has been a shortcoming of the golf industry, Rossi said. The environmental movement had a big head start on the golf industry with tragedies like

the chemical release that killed hundreds in Bhopal, India, and the devastation to the Alaskan coastline caused by the oil spill from the Exxon Valdez.

"Environmental groups were able to point to these events at local meetings and the superintendent was simply plowed over when he tried to defend his course," the professor said. "We got off to a late start. The most important people we have now are those who can articulate the positive things about their courses and the industry. We also need to bring the golfing community into the debate. Golfers

speaking for the industry could be even more persuasive."

The debate inevitably turned to the role of the press.

"The press tends to sensationalize things," Budell said. "Golf course development has been one of the most emotionally charged issues discussed in Florida."

Spalding made it clear Rhode Island environmentalists were ready to use the press to get what they wanted. Frustrated over what he called his group's inability to get representatives from private clubs along Narragansett Bay to even dis-

cuss his group's concerns regarding runoff, he said, "We'll go to the press with our story and use it responsibly if the golf courses won't listen to us."

Leuzinger and others from the golf industry encouraged the audience to use the press and other public forums to deliver golf's beneficial message to the public.

"I think we can make friends with the environmentalists now that we have facts to back up our arguments," the Ivanhoe Club superintendent said. "We can work together on solutions to any problems we encounter."



President's Award honors USGA

ORLANDO, Fla. — The U.S. Golf Association (USGA) was presented the 1996 President's Award for Environmental Leadership at the International Golf Course Conference and Show by the Golf Course Superintendents Association of America. The President's Award is presented based on exceptional environmental contributions to the game of golf — contributions that further exemplify the superintendent's image as steward of the land.

"With the serious challenges facing the game today, the entire industry is indebted to the USGA for its commitment to producing hard data regarding the environmental impact of golf and golf course management practices," said GCSAA outgoing President Gary Grigg.

"We're delighted the GCSAA has taken this opportunity to acknowledge the USGA's consistent efforts to promote sound environmental stewardship," said Thomas W. Chisholm, chairman of the USGA Green Section Committee.

High expectations for Summit encore

Continued from page 1

resource management at Pebble Beach Co. "Some will say it's too much, and some will say it's not enough.

"But there's restriction to everything we do. We're finding that perhaps the dealing up front, the talking in advance, ends up getting the job done a lot easier — easier than getting solidly behind something and so entrenched that no one can backtrack without losing

face, or losing money."

Added Sharon Newsome of the National Wildlife Federation (NWF): "I hope we can use this conference to educate people. Whether or not it's accurate, environmentalists believe that people buy land to build a golf course, then work with the architect to ensure the course does the least damage possible.

"One of our principles says: Before you buy, find out whether there are sensitive wetlands or species that would make it difficult to build."

Other principles deal with sub-

jects ranging from water consumption to course infrastructure, pollution prevention, integrated waste management and use of indigenous plants.

The goal, Newsome said, is endorsement of the principles by a broad spectrum of interests, i.e. the U.S. Golf Association, NWF, Golf Course Superintendents Association of America and Sierra Club.

In theory, a united front will emerge from the Pinehurst summit. This cross-section of interests will buttress efforts to influence the average golfer, who ultimately drives the industry's development and maintenance practices.

"Sometimes, when a superintendent wants to do the right thing, the marketplace won't let him," said Todd Miller, executive director of the North Carolina Coastal Federation. "We realize there's a lot of interest among elements of the golf industry in doing the right thing. There is enlightened leadership. But there are barriers to overcome.

"I think it's essential that we change the attitudes of golfers who demand certain maintenance practices."

Added Newsome: "One of the most important things golfers can do is re-evaluate the way they look at the golf course. We have to de-emphasize the 'Green Is Better' attitude."

An important outgrowth of last year's Pebble Beach conference was the demystification and debunking of stereotypes. Superintendents discovered environmental activists aren't necessarily radical nongrowers, while folks like Miller and Newsome discovered most supers are genuinely committed to conservation and preservation.

The summit, facilitated by the Salt Lake City-based Center for Resource Management (CRM), will try to further this discovery of common ground.

"At first I was a little concerned that dialogue would result in more polarization," said the CRM's Paul Parker. "Clearly there are differences in opinion, sometimes sharp ones. We don't want to ignore them; we want to deal with them in ways that are productive.

"Part of this is to educate each other. This process is about dialogue and enlightenment, which helps everyone make better decisions."

"A few years ago," added Newsome, "I got the impression the golf industry thought it best not to talk to environmentalists. That is what has been so great about this process. It has made people realize what good work is already being done on golf courses."

Added Horton, "I really believe that before Ranger Rick writes something down now, he might give us a call."

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Supers, managers speeding along the information highway

By J. BARRY MOTHES

So, exactly where are you on the information fairway? Dead center, 250 yards out and rolling along? Or stuck behind in the rough, lost and possibly out of play?

The use of computers by golf course superintendents for everything from irrigation systems and inventory to letters to greens committees is steadily on the rise. And several significant developments on the horizon have increased the chances for a stark and potentially crippling gap between those who use them and are comfortable with it, and those who don't, and aren't.

A 1995 survey by the Golf Course Superintendents Association of America (GCSAA) revealed that about 75 percent of its members now have computers in their offices, according to David Bishop, a technical information services manager for the GCSAA. The vast majority of those with computers had upper-end models with the windows environment.

Of the 365 superintendents who responded to the survey, the most extensive on computer use ever done by the association:

- 90 percent use computers for word

processing.

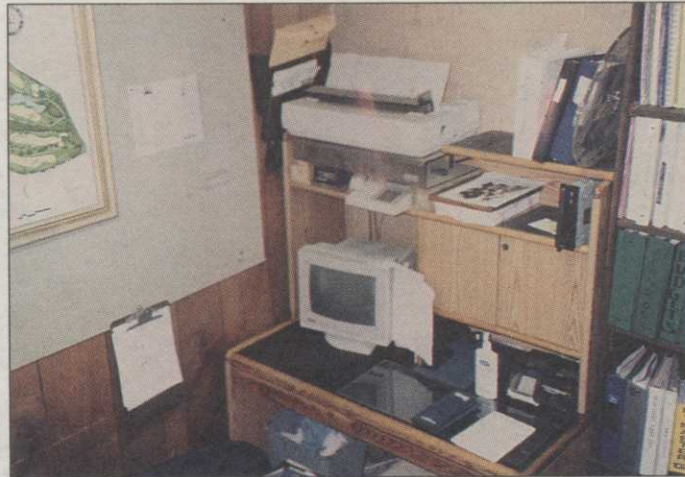
- 60 percent use them for irrigation-related software.
- 50 percent use them for data-base management and record-keeping.
- 10 percent use them for education-related software.

"The percentages were not particularly surprising that many superintendents out there have access," Bishop said. "But we were surprised at the level of technology and the size of computers they have. Most are upper-end models. The level of technology out there is a little higher than we thought."

That's encouraging and relevant news to Bishop. He's working on developing a World Wide Web site for the GCSAA that will be available to GCSAA-member superintendents. A demonstration of an "on-line" prototype was on display at the International Golf Course Conference and Show in Orlando in February. Bishop said the GCSAA hopes to have an operational web site up and running by this summer.

Meanwhile, as Golf Course News reported last month, the U.S. Golf

Continued on next page



David Mahoney has used several innovations to fit all his needs into this small office.

Updating your office with just two outlets and a phone line

By DAVID W. MAHONEY

Technology is great! Computers, faxes, printers, copiers, scanners, modems and slick answering devices are aiding and speeding communication. Fax me this, get a message, surf the Net and prepare a document for your next green committee meeting. All from your office. Sounds great! Go out, buy the equipment and good luck having it fit your office. Technology has overwhelmed the average superintendent's office.

While we're all waiting for the new maintenance facility and updated office, secretary-equipped, it's still nice to take advantage of today's wonders to improve our output, content and efficiency. Having a small cubicle to work from,

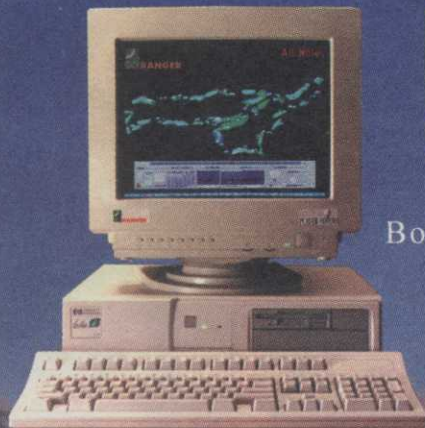
A graduate of the Penn State Turfgass Program, David W. Mahoney has been property manager at Siwanoy Country Club in Bronxville, N.Y., since 1988.

Continued on next page

here are some tips on how I've made the most of what I have to take advantage of what's out there.

- Computer: My recommendation for anyone buying a computer is: Buy the version that was yesterday's best, a month ago. Technology changes so quickly, if you purchased the best available computer — let's say Pentium 90 with 16 MB of Ram memory — you'd pay \$4,500. However, if you purchased just a wee bit less Pentium 75 with 8 MB-Ram with expansion capabilities, you'd pay \$2,400. Buy the almost-best. Don't sell yourself short on what you need. The computer game is a steeple chase: The hardware has more disc space, memory and speed; yet the software developers are right behind, filling up your new machine to the max. The greatest misstatement on this subject comes from Bill Gates himself, who said, "Ten MB of hard drive is more than anyone will ever need."

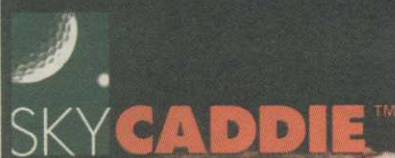
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In the market? Check needs vs. availability

By MARK LESLIE

One computer software system streamlines maintenance activities. Another fine-tunes the irrigation system. A third ensures the pump station operates at maximum efficiency. A fourth, equipment-oriented, is geared to mechanics. Yet another is a monitor hooked up to weather satellites, allowing the superintendent to get an up-to-the-moment look at weather conditions — anywhere in the country.

"We're on the brink of maybe becoming too technological," said certified golf course superintendent Kevin Ross of Country Club of the Rockies in Edwards, Colo. "It's a huge investment in time just to find out what software to buy. Maintenance is definitely more efficient today, but you barely scratch the surface of the potential of all the software programs."

Yet the area "barely scratched" touches all parts of the golf course operation — both maintenance and management.

At Country Club of the Rockies, for instance, Ross has five computers. Ross has one, his assistants another and his mechanic one. Another is dedicated to the irrigation system and an old model is destined for the common cafeteria, for the crew and handicap software. He also has a weather center and intends to add a pump station computer.

SEE PRODUCT SHOWPLACE PAGES 40-42

"If 20 or 30 years ago somebody had said you're going to program your irrigation system with a computer in the office, people would have thought they were on drugs," Ross said. "Not only are we doing that, we're programming with hand-held radios. It's very difficult to keep up with the technology and do a dynamite job."

For superintendents in the market for software programs, Ross suggested:

- 1) Called all the companies and get demonstration discs.
- 2) Have the superintendent, assistants and mechanic run through those discs.
- 3) Do not compare any notes until everyone has looked at them. Then compare what each person liked and did not like about each program, deciding what best fits the course's needs.

4) Make sure technical support, which is crucial, is comprehensive. Most of the programs are windows-oriented, making them easy to use.

Is the decision to buy any of these software programs an easy one to make?

"The weather station is a no-brainer," Ross said. Otherwise, no.

But each golf course's needs are different, he said, so superintendents should decide what personally is best for them, not their colleague's.

Info highway

Continued from previous page

Association (USGA) has joined the world of the Internet and Michigan State University's Turfgrass Information Foundation (TGIF) is on the verge of doing the same.

A GCSAA web site could provide a nearly instant and endless supply of information and advice for superintendents on everything from state and federal regulatory issues to academic research on turfgrass.

Web sites and on-line technology. It's all a long way from what Jon Scott and a few other curious and adventurous golf course superintendents were doing back in the mid-1980s with their Apple II desktops and primitive software programs like Visicalc.

Scott, a superintendent for 16 years at Grand Traverse Resort in Michigan and Valhalla in Louisville, Ky., has been working for Jack Nicklaus' Golden Bear International Golf for seven years. He is currently a consulting agronomist.

"As it is in the business world," said Scott, "a computer is a necessity in managing any small or large operation. The cost and simplicity of the programs are such that there is no reason for the smallest golf course not to have a laptop or personal computer on the desk."

Scott was one of a small group of computer-literate superintendents in the mid-1980s that started Turf Byte, a superintendents computer bulletin board that is run out of Kansas City, Mo. That was before pre-packaged integrated software programs came along like TRIMS, which handle budgeting, inventory, work-order production, chemical and fertilizer record-keeping, soil-testing data, and just about anything else important to a superintendent's day-to-day operations. TRIMS is now one of several software programs available for golf course management and maintenance.

Another computer-related tool gaining use with cutting-edge superintendents are satellite weather systems, where a computer-like monitor and a point-and-click system that can be installed in the superintendent's office offers instant access to weather information.

"And now, of course, there's the Internet," said Scott. "The resources that are there are just the beginning. Every major research center or university is going to have a data base that you will be able to go in and download articles and agronomy pages."

Scott said the brave new world of the computer-clicking golf course superintendent could create prob-

lems for some.

"It's going leave some people behind," he said. "It already has. I don't know how we get around this. It happens in other industries with the technology today. The small-timers at places where their clubs can't afford to go to the seminars and conferences ... they're going to have to find a way to learn on their own, or they're going to get left behind in their careers."

"It's not a measure of how good a turf manager they are. It's a measure of how good an administrator they are."

GCS provides new 'window' on grounds maintenance

BATON ROUGE, La. — Calling its GCS for Windows "the ultimate grounds care system," InCircuit Development Corp. has entered the world of "windows" in a big way in the golf industry.

GCS integrates several management sections including chemical/fertilizer, personnel, financial, weather/irrigation, inventory, calendar, math, vegetation library, references and work orders. Help buttons appear on every major screen.

Users can scan in photos of employees, inventory items and vegetation, while printed reports, complete with graphing and analy-

sis, are customized with the course's logo.

A calendar program allows scheduling of important events for the staff which can be reviewed by day, month or year. The math element simplifies calculation of common areas and volumes.

Every conversion reference imaginable is included in the reference section, which also carries a full-color reference for pH and particle size charts.

More information is available by contacting InCircuit Development Corp., P.O. Box 80771, Baton Rouge, La. 70898; 800-963-1925.

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CIRCLE #130

DTN: 19 regional maps, updated every 15 minutes

OMAHA, Neb. — "Providing unlimited access to comprehensive, time-sensitive weather information," says Data Transmission Network Corp. of its DTN Weather Center. A high-resolution color monitor, compact satellite dish and receiver and large data-storage capability are all supplied for a one-time \$295 start-up fee and \$64 per month.

DTN Weather Center provides comprehensive regional and national weather data, with more than 60 full-color maps. Its information comes from numerous sources, including the Na-

tional Weather Service and "other specialized private providers," and is updated continually and automatically.

Nineteen regional radar maps indicate county-level precipitation updated every 15 minutes. Satellite cloud maps show cloud formations in South and North America and the Atlantic Ocean. All maps can be "zoomed-in" for up to 64 times magnification for site-specific analysis.

Temperature and precipitation outlooks for the next 24 hours are provided, along with current wind speed and direction, temperature, humidity and sky conditions.

For more information, contact DTN at 800-610-0777.

CIRCLE #323

TRIMS draws from 10 years experience

PHOENIX, Ariz. — Drawing on 10 years of advice from golf course superintendents, TRIMS for Windows is a wide-ranging software program for professional grounds management.

TRIMS provides access to budgets and expenses, inventory and purchasing, personnel and labor, equipment maintenance, chemicals and fertilizers, fuel inventory, event scheduling, weather data, tree inventories, and other features.

While pull-down menus and toolbar icons help simplify the program, "browse tables" appear throughout TRIMS, allowing the

user to view the contents of files or make selections from lists of personnel, equipment, inventory, etc.

The program gives an accurate picture of costs by time period, type of work performed, and type of asset. Hidden costs like aging equipment needing frequent repair can be quickly identified.

TRIMS can chart data entered manually or captured from automatic recording weather stations and services — including 13 different conditions such as temperature, humidity, wind, precipitation and solar radiation.

Contact TRIMS Software International, Inc., 3110 North 19th Ave., Suite 190, Phoenix, Ariz. 85015; 800-608-7467.

CIRCLE #311

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CIRCLE #131

GPS at the heart of Player Systems

CHARLESTOWN, Mass. — Using Global Positioning System and other technology, Player Systems is reporting success with its SkyCaddie information system as a tool to communicate with guests, manage traffic and build business.

The compact, golf cart-mounted personal video monitors give guests information a professional caddie provides. From each position on the course, golfers are offered course graphics, suggested strategies, distances to targets and pace messages, pin placements and green contours.

Cart traffic is monitored from the clubhouse, allowing managers to take action before delays become problems.

More information is available by contacting Player Systems at 48 Baldwin St., Charlestown, Mass. 02129; 617-241-5253.

CIRCLE #314

Palm-sized PinPoint shows precise position

WINSTON-SALEM, N.C. — Using Local Area Position Technology, as opposed to a Global Positioning System, PinPoint Technologies is manufacturing a palm-sized "position system" that helps speed up play, telling golfers to within one yard their distance to the cup.

The heart of the PinPoint Golf Course Ranging System is small fixed transceivers positioned outside the perimeter of the course. Two small ranging devices sit in a golf cart-mounted dispenser and can be removed and clipped to the golfers' belts. When a golfer needs distance information, he pushes a button on his unit and instantly obtains the distance to the pin, to the face of a hazard or other points of interest.

Contact PinPoint Technologies, Inc., 601 North Cherry St., Suite 230, Winston-Salem, N.C. 27101; 803-757-7795.

CIRCLE #313

Thor Guard beats 'heat'

DETROIT — Thor Guard II Lightning Prediction System continually monitors and evaluates the electrostatic atmosphere. On a simple screen display it provides the specific risk of a lightning strike in the immediate area and can sound alarms and air horns, giving ample time for people to take cover.

More information is available from Thor Guard, Inc., P.O. Box 523772, Miami, FLA. 33152; 305-594-0304.

CIRCLE #312

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CIRCLE #132

GolfLink providing plethora of info

HERMITAGE, Tenn. — The first complete weather, lightning and golf information satellite service when it first surfaced, GolfLink also provides subscribers with golf industry news, updates from golf associations, playing tips from pros, rules of the game and new product information.

The weather and lightning information offers a dozen different national and regional radar maps, temperature and critical weather maps — all updated several times an hour. The weather element offers an animated forecast map; regional/national action Doppler Radar from WSI; daily forecasts; national 48-hour precipitation forecast; past 24-hour precipitation review; six- to 10-day forecast; and 48-hour jet stream updates.

The system is tied to Global Atmospheric, Inc.'s Electrical Storm Identification Device.

Contact GolfLink, 4811 Lebanon Road, Suite 107, Hermitage, Tenn., 37076; 800-200-3810.

CIRCLE #315

ESID offers lightning protection

TUCSON, Ariz. — The manufacturer and distributor of a comprehensive line of lightning detection systems, Global Atmospheric, Inc. offers golf courses its Electrical Storm Identification Device (ESID).

Global Atmospheric and Course Alert, a siren system, are providing an integrated system for golf courses.

ESID's 5-foot-high, solar-powered sensor and indoor display/controller is battery-operated and can be easily sited. As well as cloud-to-cloud lightning, it detects cloud-to-ground lightning within 30 miles and thunderstorms within 10 miles.

More information is available by contacting Global Atmospheric, Inc., 2705 E. Medina Road, Suite 111, Tucson, Ariz. 85706; 800-283-4557.

CIRCLE #316

Tiny Rangefinder uses laser tech

COSTA MESA, Calif. — A handheld electronic distance-measuring device, DME/Golf's Rangefinder brings laser technology to the 400-year-old game of golf. Instead of walking to yardage markers in the fairways, golfers using Rangefinder quickly and accurately know how far away the pin is— whether it be 30 or 500 yards. The DME system sends out an invisible beam of light to a target which is mounted on the pin.

Contact DME/Golf, 3180 Redhill Ave., Costa Mesa, Calif. 92626; 714-432-7100.

CIRCLE #317

WEST PALM BEACH, Fla. — Ray Finch, owner of Emerald Dunes here, is sold on the Prolink system his upscale, daily-fee operation recently installed.

Prolink provides golfers all the course information they need — yardages to the pin, bunker placements, green slopes and pro tips on how to play individual holes. Golfers can communicate with the clubhouse if they need assistance.

The clubhouse can also communicate with golfers, warning them to head for cover if a thunderstorm is moving in or to pick up their pace if they are lagging far behind the average 4-hour-9-minute round pace. Rangers are provided the same information and can inform slow golfers of the need to hurry along.

Finch high on Prolink & added income it creates

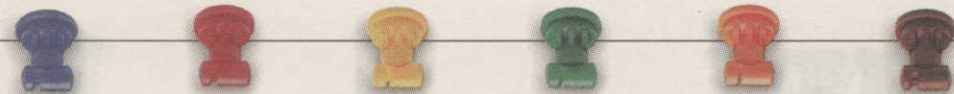
"We've cut 20 minutes off the average round," Finch said. "That represents a lot more product we can market."

Finch is equally excited about the potential maintenance benefits. The system tracks the usage of Emerald Dunes golf car fleet, allowing Finch to rotate the machines so that all receive equal use. A computerized course map available on clubhouse and maintenance center screens — or at any computer — allows the superintendent to track golfers and turn on sprinklers, as needed, in golfer-free areas. Prolink is also working on a system that would allow the superintendent to

better track pesticide applications.

The superintendent would patrol the course in a golf car with a lap-top computer at his side. Coming across an area of diseased turf, he could circle the area on the computer-generated image of the course and punch in the disease. The computer would list the chemicals available in the storage building that would be effective against the disease. The superintendent would enter the chemical to be used, the amount and time of treatment. When the pesticide applicator returned at the appointed time, the application equipment would not operate until it was over the designated area and would only deliver the amount of chemical specified by the superintendent.

CIRCLE #320

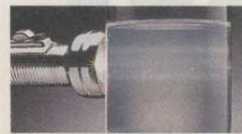


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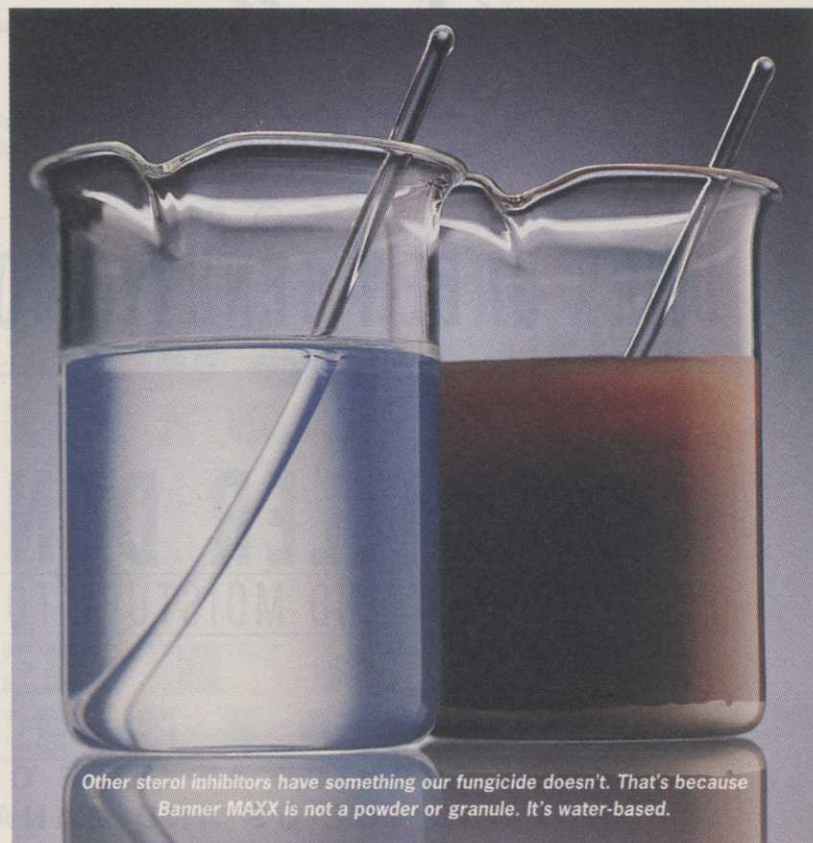
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leum solvents, so there's no potential for phytotoxicity. And it's available in closed system containers.

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ProShot monitors, speeds play, increases income

By DONNA LEA HAWLEY

GAINESVILLE, Fla. — "We have three big issues," says Mike Moran, head golf professional at Haile Plantation Golf and Country Club here. "Providing amenities to our members, speeding up play, and monitoring where our carts are. Installing the ProShot system helps us with all three."

The ProShot system was installed at Haile Plantation in late 1995 and it was one of the first of 100 Club Corp. of America courses scheduled for this program. Installation included a survey of the golf course that

mapped each fairway, green, bunker, and other major features, installation of a small satellite dish on the clubhouse, a computer in the pro shop, and a small antenna and display unit on each golf car.

ProShot was installed as an amenity for members at Haile. "We aren't concerned about recovering the cost from our members and haven't increased fees," Moran said. "I think if a course needed to recover the cost of installation, players would pay an additional dollar for green fees to play with it."

Moran finds that ProShot helps speed up plays. Before the system was installed, players used time to look for yardage markers on the sprinkler system; now they get an exact readout in the cart. Players no longer have to pace off a distance or take time guessing. If

each player saves only five seconds per shot a foursome can save 30 minutes in playing time.

The club can also monitor slow play using ProShot. The computer monitor in the pro shop provides a number of displays including a map of the whole course showing the location of all the carts. "If we see a group of carts on the 6th hole, for example," said Moran, "we can call a ranger and ask him to go clear up the problem. We can also send a message that will appear only on one cart's display asking them to pick up their speed of play."

The club can also use the system to monitor its carts. If one goes into a restricted area, a club employee can send a message to that cart to remind the player to stay on the cart path.

CIRCLE #321

Small office, tall order

Continued from page 38

When you bring your computer home, and its attachment, printer, modem, you need to plug it in. (Make sure you purchase a computer with an internal modem; it avoids needing its own outlet.) First buy a quality surge protector, not an outlet strip. Estimated cost: \$25. This will protect your computer equipment.

Also, check with your electrician to see if you can have a dedicated circuit breaker for all your computer equipment. There's nothing like having your arc welder on line with your office equipment.

- **Modem/Fax:** Most computers now have an internal fax/modem (cost: \$150). You can send and receive faxes and log on with the modem to Turfbyte, Turftalk, Metbyte, TGIF, or even surf the Net. The nice feature about a computer fax and its software is multiple-faxing. Let's say you have created a report for the green committee. You want to fax it out to all eight members. With the software, you need only click the green committee directory and all members are sent the fax.

I generally use my computer fax for just that case. I feel the need to keep a conventional fax for so many "as is" documents that I need to fax.

- **Printer/fax copier:** Devices that so often were only at the clubhouse now should be in everyone's office because of new technology. Thanks to Hewlett Packard, one machine does it all. I own the Hewlett Packard "OfficeJet" (\$599). It faxes, prints and makes copies. New versions can also scan. I'd recommend this machine for everyone because of its versatility and high quality.

- **Switching device:** With limited outlets, it's necessary to purchase a surge protector, protecting circuit breakers, and using outlet strips. Don't overload. What do you do with a phone line that needs to dial, fax or modem? I use a switching device from Comshare (\$175). Your main phone line hooks into the device. Then the switching device determines — through the sending tone or lack of a sending tone — if an incoming call is a phone call, a fax or a modem wanting to access your computer. Buy the best switching device. I've been burned buying the \$49 box which claimed it could do it all, yet did a "Patty Melt" on my desk on its first phone call.

As with purchasing any piece of equipment, determine your needs. There's a great deal out there that you can overpay for that won't meet your desires. Develop a relationship with your local computer store and use them as a resource. It took us awhile to figure out what to purchase and how to use it all. We now run two computers, a printer, two faxes, a modem, and a local computer bulletin board out of a small two-outlet office.

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BRIEFS



QUARRY OWNERS SET NEW SIGHTS

SAN ANTONIO, Texas — Jay Eddy, Jack Parker and Bill Ellis, the principals of the successful Quarry Golf Club here, plan to develop a new golf course project called Courage Creek. They have retained course architect Keith Foster of St. Louis and Scottsdale, Ariz., who designed The Quarry.

PALMER CHRISTENS CHEROKEE RUN

CONYERS, Ga. — Arnold Palmer helped open his newest golf course, Cherokee Run Golf Club, an 18-hole course located 38 miles east of Atlanta. Palmer and Ed Seay designed the par-72 course, situated in the Georgia International Horse Park, a multi-million dollar, mixed-use facility selected to host the 1996 centennial Olympic equestrian events,



Ed Seay

the first mountain biking Olympic competition and the final two events of the modern pentathlon Olympic competition. The golf course's layout is unique in that it intertwines with the natural terrain and the Olympic cross-country event course. It will provide a challenging round of golf due to its natural hazards, such as granite outcroppings, wetlands, steep inclines and woods, Palmer said.

KAVANAUGH TAPPED FOR LONGBOW

MESA, Ariz. — McDonnell Douglas Realty Co. has retained Kenneth M. Kavanaugh Golf Course Design of Tucson to design Longbow Golf Club, an 18-hole daily-fee that will start construction this spring. Kavanaugh is busy with several other projects: an 18-hole renovation of Randolph South Municipal Golf Course renamed the Dell Ulrich Golf Course, and nine-hole additions at Gold Canyon in Apache Junction and Quail Creek in Green Valley.

MILLER UNVEILS EAGLE MOUNTAIN

FOUNTAIN HILLS, Ariz. — The 18-hole, Scott Miller-designed Golf Club at Eagle Mountain has opened, providing an innovative departure from the target-style tracks considered typical of the desert Southwest. This upscale daily-fee course takes advantage of the property's rolling hills, ridge lines, natural box canyons, lush valleys and rock-laden washes, while mountain outcroppings and wide, panoramic vistas provide the backdrop. Ranging from 5,000 to 6,755 yards, Eagle Mountain plays to a par 71.

GOLF COURSE NEWS



Lindsay Ervin surveys the scene, and his work, at Queenstown Harbor Links in Easton, Md.

Ervin values environmental integrity of his sites

Lindsay Ervin has been designing golf courses since joining late architect David Gill in Wisconsin when he graduated in landscape architecture from Purdue University in 1968. In 1973 he went to work with Greenhorn and O'Mara, a large multidisciplinary consulting firm in Maryland. Shortly afterward, he designed Hog Neck Golf Course in Easton, Md., an award-winning golf course that served as a springboard to a successful career. Ervin is a member of the American Society of Golf Course Architects and his firm, Lindsay Ervin & Associates, Inc., is headquartered in Crofton, Md.

Q & A

Lindsay Ervin: Yes, it always has been. I've always wanted to ensure that we would maintain the integrity of the environmental aspects of the site. I've always liked to use the quality natural parts of the environment for the design of the golf hole as much as possible — the wetlands, special forested areas, natural topography, features of rock... I try to incorporate them rather than tear them down. Nowadays, environmental regulations force you to stay away from them to start with.

GCN: Has the industry as a whole been more environmentally conscientious in recent years?

LE: Over the last 10 years it's been more conscientious.

GCN: Have we become better able to address environmental concerns?

LE: Knowing how to professionally apply fertilizers and

Continued on page xx

Golf Course News: You have been aggressive in environmentally conscious design. Has this always been your philosophy in design?



Note the color contrasts at Scott Miller's Kierland Golf Club in Scottsdale.

Kierland boasts native grasses, walking

SCOTTSDALE, Ariz. — Just 12 months ago the site of the new Kierland Golf Club here was a flat piece of undeveloped land, with scrub brush and a few isolated mesquite trees, situated on one of the last premier pieces of land in the north-east Valley.

Today the parcel provides players with a resort-style championship course that is ready to take its place among the Valley's marquee golf properties. It opened for play Jan. 13. Unlike many other Valley daily-fee golf courses, Kierland will offer golfers an option to walk during their round. Future plans also call for the introduction of a caddie program to benefit junior golfers throughout the state of Arizona.

During construction of the course designed by Scottsdale-based archi-

tect Scott Miller, more than 1.3 million cubic yards of dirt were moved to create some of the Valley's most dramatic golf holes, with picturesque mountain views, lakes, dry washes and elevation changes of up to 80 feet on some holes.

"Our greens are SR 1020 bentgrass, with tees and fairways of 419 Tifway hybrid Bermudagrass," Director of Golf Mike Ryan. "Golden native grasses such as buffalograss, Indiangrass and sheep fescue in the rough and transition areas were selected to provide a sharply defined edge between the fairway and rough year-round."

Kierland Golf Club is the focal point of a 713-acre master-planned community developed by Woodbine Southwest Corp. and the Herberger interests, both of Phoenix.

PILGRIMAGE TO PINEHURST

Architects to mark 50th anniversary March 26 to 31

PINEHURST, N.C. — The American Society of Golf Course Architects (ASGCA) will return to the home of one of its founders — Donald Ross's beloved Pinehurst — for its golden anniversary here March 26-31.

President Jeff Brauer said the society will extend its meeting a day to accommodate several special 50th anniversary activities. Seminar topics will include the evolution of golf course architecture during the society's first 50 years; the future of golf course development in America; the continued strength of public golf; and the impact of changing environmental legislation.

ASGCA members will play their tournament over three Ross courses and honor someone who has made significant contributions to golf course architecture at the 1996 Donald Ross Awards dinner. Ross, who designed hundreds of courses, spent the majority of his time in Pinehurst. He hosted the first society meeting in Pinehurst and was elected honorary president.

Expected to attend the annual meeting are about 100 of the society's members, including Robert Trent Jones Sr., the only living founding member of the original 14. The other 13 founding members were Billy Bell, Robert White, William Langford, Robert Bruce Harris (the first president), Stanley Thompson, William Gordon, Bill Diddle, Perry Maxwell, Jack Daray, Robert "Red" Lawrence, J.B. McGovern, Wayne Stiles and Ross.

Casper-Nash opens Eagle Crest

SUMMERLIN, Nev. — Eagle Crest Golf Club, designed by Billy Casper and Greg Nash, has opened for public play at Del Webb's Sun City Summerlin master-planned community. Eagle Crest is the third Casper/Nash-designed course built for the 2,500-acre community.

The par-60 18-hole executive track consists of 12 par-3 and six par-4 holes and is lined with hundreds of ash, purple leaf plum and sycamore trees. More than 700 mondale pines were planted throughout the course to give it

a mature forest feel from opening day. The greens feature bentgrass while the fairways were seeded with Bermuda-grass. All out-of-play areas were grassed with sheeps fescue, deer grass or buffalograss.

The course flows up and down the foothills of the Spring Mountains. The 15th green is the highest golf hole in southern Nevada at an elevation of 3,163-feet above sea level. The par-3 18th hole features a dramatic 75-foot drop from tee to green and provides a view of the Las Vegas skyline.

Flatt still on retainer at Carey Park?

HUTCHINSON, Kan. — Flatt Golf Service, Inc. (FGS) of Overland Park has been hired to design a new putting green for Carey Park Municipal Golf Course. Carey Park is operated by the city of Hutchinson and recently completed construction of a new clubhouse and parking lot for this heavily played 18-hole facility.

Meanwhile, Flatt was hired by the city of Olathe to deter-

mine the opportunity for development of a modestly priced public course in that rapidly growing suburban area adjacent to Overland Park and nearby Kansas City. FGS was also charged with the task of reviewing the operations of the existing Lakeside Hills municipal course in Olathe with an eye to improving its ability to capture more rounds in the growing public golf market.

Routing now complete at Cuscowilla

CUSCOWILLA, Ga. — The architectural team of two-time Masters champion Ben Crenshaw and Bill Coore has completed the routing of the 18-hole golf course at Cuscowilla on Lake Oconee. A 600-acre, family-oriented lakefront community, Cuscowilla is the vision of Atlanta entrepreneurs William M. Harrington and Peter Bailey and German businessman Heinz Wilhelm-Nathe.

Located halfway between Atlanta and Augusta, Cuscowilla is the newest golf community in the popular Lake Oconee area—the state's fastest-growing golf destination.

"It's an unusual piece of property," said Coore. "It sits on Lake Oconee like a hand with its fingers sticking into the lake. There's a lot of variety to it. It has a lot of subtle elevation changes but it's not as hilly as Augusta National or the other courses in this area. It's just constantly moving."

"It will be a shotmaker's golf course," said Crenshaw. "It will reward good strategy and a variety of well-played shots."

"There are no more than two fairways on this golf course that will require shaping by cutting into the land or filling areas that need building up," said Coore. "The fairways were just out there. It's classic golf in its natural form."

Cuscowilla's clubhouse will be built atop a hill overlooking Lake Oconee and the Cuscowilla property in the center of an area where Crenshaw and Coore have routed a number of fine golf holes. "It's an area we kept coming back to as we planned the course routing," says Coore. "So we have a lot of holes returning to the clubhouse. It's sort of an old-fashioned affair like you might have seen in the golf courses of the '20s and '30s, when Mackenzie, Ross and Tillinghast were in their primes."

The golf course was cleared in mid-February and, weather permitting, shapers will begin contouring the greens and bunkers in March.

"At this point, I'm envisioning slightly crowned greens," said Crenshaw. "The high point of the green could be the center or one side may be pushed up—similar to some characteristics of the greens at Pinehurst No. 2, but this land is more rolling."

The planting of the tees, greens and fairways is scheduled for the end of the summer, with members opening in the late summer or early fall of 1997.

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Hilton's Heads oldest design, Sea Pines, now its newest

HILTON HEAD ISLAND, S.C. — Sea Pines Resort hosted a ceremony and golf tournament to celebrate the official grand re-opening of Sea Pines' Ocean Course, Hilton Head Island's first and now its newest course.

Originally designed by George Cobb and opened in 1960, Ocean Course has been completely redesigned and rebuilt by Mark McCumber & Associates. Sea Pines Co. invested more than \$3.5 million in rebuilding the course, which took nine months to complete. The par-3 15th hole, one of the most photographed on the East Coast, has been reconfigured to offer even more

spectacular views of the Atlantic Ocean. Using a combination of lagoons, bunkers and contouring, McCumber recreated the course to appeal to the style preferences of golfers now and into the future.

"Ocean Course today is completely contemporary in design," said Cary Corbitt, Sea Pines' director of sports. "It is an outstanding achievement to have created a course that appeals so well to all levels of play. It's enjoyable for beginner and intermediate players, and so challenging for expert golfers that those who have tried the course are looking forward to repeat play."

RADISSON REVAMPS COURSE

NASSAU, Bahamas — The 18-hole championship golf course at the Radisson Cable Beach Casino and Golf Resort is being revamped as part of a \$15 million upgrade at the resort. The picturesque par-72 layout — considered one of Bahama's finest courses — will have its greens rebuilt. There are also plans for new cart paths, new golf carts, a redesigned facade and entryway, and renovations to the clubhouse, restaurant and pro shop.

NEW IRRIGATION AT HOLLY LAKE

HAWKINS, Texas — A new irrigation system is being installed at the 18-hole championship golf course at the Holly Lake Ranch recreational community here. Construction began in mid-December and is expected to be completed by mid-March. The irrigation system was designed by Terry J. Little, ASLA ASIC, in association with Golfscapes, Inc. of Dallas. The project includes a new pumping system controlled by a customized computer.



BUSY, BUSY AT SEABROOK

Seabrook, a private residential community in Seabrook Island, S.C., has completed major renovations to its two 18-hole golf courses, not to mention a new maintenance facility, irrigation system and equipment purchases. According to Director of Golf Maintenance Allan H. Pulaski, by this end of this year, Seabrook will have spent \$640,000 on golf course equipment over three years. Other capital projects have included new 8-foot-wide concrete cart paths on both golf courses; a new pump station with a sulphurous generator for the Crooked Oaks course; and a 6,000-square-foot maintenance facility. This year, Seabrook plans to renovate the irrigation system on its Ocean Winds course. A greens renovation on Crooked Oaks is scheduled for 1997. Pulaski, who was brought on board in December 1994, said another \$800,000 has been spent on other club facility improvements. As if that weren't enough, in 1998 Seabrook plans to build a health/fitness spa, Pulaski reports.

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is proud to announce it has issued commitments on **\$122,550,000** of debt financing. The following transactions were closed in 1995.

\$7,000,000 - NORTHGATE COUNTRY CLUB, Houston, TX
Refinance of an 18-hole private course.

\$5,200,000 - AVILA BEACH RESORT, San Luis Obispo, CA
Refinance of an 18-hole resort golf course.

\$3,400,000 - THE LINKS GROUP, Myrtle Beach, SC
Refinance of leases on 144 holes of golf plus a credit line for future acquisitions.

\$4,750,000 - CRYSTAL SPRINGS GC, Sussex Co., NJ
Refinance of an existing course to draw out equity to construct a new course.

\$11,500,000 - THE LODGE OF FOUR SEASONS, Lake of the Ozarks, MO
Refinance of a 311-room lodge, 211-slip marina and 45 holes of golf.

\$3,250,000 - BLACK BEAR GC, Sussex Co., NJ
Construction of a new 18-hole course, cross-collateralized with Crystal Springs

\$5,000,000 - KEMPER SPORTS MANAGEMENT, Chicago, IL

\$1,800,000 - CHESTNUT HILL GC, Darien, NY
Refinance of existing 18-hole public course.

\$2,250,000 - OLDE POINT GOLF & COUNTRY CLUB, Wilmington, NC
Refinance of 18-hole course plus construction funding for clubhouse expansion.

\$2,000,000 - DEERFIELD CC, Rochester, NY
Acquisition of a 27-hole public course.

\$2,500,000 - GEORGETOWN COUNTRY CLUB, Georgetown, MA
Refinance of a 9-hole public course plus construction funds for additional 9 holes.

\$8,500,000 - ANGEL FIRE RESORT, near Taos, NM
Acquisition of a ski mountain, golf course, hotel, RV park & other amenities.

\$3,500,000 - THE SEA RANCH GOLF LINKS, Sea Ranch, CA
Refinance of a 9-hole public course plus construction for a second nine holes.

\$9,500,000 - GOLF CLUB of ILLINOIS & BURR HILL GC, Chicago, IL
Refinance GCI, acquire Burr Hill and provide a line for future acquisitions.

\$2,400,000 - WHITTIER GC & VICTORIA GC, Los Angeles, CA
Refinance of two 18-hole public courses.

\$7,000,000 - ELY BOWLING, Northern NJ

Refinance of 4 bowling centers in northern NJ and southwestern NY.

\$5,000,000 - THE BEACH CLUB GOLF LINKS, Ocean City, MD
Refinance of an 18-hole course and construction financing of new 18-hole course.

\$6,700,000 - BADLANDS GC, Las Vegas, NV
Take-out of course construction loan, plus provide for clubhouse construction.

\$3,600,000 - THE HERITAGE GOLF CLUB, Atlanta, GA
Construction of an 18-hole course and a line of credit for new acquisitions.

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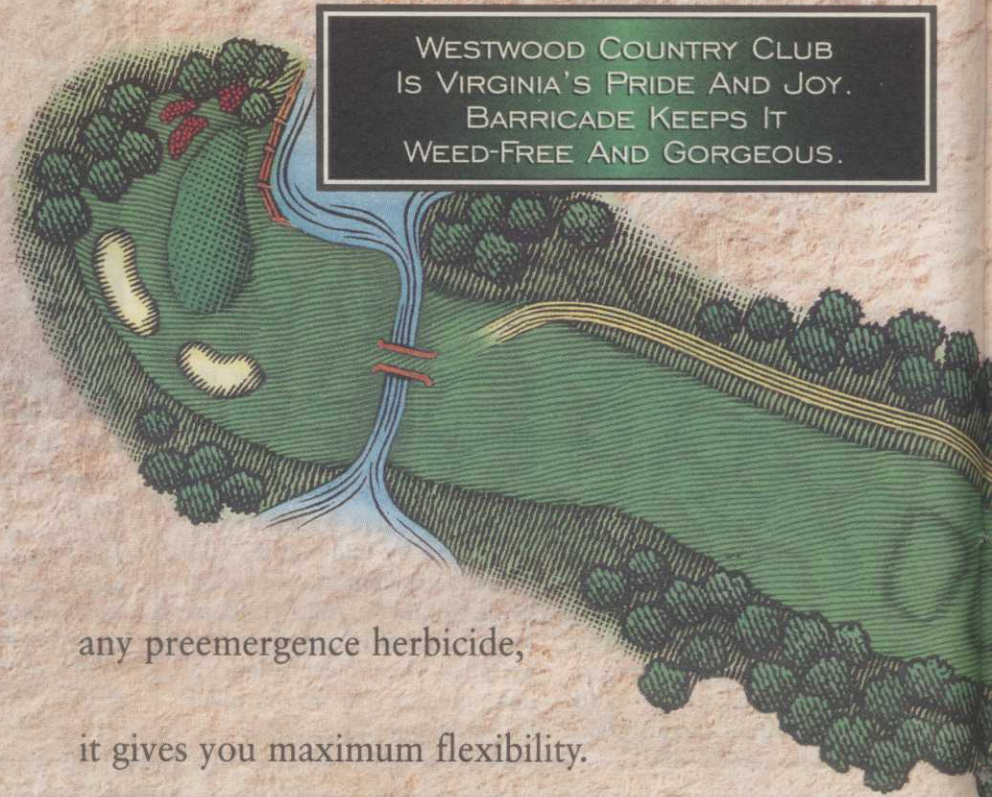
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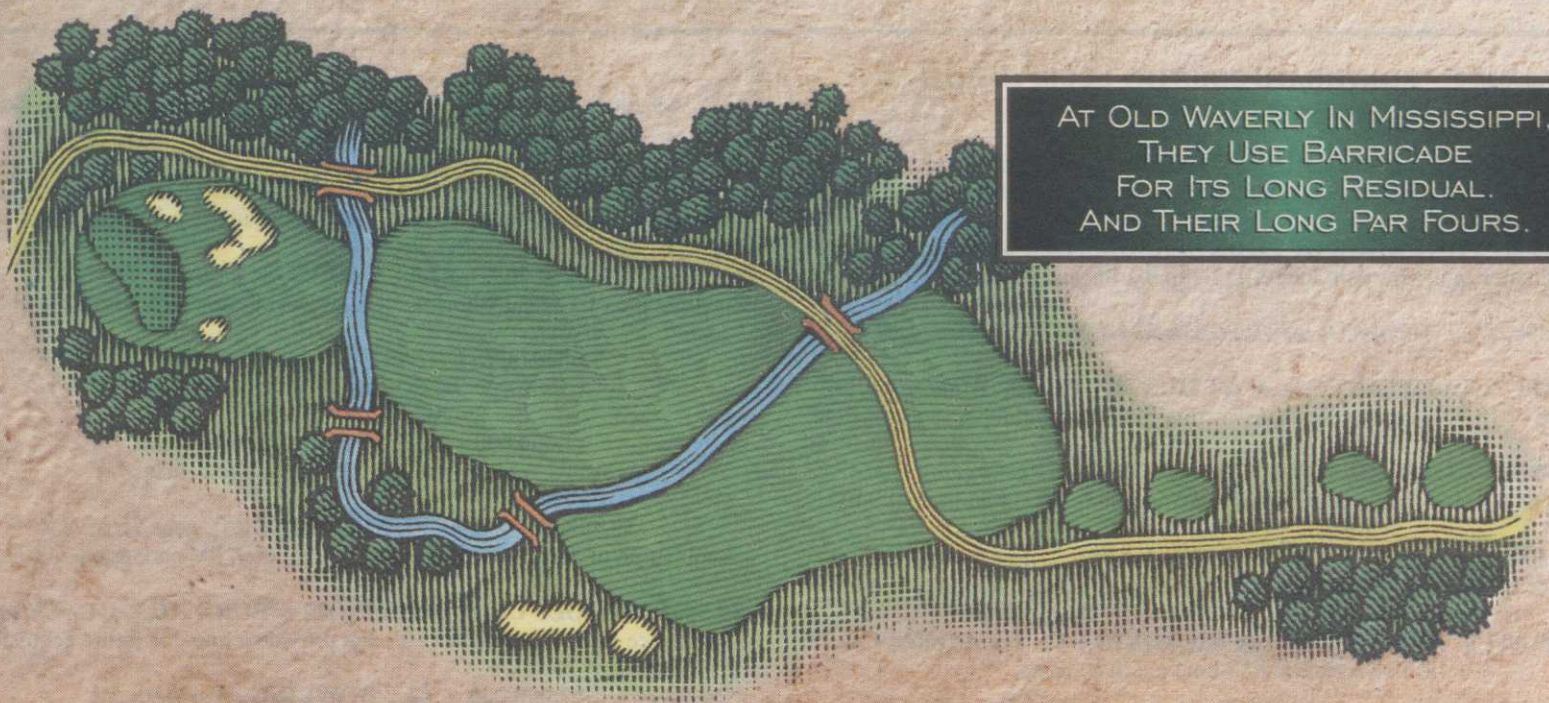
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Walters Group to develop and manage LV park

LAS VEGAS, N.V. — The city of Las Vegas has selected The Walters Group to negotiate an agreement to develop and manage a public golf course on city-owned land known as Nature Park.

Within the last few years, The Walters Group has redesigned and rebuilt the Paradise Hills Golf Club in Albuquerque and the Golf Club of Illinois in Algonquin, Ill. It also owns and operates Mesa Del Sol Country Club in Yuma, Ariz., and recently purchased Eagle Brook Country Club in Geneva, Ill.

"Although we are proud of our successful golf course developments in other areas of the country, we are excited about creating a signature course in our own backyard," said Walters Group Chairman and CEO Bill Walters.

The Las Vegas-based Walters Group plans to spend approximately \$11 million in developing the Las Vegas course, which could be open as early as next fall, Walters said.

Southwest Golf, The Walters Group golf division, has contracted with Perry Dye to design the 18-hole course.

Esler to redesign Lakewood GC

ST. CHARLES, Ill. — David Esler, principal architect of Esler Golf Designs, has been selected to redesign Lakewood Golf Club, which is owned by the Village of Lakewood and operated by Crown Golf Properties.

A primary goal is to introduce large areas of native plantings and habitat in the 100-plus out-of-play acres of the 245-acre property.

"We are planning to remodel all the bunker complexes to provide improved visual interest and drainage, establish a strategy of play, and simplify traffic flow and maintenance as well," Esler said.

Dirt moving at Harbottle track

SAN LUIS OBISPO, Calif. — Construction has begun here at Dairy Creek Golf Course.

The 18-hole public course, designed by John F. Harbottle III, features an environmentally sensitive layout. Only 80 acres of irrigated fairway and rough will be carved from the rolling, 225-acre site, full of grassland meadow and riparian habitat.

Director of Golf Course Maintenance Operations, Ray Festa, has requested improved common Bermudagrass for fairways and roughs in an effort to provide premium playing surfaces with minimal water usage. The course is scheduled to open in the fall of 1996.

Bergin to redesign Mobile course

MOBILE, Ala. — Bill Bergin Golf Design has been selected to redesign Spring Hill College Golf Course here.

The scope of work includes rebuilding a majority of the greens, tees and bunkers, repaving all cart paths, updating the irrigation system and improving the drainage throughout the golf course.

Bergin, formerly an associate with Cupp Design, started his own firm in 1993. His previous projects include:

- The Champions Club at Apalachee, an 18-hole daily-fee course in Dacula, Ga., co-designed with Steve Melnyk, and opened in November 1994;

- Eagle Bluff Golf Club, an 18-hole daily-fee course in Chattanooga, Tenn., opened November;

- And the renovation of Skyline Country Club, an 18-hole private club in Mobile, the construction of which will be completed in June 1996.

Construction begins at Old Carolina

HILTON HEAD ISLAND, S.C. — Clyde Johnston Designs, Inc. has begun the construction phase on Old Carolina Golf Club, the newest addition to the South Carolina Low Country's golf landscape.

Old Carolina is being developed as an upscale daily-fee facility, and is scheduled to open in the fall. It is located just off of Hilton Head Island and minutes from another Johnston design, Old South Golf Links, ranked among the best new public courses of 1992. Both courses are products of the development team

of David Staley and Tom Jacoby.

The singular character of Old Carolina is assured by a unique piece of land that years ago served as a thoroughbred horse farm. The open nature of the farmland will provide counterpoint to other Hilton Head golf courses, which are typically cut through dense pine forests and framed by man-made lagoons. Old Carolina will have a minimal water features, and is expected to take on an almost Scottish feel.

Landscapes Unlimited of Lincoln, Neb., is building the course.

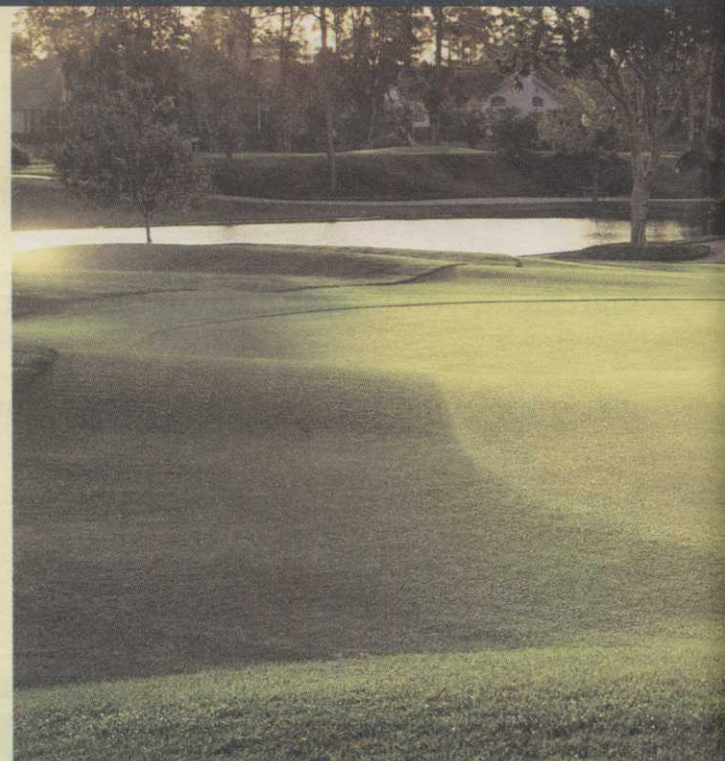
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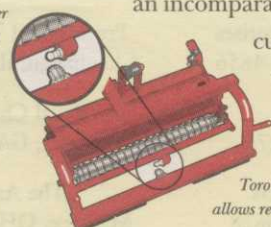


We start with remarkably quiet engines. For example, the new 3200 is powered by a liquid cooled gas or diesel engine that emits remarkably low levels of sound. Something your golfers and neighbors will appreciate.

Both mowers feature fully floating reels and independent baskets. And the 3200 also offers a single point connection. All ensuring a consistent height of cut. In addition, the 3200 has an all new cutting system. New reels, bedknives, rollers, suspension, everything it takes to give your greens

an incomparably superb quality of cut. Cleanly consistent with few stray clips. Plus a true roll.

Single center pull point



Toro's single point connection allows reels to steer themselves.

Q&A: Ervin

Continued from page 43

chemicals has had a big impact on maintaining the environment's integrity. Also, a lot of research has been done showing the positive effects of turf. I've seen more and more of the public responding positively as more evidence and information comes out. Things like [the book] *A View from the Rough*, for instance, address the positives in a very nice fashion.

GCN: New technology has helped protect water and other resources. What has been most helpful?

LE: Stopping erosion, using sod and getting it established. The key is to keep the velocity of the water down as it drains off the site. Where we have places like banks going down into a lake, putting sod helps get the turf established quicker, reducing erosion. Also, riprapping stream channels slows the velocity of the water down. That is being done more now.

Also, the way we design helps. At Queenstown Harbor Golf Links, for example, we designed almost all the fairways to drain back into lakes we had created. This helps further prevent any potential nutrients from leaving the site by

first going into this lake and settling. We're designing more of that adjacent to sensitive environmental areas. Also, we normally put sediment-control basins in the low part of a site to capture potential runoff. And we are leaving them in after construction. We plant wetland-type vegetative material there to make it look aesthetic and to catch any nutrients that might come off if, for instance, there is a heavy rain immediately after an application.

GCN: Has your home state of Maryland gone overboard in its attempts to protect Chesapeake Bay and similar waterways?

LE: That's hard to answer.

Some people might say they've gone too far. We did Queenstown within that area and it was approved through the Chesapeake Bay Critical Area Commission. The land was within zoning regulations which were more stringent than other areas. The golf course was a special exception in our area. Approval took quite a while — 40 hearings. Plus one wealthy homeowner was fighting them and caused a lot of problems. But they voted 22-1 in favor, that the golf course was a good use for that area, that it wouldn't harm the wildlife, the fertilizer and pesticide applications would not have a harmful

effect on the ground water. And it has proven so.

The nitrogen content has decreased dramatically. It used to be a farm. They test ground water in 15 wells, and the content of nitrogen has decreased to drinkable water standards.

GCN: Is there a Lindsay Ervin fingerprint that I would find on your golf courses?

LE: I don't want to design the same for each site we work with. ... I hope I don't end up with a fingerprint.

GCN: What would be your "dream" property?

LE: Along the ocean, like a Cypress Point-Pebble Beach-type terrain, or even along the coast of Ireland.

GCN: You've a renovation project at West Point's course. Tell us about it.

LE: Originally, we started with plans for a driving range, remodeling parts of the golf course and connecting several holes that were separated by a major expressway. We wanted to connect the two parts of the course with a bridge. They had drainage problems with the five holes on the other side of the highway. We did our designs and bid the project out, but the construction costs came in so high we had to eliminate things. We eliminated the range. Instead of adding three or four new holes, we added one, some tees to another hole, built the bridge, took out a couple of par-3s and improved the drainage on the western portion of the site. We reversed another hole to get the view coming into the mountains. And we renovated most of the greens and added two lakes. It was seeded last fall and is growing in now.

GCN: Your solo career was launched with some special help.

LE: Shortly after I joined Greenhorn and O'Mara, a developer in the D.C. area was doing a course and I got the job. That job was Hog Neck, and instrumental in hiring me was Mrs. W. Alton Jones, the widow of the former CEO of Citgo and one of the founders of Augusta National. A philanthropist, she was living in Easton and knew the town needed a golf course...

Mrs. Jones was the reason I got Birdwood Golf Course for the University of Virginia. She moved to Charlottesville and discovered the university didn't have a golf course. So she matched funds for for one, with the one stipulation: that they hire me.

GCN: You are in arguably the most difficult part of the country to grow turf. What about your selection of grasses?

LE: In 1993 when we had all the ice, the courses with zoysiagrass and Bermudas got hammered and the ones with bentgrasses got through it. So until they come up with a tougher zoysia and Bermuda, I'm reluctant to go in that direction. If you're doing 40,000 rounds at \$50 a round, that's \$2 million in revenue, and losing that kind of revenue hurts.



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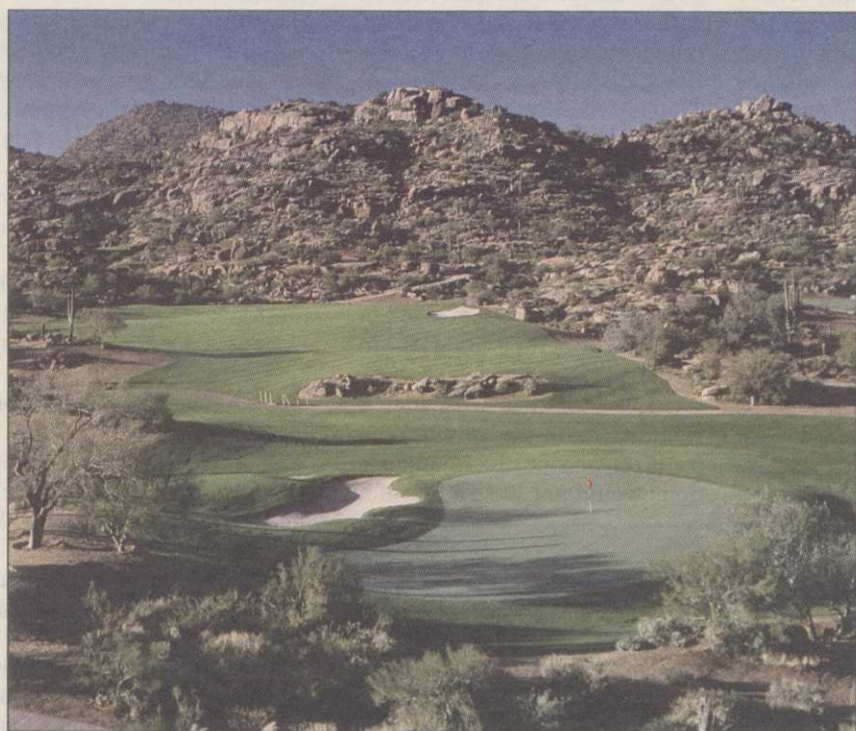


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The 12th fairway at Estancia spills down an incline toward a green nestled in native flora.

Estancia draws raves. Are the buyers listening?

SCOTTSDALE, Ariz. — Targeted to an elite clientele and situated on an elite piece of land directly beneath Pinnacle Peak in the foothills north of the city, The Estancia Club Golf Course has opened for play with immediate accolades.

Chosen by *The Arizona Republic*/*The Phoenix Gazette* as the state's best private course, the Tom Fazio-de-

signed track measures 7,146 yards through the natural desert, rolling terrain and rock outcroppings. Fazio called the site "unmatched in Arizona."

Owned by Estancia Development Associates, The Estancia Club is the centerpiece for a master-planned community that will contain 325 custom homes ranging in price from \$200,000 to more than \$1 million.

Fazio teams with Primadonna for 18, maybe 36, at Stateline

STATELINE, Nev. — Primadonna Resorts, Inc. and Sheldon Gordon and Randy Brant, developers of the Forum Shops at Caesars complex, plan to build a 1 million-square-foot themed shopping facility here that will blend medium and upscale retail factory outlet stores with restaurants and the latest in high-tech interactive entertainment.

The golf angle? A Tom Fazio-designed 18-hole championship golf course, with an additional 18 holes planned for the future.

Primadonna Chief Executive Officer and Chairman of the Board Gary Primm said the 'state-of-the-art' facility will be built on nearly 100 acres of land adjacent to Primadonna Resort & Casino. The complex will be attached to the Primadonna and connected with Buffalo Bill's and Whiskey Pete's casinos by transportation systems. It will feature approximately 100 of the world's best-known retailers, designers and manufacturers. A ride attraction promises to be "unforgettable," the developers say.

...

Meanwhile, in Scottsdale, Ariz., an early-December opening is projected for Raptor, the second 18-hole golf course at Scottsdale's Grayhawk Golf Club.

Designed by Fazio, the 7,000-yard par-71 course meanders over the gentle

hills and across the deep natural arroyos that typify the north Scottsdale desert, offering spectacular views of the nearby McDowell Mountains along the way. But it is the golf experience Raptor offers players that will truly set it apart.

"This is a pure player's course," said Fazio. "In some ways it reminds me of the classic, older-style golf courses like Pinehurst. It basically just follows the natural flow of the land. At times, it's pretty tough. But true players will love it because there is a variety of ways to play each hole, and it forces players to make choices for risk and reward. It's real quality golf."

MAKE IT THREE AT REYNOLDS

GREENSBORO, Ga. — Tom Fazio will design the third golf course at Reynolds Plantation, according to an announcement by Reynolds Plantation President William Peacher. The yet-unnamed third course will join the original Plantation Course, designed by Bob Cupp in conjunction with touring professionals Fuzzy Zoeller and Hubert Green, and Great Waters, designed by Jack Nicklaus. Construction of the Fazio design is expected to begin in February and be ready for play in 1997.

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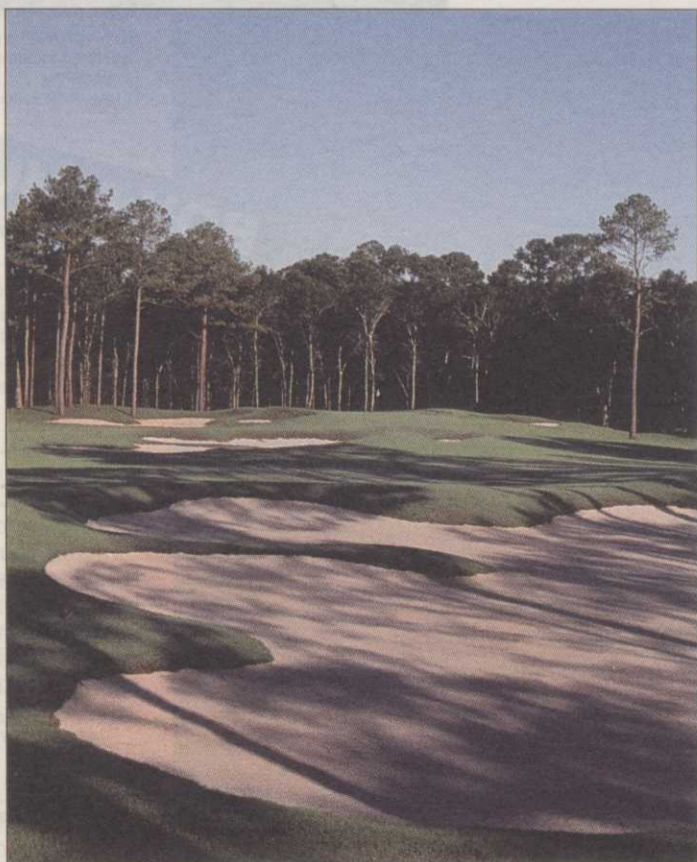


THERE'S BEEN A BLACK BEAR SIGHTING...

Black Bear Golf Club, the latest design from P.B. Dye, is open for play here in Eustis, Fla. Built on 160 acres and carved from more than 80 feet of sugar sand, Black Bear measures 7,000 yards from the "Bear Paw" tees. Owned and operated by former Wall Street husband and wife team, Richard and Kristina Stein, Black Bear is a golf-only, semi-private facility. "No tennis courts, no swimming pools. Just pure golf," said Richard Stein. "We've instructed our staff that as long as anyone wants to play, we will be open."

NICKLAUS PLEASED WITH INDIGO RUN

Combining the classic lines of Muirfield Village, playability of Colleton River and greens complexes in the tradition of Pinehurst No. 2, Jack Nicklaus is enthused about this month's opening of The Golf Club at Indigo Run here in Hilton Head, S.C. Designed with son Jackie, Indigo Run is an exclusive, gated community nestled in the center of Hilton Head Island.



Cal Olson-designed Buffalo Shoals GC secures full funding

STATESVILLE, N.C. — Funding of Buffalo Shoals Golf Club, L.L.C. here has been finalized, according to Evan H. Dockser, executive vice president of Bethesda, Md.-based Zuckerman Kronstadt Dockser Golf Services Inc.

The \$3.25 million development is the result of a joint effort by Zuckerman Kronstadt Dockser and local partners.

The funding package completes a 3-year planning process and has put the project into phase one of construction. Financing was secured through a combination of private investors and a \$1.75 million construction and term loan provided by The Bank of Granite in Hickory, N.C. The golf course is scheduled to open in spring of 1997.

Buffalo Shoals National will be an 18-hole, semi-private golf course whose goal is to maximize daily-fee play. Limited memberships will start at \$3,500.

Buffalo Shoals National has retained Gene Bates Golf Design of West Palm Beach, Fla., to provide architectural support on the design and construction of the golf course.

Zuckerman Kronstadt Dockser will manage the course and will oversee all functions from day-to-day operations to marketing and public relations.

Saratoga Spa will get second course, after 30 years

ALBANY, N.Y. — State Parks Commissioner Bernadette Castro and Senate Majority Leader Joseph L. Bruno have released a proposal for a public/private partnership to develop an 18-hole golf course on the east side of Route 9 in Saratoga Spa State Park.

The Office of Parks, Recreation and Historic Preservation here will receive formal proposals no later than May 15.

In 1966, during Gov. Nelson Rockefeller's administration, 300 acres of additional parkland was bought for a second 18-hole golf course at the park.

"Sen. Bruno has devoted his time and energy helping Parks move forward on this much-needed new golf course," Castro said. "Not only will it provide a great recreational opportunity for residents and tourists, but it will create jobs."

Gov. George Pataki's administration has challenged state agencies to maximize their resources and stimulate economic growth.



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Reducing pesticide losses due to rain, wind and evaporation, Exhalt 800 enables the applicator to spray even when there is a threat of rain. Compatible for tankmixing with most commercially used wettable powders, flowables and soluble powders. — PBI/GORDON

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Dyclomec 4G Landscaping Herbicide is a granular preemergent which forms an herbicidal barrier in the top 2 to 3 inches of soil for season-long control of annual and perennial broadleaf weeds and grasses. It is labeled for use in and around deep-rooted, woody perennials to eliminate trimming or mowing, and encroaching grasses, around beds, tree wells, monuments and buildings, and along fences, guardrails and walls. Dyclomec's active ingredient, dichlobenil, does not move significantly in the soil and is not taken up by trees or other plants as it acts by stopping growth at the point of contact. — PBI/GORDON

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Desert Inn Golf Club,
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Las Vegas, Nevada,
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Some of the most attractive, dark green grass on many golf courses is the result of a dependable, controllable rapid-greening phenomena. It's FERROMECE Liquid Iron, which achieves full turf green-up in 24 to 48 hours . . . or less!

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Another option is FERROMECE AC (amine compatible) especially designed for tankmixing with other sprayable turf products. It can make you look good . . . in just a few hours!

*Bayville Hole No. 1
photographed 9 months after
course construction was completed.*

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CIRCLE #141

BRIEFS



NEW FIRM TAKES OVER NH LAYOUT

JAFFREY, N.H. — Championship Golf Enterprises — which runs courses on the island of Antigua, Atlanta and Connecticut — is the new owner of 18-hole Shattuck Inn Golf Course. The company has pledged to improve course conditions and facilities, and add more housing. CGE recently bought the challenging, craggy 391-acre course from developer Richard H. Bryant of Capitol Heights, Md., and his mortgage holders which include the Resolution Trust Corp.

LINKSCORP BUYS DALLAS TRACK

DESOTO, Texas — LinksCorp Inc. has acquired private Thorntree Country Club in this Dallas suburb. GATX Golf Capital financed the purchase of the 18-hole course from the previous owner, Pexim Inc. This is Northfield, Ill.-based LinkCorp's second Texas acquisition, joining Northcliffe Golf & Country Club in San Antonio. LinksCorp owns 19 courses nationwide.

CLUB RESORTS PROMOTES PAIR IN OHIO

CONCORD, Ohio — Richard McLennan is the new general manager and Martha Heagany the new director of sales at Quail Hollow Resort and Country Club. The two were part of the successful management team that revitalized The Homestead, another Club Resorts Inc. property located in Virginia. The pair will direct growth activities for the Quail Hollow resort and the new Tom Weiskopf/Jay Morrish Golf Course scheduled to open in May.

AGC AWARDED PA CONTRACT

FLEETWOOD, Pa. — American Golf Corp. has been awarded a long-term operating lease for Golden Oaks Country Club in this Reading suburb. "We are thrilled to add this exceptional semi-private course to our management portfolio," said AGC Executive Vice President Joe Guerra. The Jim Blaukovitch-designed, 18-hole layout opened for play in 1994.



Joe Guerra

WESTERN GOLF OPENS ARIZ FACILITY

FOUNTAIN HILLS, Ariz. — The Golf Club at Eagle Mountain, a Western Golf Properties-managed facility here, opened in late January. Scott Miller designed the 18-hole, daily-fee layout. The in-season green fees rate is \$130.

EAGL management soars to new heights

Dallas firm doubles in size with last year's acquisitions

By PETER BLAIS

IRVING, Texas — Evergreen Alliance Golf Limited (EAGL) of Dallas doubled its management portfolio by taking control of 11 courses in the past year, making it one of the most active mid-sized players in the golf course management arena.

The privately-held firm controls 24 courses scattered across the United States including private, resort, daily-fee and municipal operations.

"We think we can grow by 10 courses per year into the foreseeable future," said President Gary Heward. "We're looking for equity and lease arrangements. We're also open to management contracts if the situation is right."

EAGL is a full-service management firm offering operations, marketing, maintenance, merchandising, food and beverage, construction and project management services.

The Dallas-based company has several courses under construction. All except one should open this spring:

- Canterbury Golf Course in Parker, Colo., an 18-hole Jeff Brauer design that EAGL will manage. EAGL is also a part owner.



The 8th hole at Painted Dunes Golf Club in El Paso, Texas, one of the award-winning EAGL facilities.

- Quarry Oaks Golf Course in Lincoln, Neb., a wooded, 18-hole design by John LaFoy located along the Platte River. EAGL will manage the facility.

- Pacific Springs Golf Course in Omaha, Neb. The first nine will open this spring and the second nine and an 18-hole putting course next year. EAGL is an equity partner along with Landscapes Unlim-

ited, a golf course construction company.

- Lake Park Golf Course in Lewisville, Texas. EAGL and partner Landscapes Unlimited are renovating the existing 18-hole layout and building a new executive-length nine.

- Scheduled for a later opening is Giant's Ridge Golf Course in Biwabik,

Continued on page 57

MARKETING IDEA OF THE MONTH

Magazines aid course promotion

By PETER BLAIS

LAWRENCEVILLE, Ga. — Taking a page from its success in the real-estate market, Network Publications has expanded its reach to golf courses looking to increase their business.

Network prints *The Real Estate Book*, a digest-size publication containing four-color ads, photographs and descriptions of choice properties offered by local real-estate agents. The advertiser-supported book is published in 460 markets nationwide and distributed free at banks, real-estate offices and other locations frequented by potential home buyers.

"We've basically taken the same concept to the golf industry," said Product Manager Craig Ridley, referring to *Golfer: The Great Golf Values Magazine*.

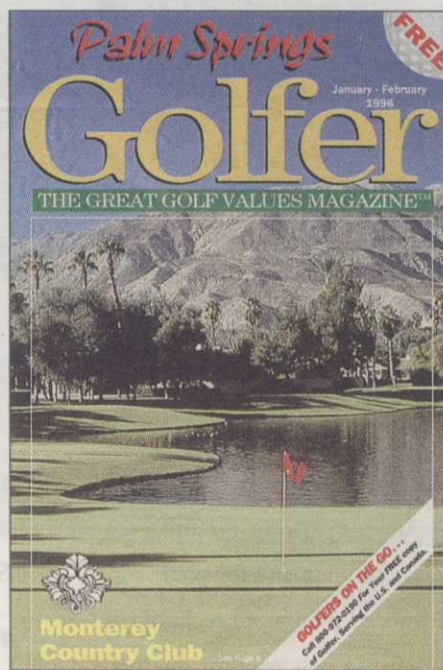
Like its real-estate cousin, *Golfer* is also a digest-size, four-color magazine. It contains predominantly full-page ads with photos and descriptions of golf courses within a specific geographical market. There is little if any editorial copy.

The formatted ads generally include a brief description of the course, amenities, course statistics, rates, course address and telephone number. *Golfer* is available in 16 golf markets nationwide with plans to go to 20 this spring.

"We started with just two publications back in July, 1994, Atlanta and Broward/North Dade counties in Florida," Ridley said. "It's been growing fairly quickly."

Golfer publishes between three and six issues per year, depending on the length of a particular market's golf season. This provides courses the opportunity to update their information every 60 days.

Network prints 25,000 copies of each regional issue at its 600-person Atlanta printing facility. Local independent contractors



sell ads and distribute magazines free to courses, ranges, retail shops, bars, restaurants, hotels and other places golfers visit.

"It's a very targeted distribution that gets into the hands of golfers," Ridley said. "With a free publication, you have to reach a target market. If you print 25,000 copies, you have to get them into the hands of 25,000 golfers."

"Advertisers can promote some sort of an incentive, but this is not a coupon book. The formatted ads are the most popular and we have graphic artists with extensive backgrounds who can tailor specific ads to a certain market."

In addition to golf course ads, *Golfer* also features ads from nine-hole courses, golf getaway package dealers, practice ranges and golf pros.

Continued on page 54

LEGAL CORNER

Golf car lawsuits bewilder courts, course operators

By NANCY SMITH, J.D.

The quick and easy operation of a golf cart enhances the game for many enthusiasts—until someone gets hurt. Injuries occur in various ways, from backing into a player loading clubs on the rear of the cart to falling out of the cart on a sharp turn taken too fast.

But the common factor after any injury is a search for who is at fault—often in the form of a lawsuit. Suit may be filed against the driver, the manufacturer, the servicer, the seller or the owner or operator of the golf course where the accident occurred.

In a comprehensive study of golf cart lawsuits, legal author Boyd J. Peterson, J.D. analyzed lawsuits across the country which involved injuries from carts.

"A golf cart may not be a dangerous instrumentality in all situations, however, many actions are brought against various persons and entities to recover for injuries resulting from the operation of a power golf cart," Peterson said.

Anyone involved in the chain of causation of the accident can be held responsible for an injury. Although state laws vary, most states permit recovery from anyone whose negligent conduct caused the injury. Historically, many states had a rule of "contributory negligence" which prohibited an

Continued on page 58

NCA celebrates 35th anniversary with special events

WASHINGTON — The National Club Association will conduct several special events this year in observance of the private club association's 35th anniversary.

Special events in the coming year include a continuing series of Club Director magazine bites about NCA's formation and various accomplishments over the years, recognition of early NCA club members and associate members, and an anniversary edition of Club Director in October to celebrate the association's incorporation date.

Also planned are the introduction of new

services and technologies that will expand the NCA Resource Center and enhance the scope of information provided to National Club Association member clubs. A new fax-on-demand service will allow NCA members to request information 24 hours per day and receive an immediate response.

Also underway is further development of NCA's database and an improvement to the association's consultative services.

NCA promotes the business, legal and legislative interests of the approximately 1,000 private clubs it represents.

New club marketing firm formed

SILVERSPRING, Md. — WTS International, a tennis facility design and management firm, has formed a new wholly owned subsidiary called ClubServ to provide private golf club marketing and membership development services.

ClubServ will offer membership evaluation, planning, implementation and supervision of membership marketing for private golf and country clubs, city clubs and racquet/sports clubs worldwide.

Two key principals have been added to help with the start-up. Tom White, senior vice president, joins ClubServ with 17 years experience as general manager at three separate clubs and as a club consultant. He will be responsible for new business development.

Cheryl Joyce, vice president of club marketing and development, brings extensive experience in private club marketing and membership promotion. She has worked at numerous East Coast clubs including the Robert Trent Jones Golf Club at Lake Manassas, Va., as well as many other East Coast clubs.

WTS International has provided design, consulting and management services for tennis programs and fitness centers at private and commercial clubs, real-estate projects, hotels and resorts, spas and residential projects throughout the United States and overseas for the past 23 years.

WTS International and ClubServ are located at 12501 Prosperity Drive, Ste. 460, Silver Spring, MD 20904; telephone 301-622-7800.

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Golfer magazine

Continued from page 53

Distribution is not limited to just courses that advertise. This spring's Southeast Massachusetts/Rhode Island issue, for example, will go to 100 courses, even though just seven facilities have placed ads, according to regional Associate Publisher Sharon Francoeur.

"Private and public courses stock it," said Francoeur, when asked why a facility would carry a publication containing ads promoting competing courses. "It's a nice-looking magazine and provides golfers with something to read. Seeing how they move off the counter gives the course operator an idea of whether it would be worth advertising in the future."

Full-page ads cost roughly \$700 per issue, Ridley said. "We can get four-color ads to the marketplace for about the same price as spot-color or black-and-white tabloid ads in other publications."

The 5 1/2-by-8 1/4-inch, digest size is also a benefit, Ridley said. "If you put a pile of magazines on the table and ask someone to arrange them, the digest-size always ends up on top, which makes it the one people see first," he said.

Golfer is also available in Toronto; Simcoe/Muskoka (north of Toronto); Northern New Jersey; Southern New Jersey; Detroit; Columbus, Ohio; Sand Hills (Pinehurst), N.C.; South Carolina Sunbelt (Columbia/Greenville); Houston; Phoenix/Scottsdale, Ariz.; Palm Springs, Calif.; Tampa, Fla.; and Piedmont (Winston-Salem/Greensboro), N.C.

For more information contact Ridley at 770-962-7220.

Private club members join forces to keep Fla. course a private affair

By GLEN WINTER

Nearly five years ago, members of Suntree Country Club in Melbourne, Fla., discovered their club was for sale. Galvanized by the desire to keep the facility under local control, they raised \$7 million and purchased the club. Today, they face the challenges of competing for new members with the myriad of golf clubs in Central Florida, as well as managing the club.

With two 18-hole golf courses, tennis club, clubhouse, and pro shop to manage, Suntree's board of directors has been put on a steep learning curve.

At the same time, General Manager Michael Gracie has had to adjust to dealing with the committee structure, understanding and responding to member needs and answering directly to the board. Having been in various management capacities with Suntree since 1984, Gracie has seen many changes since the club was purchased. "I have been pleased with all the help the members give and how much they bring to the table," he said. "These are people who have been very successful in life and they want to enjoy all the amenities the club has to offer, so we try to respond to them."

One of his responses has been to replace nearly every department head. He explained there is a different mindset required of managers in an equity club. "They must be very responsive to members, while working within their budget. It is really an attitude," he said. "The staff needs to understand every member is now, in a sense, their boss and they must treat them accordingly."

To emphasize this, Gracie has an organizational chart on his wall with the word "Members" prominently displayed in the top box. As an example, he cited their tennis pro. "He has revitalized our entire tennis program primarily through his smiles, enthusiasm and response to members." Gracie is looking for those same qualities in his search for a new golf pro.

With an aging membership, many former golf members no longer play and have switched to social memberships. New members have been hard to come by. The original membership of 750 at the time of the purchase is now less than 700. Comptroller Wendy Knipple said 70 percent of club members are retired and reaching an age where they no longer play golf. Recognizing this problem, the club has instituted some new programs such as a summer camp for children in order to attract more families.

Having great programs is one thing, while marketing them to potential new members is another. "The former corporate owners of the club had a national advertising program we cannot afford," Gracie said.

Added Knipple: "Our marketing program is focused on achieving a more balanced membership between families and retirees, which will add to the long-term stability of the club."

Suntree's marketing program includes incentives to existing members and realtors who bring in new members, hiring

Glen Winter is a freelance writer living in Longwood, Fla.

a new membership marketing/sales director, time payment plans, one-year trial memberships and local advertising.

Since 1990, four new 18-hole courses have opened in Brevard County and a total of 17 courses in the six-county Central Florida area. No shortage of golfing alternatives exist. However, Suntree's management and members firmly believe the club is one of the best bargains in the area. There is an obvious pride in the club and the fact members were able to raise \$7 million to buy the facility.

"The courses and the facilities have

never been in better shape," Gracie said.

Of course, mistakes have been made. At the time of purchase, about 150 members did not become equity members although they were grandfathered in as associate members. They paid higher dues and were not allowed preferred tee times. Although the latter has changed, many hard feelings still exist, according to Knipple.

Also, the original bylaws, which have since been changed, specified that members had to be residents of the Suntree Planned Urban Development,

which further limited potential new members.

When asked about the long-term viability of the club, Gracie, responded: "We have a great community that is very affordable, the members are warm and friendly and the club is debt-free. Suntree will be here for a long time."

When asked whether he had any regrets about purchasing the club, Bert Powell, one of the original board members, said, "It was the only reasonable decision, otherwise the club would have been converted to a resort club."



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Consolidation

Continued from page 1

also take over GEI's 23 lease and/or management contracts, Berndsen said.

Berndsen said GEI's decision to sell does not mean the company perceives any weakness in the golf market, but simply reflects the fact that the larger, more successful management firms are growing through individual course acquisitions and/or mergers with other companies. For example:

- With the help of NGP, AGC has far surpassed the 200-course mark.

- ClubCorp, which stands at 175 courses, moved out of its traditional private club niche and into the public golf market back in 1986 with its purchase of CCA/Silband GolfCorp. That subsidiary evolved into GolfCorp, ClubCorp's public course subsidiary.

- Brassie Golf and Club Operations and Property Management merged last year, giving the combined firm over 50 courses.

- KSL — which made a big splash with its purchase of Palm Spring, Calif.'s PGA West and LaQuinta Resort and Club in the 1993 Landmark Land Co. auction — followed that up with the purchase of Fairways Golf, a 12-course public-access management company that has evolved into 22-facility KSL Fairways.

"The big are getting bigger to reap the benefits of clustering courses together and achieving economies of scale," Berndsen said.

KSL Fairways is a major proponent of clustering, said company President and Chief Operating Officer Eric Affeldt. "I wouldn't be surprised if you see additional acquisitions of small management companies by the larger ones," he said. "Buying an existing management company is one way to get big in a hurry. You may spend less time and money researching and buying one course than you do 20. But you don't spend 20 times as much buying the group as you do the single course. There are efficiencies in buying in bulk."

There are a handful of large management companies (handling more than 20 properties) and many smaller ones (less than 10), said Randy Williams, ClubCorp's executive vice president of development.

Golf Enterprises Inc. course listing

Following is a list of courses controlled by Golf Enterprises Inc., which has tentatively agreed to sell its 43 owned courses and management contracts to National Golf Properties:

Bayou Barriere Golf Club, New Orleans; Bent Tree Golf Club, Columbus, Ohio; Briarwood Golf Club, Baton Rouge, La.; Canoa Hills Golf Course, Green Valley, Ariz.; Corvallis (Ore.) Country Club; Crescent Oaks Country Club, Clearwater, Fla.; Crystal Lake Golf Course, Lakeville, Minn.; Desert Rose Golf Course, Las Vegas, Nev.; Diamond Oaks Country Club, Haltom City, Texas; Eldorado Country Club, McKinney, Texas; Emerald River Golf Course, Laughlin, Nev.; Forrest Crossing Golf Course, Nashville, Tenn.; Great Southwest Golf Club, Grand Prairie, Texas; Highlands Golf and Supper Club, Hutchinson, Kan.; Indian Creek Golf Course, Carrollton, Texas; Jess Ranch Golf Course, Apple Valley, Calif.; Killearn Country Club and Inn, Tallahassee, Fla.; Las Vegas (Nev.) Golf Club.

Lely Resort and Country Club, Naples,

Fla.; Links O'Tryon Golf Course, Campobello, S.C.; Meadowbrook Country Club, Tulsa, Okla.; Mission Hills North Golf Course — The Gary Player Course, Rancho Mirage, Calif.; North Hills Country Club, Little Rock, Ark.; Oakridge Country Club, Garland, Texas; Paradise Knolls Golf Course, Riverside, Calif.; Pawtucket Golf Club, Charlotte, N.C.; Pinery Country Club, Parker, Colo.; The Plantation Golf Club, Boise, Idaho; San Dimas (Calif.) Canyon Golf Club; Shandin Hills Golf Club, San Bernadino, Calif.; Shenandoah Country Club, Baton Rouge, La.

Simi Hills Golf Club, Simi Valley, Calif.; Stonebridge Country Club, New Orleans, La.; The Links at Stono Ferry, Charleston, S.C.; Summerfield Crossing Golf Club, Tampa, Fla.; Tallgrass Country Club, Wichita, Kan.; The Trails Golf Club, Norman, Okla.; Tustin Ranch Golf Club, Tustin, Calif.; Westin Mission Hills Resort Golf Course, Rancho Mirage, Calif.; Williams Golf Course, Mesa, Ariz.; Willow Fork Country Club, Katy, Texas; Woodhaven Country Club, Fort Worth, Texas.

"We track what the smaller ones are doing because there is potential there for larger companies, like ourselves," he said. "We've helped a lot of them get started because they may come see us some day. Buying a company like that could give us a presence in a market we haven't entered, yet."

Joe Black, president of Western Golf Properties, a 20-course management firm based in Scottsdale, Ariz., said several firms have sought to buy his company. "With the money coming into the business from Wall Street, you're seeing a lot of overtures being made," he said. "We're doing quite well. But many companies have entered the field in the last four to five years. Some aren't doing as well as they'd hoped and consolidation is something they are willing to explore."

The large number of courses in this

deal (43) and AGC's sheer size has some industry observers asking whether a conflict of interest could develop in markets where NGP owns some courses and manages others (through AGC), Black said. The question is whether AGC will work as hard promoting courses it manages as it will for those NGP owns in the same market.

"That question always arises," said NGP Associate General Counsel Neil Miller. "[Founder and Chairman] David Price owns half of this company [NGP] and virtually all of AGC. It would be foolish for him to do anything that would hurt either one. If anything, AGC's size provides more marketing power for course owners who have AGC manage their facilities."

As for its deal with NGP, GEI will receive approximately \$40.8 million in market value of NGP common stock and \$17.2 million in

cash. GEI stockholders will receive \$12 per share in a combination of \$6 in cash and \$6 in market value of NGP common stock for each share of GEI common stock.

"It's a good acquisition for them [NGP]," said Randy Williams, ClubCorp's executive vice president of development. "It seems like a pretty rich deal, though. It works out to around \$4 million per club. The revenues don't seem anywhere near that. But AGC is a lean, mean operating machine. And NGP's stock seems to do well."

Miller responded: "We did our homework and it seems like a good deal to us...It was an opportunity to pick up 20 courses in one transaction. It will improve NGP's funds from operations, help AGC's cash flow and gave us [NGP] an opportunity to issue additional stock equity."

Prior to this deal, NGP owned 81 courses, 80 of which it had turned over to AGC (Cobblestone Golf Group manages the other). NGP plans to continue acquiring courses, Miller said, even though the company has exhausted the \$97.8 million raised from its initial stock offering in August 1993 and the \$100 million in debt from a late-1994 private placement.

"We have a revolving credit line and we'll do more debt deals down the road," Miller said. "As a publicly traded company we have access to many sources of capital."

GEI first reported in January it was holding discussions with a potential buyer. Berndsen said GEI decided to publicize negotiations when the firm noted a flurry of activity involving its securities. GEI stock climbed from \$8 to \$11 per share over a few days earlier this year, he noted.

"As a publicly held company, we have an ethical and legal responsibility to provide information to potential investors when something we know about causes our stock to move," the GEI executive said. "It was obvious someone got hold of information that we were talking with a potential buyer, so we made that information public."

The agreement is subject to stockholder approval from both companies. The deal is expected to close May or June.

As for GEI employees, Miller said most people retain their jobs at the course level when AGC takes over a new facility.



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CIRCLE #145

EAGL expands management portfolio

Continued from page 53

Minn., an 18-hole Jeffrey Brauer design that EAGL will manage for the Iron Range Recreation and Resources Board.

EAGL's other properties include Amana (Iowa) Colonies Golf Course; Bos Landen Golf Club in Pella, Iowa.

Champions Club in Omaha, Neb.; Coal Creek Golf Course in Louisville, Colo.; Cross Timbers Golf Course in Azle, Texas; Crystal Springs Golf Course in Hamburg, N.J.

Iron Horse Golf Course in North Richland Hills, Texas; Ironhorse Golf Club in Leawood, Kan.; Knolls Golf Course in Omaha, Neb.

Lago Vista (Texas) Golf Clubs; Mira Vista Golf Course at Lowry Air Force Base in Denver; Northlinks Golf Course in North Mankato, Minn.

Painted Dunes Golf Course in El Paso, Texas; Riverside Golf Course in Austin, Texas; Sammons Park Golf Course in Temple, Texas.

Shoreline Links Golf Club in Carter Lake, Iowa; Stanford University Golf Course in Stanford, Calif.; Weeks Park Golf Course in Wichita Falls, Texas.

The key to EAGL's success, Heward said, has been getting the right people with the right training and providing them the resources they need. Total employment peaked at 850 last summer. Heward anticipates that figure will grow to 1,200 sometime in 1996.

"We stress success through accountability," Heward said. "We set high standards and hold people accountable. Everyone's goal is to make EAGL the best operator of golf courses in the industry."

Limited Partner Diana Peterson purchased 50 percent of the company in March, 1991 and the remaining stock in September 1992.

Her husband, Joel, a Stanford University Graduate School of Business instructor and former national managing partner of Tramwell Crow Co. (among the nation's largest development companies), also advises Evergreen Alliance.

Chairman and Chief Executive Officer Michael Lohner heads the EAGL staff. Lohner is a Stanford graduate, former consultant with an international management company and one-time landscape company owner. He is responsible for new business development, promoting EAGL's services and supervising course operations.

Heward, also a Stanford graduate and long-time recreation industry executive, is responsible for operations including finance, systems, legal and personnel.

Curt Grieser is the agronomic and construction specialist. He had 10 years experience at Lincoln (Neb.) Country Club and the Champions Club in Omaha as well as eight years as construc-

'Everyone's goal is to make EAGL the best operator of golf courses in the industry.'

— Gary Heward
EAGL President

tion superintendent for Landscapes Unlimited. He is assisted by Regional Agronomist Guy Auxer, a certified superintendent and specialist in using native plant material for reclamation.

Marriott Golf to assume control of nine European facilities

WASHINGTON—Marriott Golf has reached an agreement with Whitbread PLC to operate nine Whitbread facilities in the United Kingdom and Germany under the Marriott banner beginning March 4.

The facilities are all part of Whitbread's Country Club Hotel Group, a leading European golf operator and host to more than 50,000 corporate rounds annually.

The facilities include St. Pierre Hotel & Country Club near Cardiff Wales; Dalmahoy Hotel & Country Club near Edinburgh, Scotland; Forest of Arden Hotel & Country Club outside Birmingham, England; Truedelberg Hotel &

Country Club outside Hamburg, Germany; Breadsall Priory Hotel & Country Club in Derbyshire, England; Hanbury Manor & Country Club outside London.

In June, Goodwood Park Hotel & Country Club in West Sussex, England will join the Marriott portfolio as will the Meon Valley Hotel & Country Club in England in 1997.

Six major professional tournaments are scheduled at these nine facilities at various times this season.

The Marriott portfolio includes more than 20 additional facilities in the United States, Bermuda and Mexico.

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Cart lawsuits

Continued from page 53

injured party from recovering damages if the injury was caused in any part whatsoever by his or her own negligence or misconduct.

Modern rules in most states have been changed to a "comparative negligence" rule. This permits recovery even when the injured party is partially at fault. This is intended to hold others responsible only to the proportion they are actually at fault for causing injury. Different states

Nancy Smith is an attorney practicing in Pasadena, Calif. You may call her with story suggestions/queries at 818-585-9907.

have different ways of implementing the rule. Most states recognize the inherent unfairness of barring a suit by an injured party who is, say, only 1 percent responsible for his injuries against another who may be 99 percent responsible.

The driver of a cart that injures another can be sued under various scenarios:

- When a passenger is thrown from a cart due to a sharp turn;
 - When a passenger's injuries are caused by operating the cart before the passenger was seated;
 - Injuries caused by excessive speed.
- "The driver of a golf cart may be liable for injuries caused to either the passenger or some other patron on the golf course as a result of the driver's negli-

gent operation of the golf cart. This liability is similar to the liability imposed on a person who operates any other motor vehicle in a negligent manner and causes personal injuries to another," Peterson wrote.

Suits may also be filed against the cart owner — the course operator, golf pro or whoever runs the rental operation.

"Since most golf courses rent golf carts to their patrons, the lessor of the cart is often the golf course owner, but it may also be a rental agency, a golf professional who independently operates a golf pro shop, or some other person or entity," according to Peterson.

Such suits may be filed for:

- Renting the cart when it is in a defective condition;

- Negligently entrusting the cart to a negligent driver;

- Improper maintenance of the golf cart, such as the brakes;

- Negligent failure to inspect or maintain the cart, such as the front-wheel support.

Suits may be filed against the lessor of a golf cart for failing to warn of dangerous propensities of the golf cart, such as:

- Lack of brakes when going backward;

- Propensity to tip over.

A manufacturer may also be sued on various theories:

- For injuries caused by defective arm and back rests;

- For defective design causing the cart to be unstable;

- Failing to warn of defect, including the propensity to tip over.

Many courses attempt to limit liability by using signed waivers. The law on such waivers is technical and varies by state.

"A number of courts have addressed various other issues relevant to the negligence or liability of a lessor of an injury-causing golf cart. Use of an exculpatory clause in a rental agreement by a lessor in an effort to avoid liability for an injury caused by a cart was held by some courts to be void for public policy reasons," wrote Peterson.

Additionally, suits may be filed against golf courses for cart injuries caused by problems on the course itself.

"An owner or operator of a golf course or part is under a duty to exercise reasonable care in constructing, maintaining, and operating the course or park, and is also under a duty to exercise ordinary care in promulgating and enforcing reasonable rules for the protection of those rightfully using the park or course," Peterson said.

For example, a course was sued for negligently maintaining a path which caused a cart driver to have an accident. In one case, a course was sued when a cart drove into an unmarked tree stump.

However, another court threw out a case in which a driver was injured when he drove into the rough and the cart went down a ravine. The court found the course had no duty to anticipate such operation of the cart and warn against it. Some golf courses escape liability because they are owned by government entities that fall under special immunity from suit.

Another source of suit against golf courses is for the wrongdoing of employees. One course was sued by a golfer who was injured when struck by a cart operated by a caddy employed by the course.

Although suits come in various forms, the obvious lesson is that insurance to cover for such unexpected mishaps is essential. Insurance is a must not only for the golf course, but also for any subcontractors or other entities, such as golf pros and cart-rental business.

Any agreement with such businesses should require proof of insurance in adequate amounts and for appropriate coverage. Some business owners require parties with whom they do business regularly to actually name the primary business as an "additional named insured."

Another helpful practice is to periodically verify proof of insurance. An insurer will issue proof of insurance at the policy's outset. Premiums are paid periodically. If premiums are financed and the insured has financial troubles, non-payment of premiums can result in cancellation of the insurance. Unscrupulous business owners have paid premiums, obtained proof of insurance to show others, then cancelled the policy and received a premium refund. This leaves the risk uninsured and the contractor duped.

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BRIEFS



STONE HIRES GEOSCIENTIST

RALEIGH, N.C. — Andrew Hiscock, a leading agrochemical scientist, has joined Stone Environmental, Inc. (SEI) as senior geoscientist. With his arrival, the company has opened a Southeast Regional Office here at 206 Langston Mill Court, Raleigh, N.C., 27606; phone-fax is 919-387-4704.



Andrew Hiscock

Hiscock will manage agrochemical monitoring studies, environmental site assessments, and hazardous materials remediation projects.

BARENBRUG HIRES SALES MANAGER

TANGENT, Ore. — Barenbrug USA has named John Farrell sales manager at its Garfield-Williamson Division's professional products division. In his new position, Farrell will handle sales to the professional turfgrass industry in Garfield-Williamson's Eastern region, while also fulfilling selected responsibilities nationally for Barenbrug USA. Farrell spent the last 10 years with Lofts Seed Co. as a golf turf specialist, serving golf course superintendents, architects and builders.

BEEBE TO COORDINATE JACKLIN PR

Brandie E. Beebe, a lifelong resident of Coeur d' Alene, Idaho, has joined Jacklin Seed Co. Beebe will be working in the Marketing Department, coordinating the advertising and public relations for Jacklin Seed Company and the newly formed division, JacklinGolf. Beebe, a 1994 graduate of the University of Idaho, received a bachelor of science degree in public relations.



Brandie Beebe

BILLMAN JOINS ZAJAC STAFF

ALBANY, Ore. — Michael Billman has joined Zajac Performance Seeds as warehouse supervisor for the company's office/warehouse here. The soon-to-be-completed facility is situated on a 33-acre site, and is equipped with advanced mixing equipment and an extensive truck-handling capability for prompt, efficient shipments. The warehouse will serve as the consolidation point for the company's proprietary turf grasses and mixtures as well as for common grasses and forages.

Lesco acquires Pro-Lawn

CLEVELAND — Lesco, Inc. has signed an asset purchase agreement to acquire the Pro-Lawn Division of Agway, Inc. for an undisclosed amount of cash.

Pro-Lawn is the largest regional supplier of professional turf care products serving the golf course, landscape, commercial and lawn care market in the Northeast. The division markets fertilizer, turf seed, turf protection and other specialty products in 16 states to a broad array of customers. Annual sales revenue is approximately \$30 million.

Said William A. Foley, chairman, president and chief executive officer of Lesco: "We believe this move strengthens our position in the strategically important Northeastern U.S. market."

Lesco, Inc. now serves more than 90,000 customers nationwide and distributes its product through its Lesco Service Centers, Lesco Stores-on-Wheels, lawn care service representatives, telemarketing and catalog sales.



ACQUISITIONS

Flowtronex PSI, Amiad join forces

COLUMBUS, Ohio — Zebra mussels, fresh water clams, algae-infested water sources. Inspired by the golf industry's growing dependence on high quality filtration systems, pump station manufacturer Flowtronex PSI has forged a precedent-setting marketing agreement with filtration systems manufacturer Amiad Filtration Systems.

The agreement, which took effect Jan. 1, grants Flowtronex PSI world wide marketing rights to Amiad filters for the golf course industry. What that means, said Flowtronex PSI President Dave Brockway, is greater responsiveness to customer concerns.

"Until recently, we simply followed customer specifications when it came to pump station filtration," said Brockway. "But filtration emerged as a more crucial issue in the last few years due to mounting water-quality problems. Superinten-

Continued on page 60



KNOX TEAMS WITH PURSELL

PGA touring pro Kenny Knox has joined the Pursell Industries team as a special sales representative. The three-time tour winner will represent the Alabama-based fertilizer firm throughout 1996 in a variety of golf-related customer outreach activities, helping to showcase Pursell's Polyon fertilizer encapsulating technology. While playing in Tour events and at Pursell-sponsored activities, he will wear Polyon apparel and use a custom-designed Polyon golf bag.

COMMENTARY

While keeping an ear to the trade show floor

By HAL PHILLIPS

ORLANDO — The GCSAA show has traditionally been an effective platform from which companies introduce new products and technology. Though its secret weapon is still winding its way through the offices of the Environmental Protection Agency, Rhone-Poulenc made a big splash in Orlando with its new mole cricket control system, Chipco Choice. Experimental Use Permits have been



approved in six Southeastern states where, by all accounts, Choice has met with rave reviews. "Superintendents and

researchers are telling us they've never seen anything like it," said R-P's Andy Seckinger. The active ingredient in Choice, fipronil, attacks the mole cricket nervous system. However, according to R-P researchers, fipronil has minimal effect on mammalian nervous systems and, thus, might have broader applications in the pest-control market. Seckinger said Choice should be approved for superintendent use sometime this spring, hinting that it would have been okayed by now if Democrats and Republicans hadn't shut down the government three times since November.

•••

There's nothing like a good ol' fashioned catfight, especially when it's played out between respected companies on a trade show floor. In Orlando, the best example pitted Rain Bird and Toro Irrigation in a battle over which company supplies irrigation systems to the *Golf Digest Top 100*. Rain Bird claims five of the top 10, prompting Toro to claim 75 of the top

Continued on page 62



NEW PRODUCT OF THE MONTH

Behold, the Water Hog, an Irish invention that removes surface water at a rate of 6,000 gallons per hour. Now manufactured in the U.S. by Star Transportation of Englewood, Colo., the ride-on Hog, powered with an 11-hp Honda engine, retails for \$11,500, while the Hog Jr., a lightweight, walk-behind model, goes for \$795. Both machines use the principal of sponge-covered, take-up drums which act as wheels. The sponges, which are non-invasive to the terrain, feed water to a drum which collects and stores the water, which is wheeled away and emptied. The ride-on model, as you can see, simply shoots the water away — up to 50 feet away. For more information on the Water Hog, call Star at 800-495-4429. For more new products, see page 66.

Fish-based fertilizer shows real promise

By JOHN SCHMITZ

Cold ocean waters off the Oregon coast are the principal source of a new organic fertilizer formulated to grow healthier greens, tees and fairways. So far, the product is showing good promise during testing at a nine-hole course on the Long Beach Peninsula in the state of Washington.

BioGro (9-3-5), which is made by fish feeds producer Bioproducts of Warrenton, Ore., consists mainly of the organic by-products of fish-processing plants along the Oregon coast. Rob Gould of Pacific Organics in Salem, Ore., who consulted with Bioproducts, said the natural, slow-release nutrients it contains actually serve to increase the health of soil microbes, which in turn leads to healthier grass plants.

There's certainly nothing new about

Continued on page 64

Still diversifying, Toro buys Liquid Ag

BLOOMINGTON, Minn. — The Toro Co. has formed a new business organization to foster new product lines and services. Ram Kumar, vice president, new businesses, will lead the new group.

One of the new organization's first actions was the acquisition of two golf course industry firms.

Toro has signed a letter of intent to acquire Liquid Ag Systems, a Florida-based company formed in 1973 by Max Brown, PhD. Liquid Ag provides customized liquid fertilizers to commercial customers, with an emphasis on the golf industry. Liquid Ag and Brown pioneered the development of fertigation, the process of micro applications of liquid fertilizers through existing irrigation systems.

Liquid Ag products will be marketed under Toro's Bio Pro line of diagnostic systems, fertigation

products and agronomic services. Brown will become director of agronomic services for Toro.

Toro has also signed a letter of intent to acquire Integrated Control Systems and Services (ICSS) Inc., an Abilene, Texas-based information technology management firm. ICSS had managed Toro Irrigation's National Support Network (NSN).

Toro has formed a new customer service systems group (CSS) to manage NSN. Cynthia Love, EdD, founder of ICSS, will become director of the CSS group for Toro.



ACQUISITIONS

DowElanco, Mycogen sign pact

INDIANAPOLIS — DowElanco, Mycogen Corp. and The Lubrizol Corp. have signed definitive agreements for transactions through which Mycogen will acquire DowElanco's United AgriSeeds business and DowElanco will take approximately a 46 percent equity stake in Mycogen.

San Diego-based Mycogen agreed to issue about 4.5 million shares of common stock to Indianapolis-based DowElanco in exchange for United AgriSeeds and \$26.4 million in cash. In a

separate transaction, DowElanco agreed to purchase all of the 9.5 million shares of Mycogen common stock owned by Cleveland-based Lubrizol, Mycogen's largest stockholder, for \$126 million. These include 3.4 million newly issued shares resulting from Lubrizol's conversion of its 19.5 percent ownership interest in Mycogen's seed business and \$31.6 million of Mycogen preferred stock. At the completion of those transactions, DowElanco will hold approximately 14 million of the 30.4 million outstanding shares of Mycogen common stock. The agreement allows DowElanco to acquire additional Mycogen common shares.

The transactions are subject to government approvals.

United AgriSeeds and Mycogen Seeds will create an entity that had 1995 seed sales of more than \$100 million. Mycogen consolidated sales of 10 regional brands and sold all of its seed products under the Mycogen brand for the first time in 1995. United AgriSeeds markets its products under the Lynks and Keltgen brands.

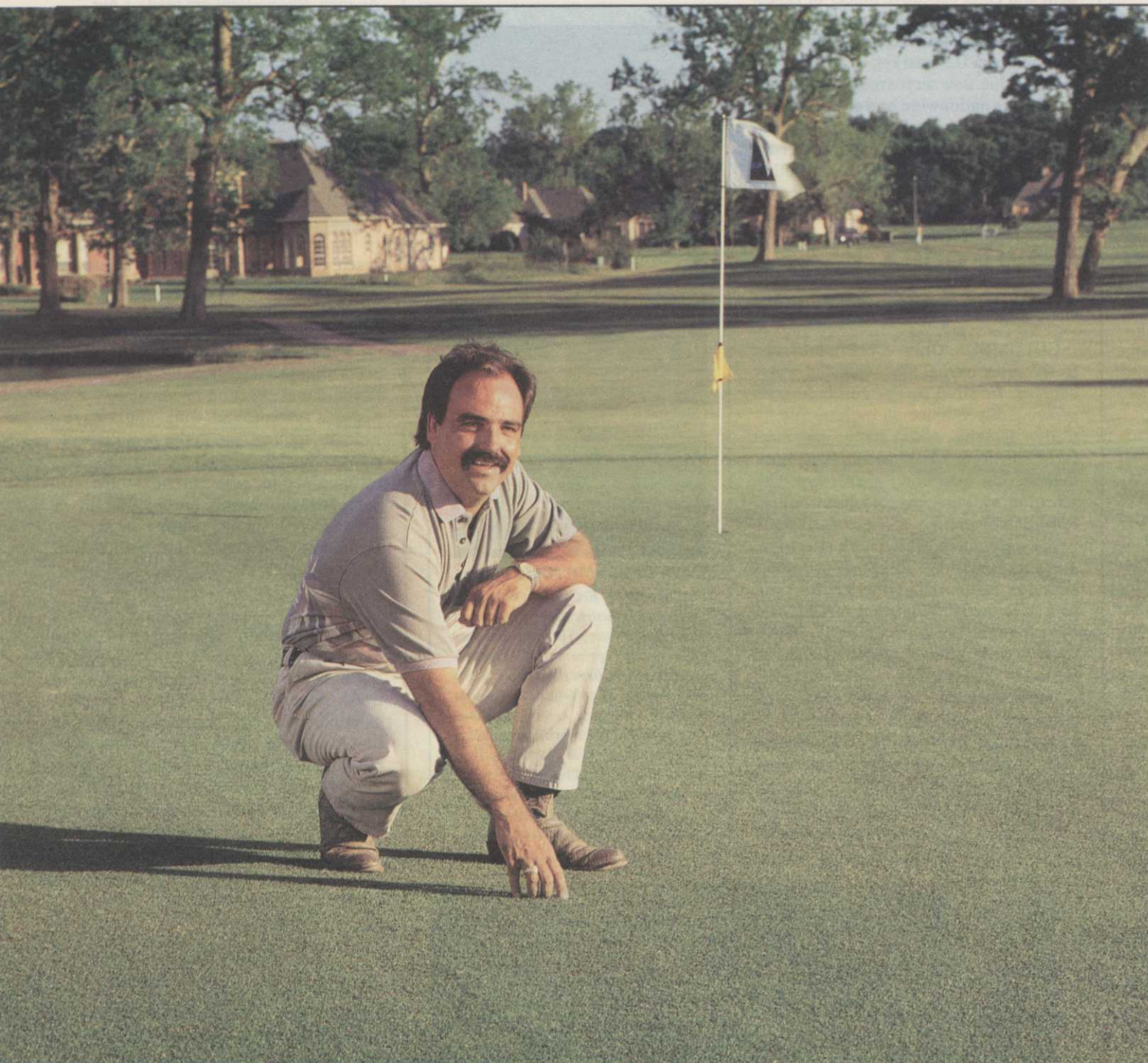
Flowtronex/Amiad

Continued from page 59

dents, contractors and consultants started seeking our advice and encouraging us to assume a more proactive role. They specifically sought our assistance in specifying, installing, and servicing filters, as well as offering personnel training for on-going maintenance. Their inquiries brought us directly to our new agreement with Amiad."

The service commitment encompasses all operational aspects. First, Amiad will provide extensive filtration application training to all Flowtronex PSI sales and engineering personnel. Second, to meet field service requirements, Amiad will conduct service classes for Flowtronex's 100-plus FlowNet service network. As part of their annual FlowNet certification requirement, these technicians will be thoroughly schooled on all significant aspects of Amiad filtration products over the next year — making partners Amiad and Flowtronex PSI the only filter suppliers in the industry with a nationwide service chain providing local filter service capabilities.

And, according to Brockway, customer choice will be protected by the flexibility inherent in the agreement. "Any other pump manufacturer can utilize Amiad filters on their equipment," explained Brockway. "Likewise, Flowtronex PSI can put other filters on our pump stations. The difference to customers arises when both our equipment and Amiad filters are utilized in tandem, as we can then provide greater service both before and after the system hits the filed."



"We have been using ROOTS™ for a couple of years, and started the 1-2-3 Program in November 1994, spraying every three weeks since then. We have better rooting on our greens during spring transition than I have seen in years past. The 1-2-3 Program may not be entirely responsible for the enhanced rooting, but our overall turf quality has definitely improved since the initiation of this program."

John Walker, Golf Course Superintendent
Weston Lakes Country Club

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Hawke to keynote Golf Asia '96

SINGAPORE — Former Australian Prime Minister, the honourable Robert J.L. Hawke, has been confirmed as keynote speaker at the sixth Asia Pacific Golf Conference, to be held here in conjunction with Golf Asia '96, March 26-28.

With his opening speech, Hawke will set the stage for three days of development and management seminars. He will attempt to identify the key issues and, on a macro level, outline the opportunities and pitfalls of which golf course developers

should be aware. During his distinguished career, the Australian Hawke has forged close ties with the Asia-Pacific region, most notably founding the organization for Asia Pacific Economic Cooperation (APEC).

The sixth Asia Pacific Golf Conference precedes Golf Asia '96, the trade show scheduled for March 28-31, at the World Trade Centre. For more information on the conference and exhibition, contact Clare Milford here at 011-65-296-6961; or fax 011-65-293-5628.

COOK TO GOLF VENTURES

LAKELAND, Fla. — Frank Cook has joined Golf Ventures, Inc. as a sales representative for fertilizers, chemicals, accessories and specialty products. A past director of the Florida GCSA, Cook is the former head superintendent at Sugarmill Woods Country Club in Homosassa and Bardmoor CC in Largo. Prior to joining Golf Ventures, Cook was a sales rep for Liquid Ag, Inc.

Rogers adds far-flung distribution

SASKATOON, Sask., Canada — Jay Gronsdahl has joined Rogers Innovative, Inc. as marketing manager for the Western U.S. and Mexico. He is responsible for all marketing activities within the region as well as market and sales development through the company's independent distributor network.

Also, Rogers has added three international distributors:

- Hardi U.K. Ltd. in Hinckley, England, under the direction of Colin Gregory.
- Tempoverde Sri in Torino, Italy, under the direction of president Augustino Gaude.

Italy, under the direction of president Augustino Gaude.

• Dan Paul Traders Pte Ltd. in Singapore with director Daniel Chan.

Hardi, the largest marketer of sprayers in the United Kingdom, will distribute the Rogers Windfoil sprayer line and Root Zone Injectors throughout the UK, while Tempoverde will market the product line in southern Europe.

Dan Paul Traders will distribute in selected areas of the Asia-Pacific market.

NEWS IN BRIEF

DES PLAINES, Ill. — **Sandoz Agro, Inc.** has appointed Sean Lynch marketing services associate in the firm's Professional Pest Management division. Lynch will be responsible for managing public relations, product promotions, market research, advertising, trade shows, literature fulfillment and direct marketing. Before joining marketing services, Lynch was a field sales representative for Sandoz Turf & Ornamental.

ARLINGTON HEIGHTS, Ill. — **CETCO** (Colloid Environmental Technologies Co.) has promoted Michael Lapinski to vice president-controller. Lapinski, 41, was formerly corporate controller for CETCO's parent company, AMCOL International Corp., a worldwide specialty minerals and chemicals company. Lapinski joined AMCOL (formerly American Colloid Co.) in 1988 as controller. Also, CETCO has a new area code, effective Jan. 20. Take note: The new phone number is (847) 392-5800, and the fax number is (847) 506-6150.

DELAVAN, Wis. — **Sta-Rite Industries** has named Dennis Jenkins vice president-manufacturing. Jenkins will oversee manufacturing operations at Sta-Rite's domestic plants here in Delavan and Waterford, Wis., Grand Island, Neb., and Oxnard, Calif. Jenkins was previously vice president-operations for Imperial Eastman, a division of the Pullman Co. and distributor of hydraulic and pneumatic components in Itasca, Ill. He has also served as director of manufacturing for Price Pfister, Inc., a division of the Black & Decker Corp., in Pacoima, Calif.

PETALUMA, Calif. — **BioTherm Hydronic, Inc.** has announced Tony Neemann's promotion to systems design engineer. BioTherm's Turf-Temp's System — designed to manipulate root-zone temperatures by circulating hot or cold water to create year-round play on both putting greens and tee boxes — was recently upgraded on the 5th hole at Pebble Beach Golf Links.



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Kubota takes action against knock-offs

TORRENCE, Calif. — Kubota Corp. and two of its U.S. affiliates, Kubota Tractor Corp. and Kubota Manufacturing of America Corp., have filed an action with the International Trade Commission in Washington, D.C. to stop the importation, distribution and sale in the United States of "gray market" Kubota tractors designed for sale in the Japanese market.

These "gray market" tractors are materially different in several respects, including safety features, from comparable

Kubota tractors designed for sale in the United States. The importation, distribution and sale of the "gray market" Kubota tractors have caused and are likely to cause confusion in the marketplace, according to Richard Briggs, legal counsel for Kubota Tractor Corp. The ITC is expected to initiate its investigation of this matter early this month. The ITC action is expected to take about one year to conclude.

For further information, contact Briggs at 310-370-3370.

An ear to the floor...

Continued from page 59

100. Competition breeds this type of one-upsmanship, but it also breeds studied innovation; and no segment of the golf industry has benefited more from a spirited technological free-for-all than irrigation. Case in point: While celebrating the 20th anniversary of its computerized Maxi system this year, Rain Bird trotted out its Maxi for Windows Stratus, the company's second generation of Windows-based software designed for superintendents with little or no computer experience. Toro countered with TouchNet, an irrigation control system operated via fingers on a computer screen, as opposed to key strokes. Obviously, this innovation is also aimed at the technologically challenged superintendent.

In November, on the heels of Pursell Industries' alliance with J.R. Simplot and Vigoro Corp.'s recommitment to golf, I opined on the increasingly crowded, competitive fertilizer industry. This dog-eat-dog situation was highlighted in Orlando, where all players fought for the attention of superintendents while trotting out the market's new product-line must: slow-release technology. Vigoro jumped into the game with V-Cote, which joins The Scotts Company's Poly-S, Pursell's Polyon, and ESN from United Horticultural Supply. However, the prime-time players — which also include Milorganite, Lebanon Seaboard, Vicksburg Chemical and The Andersons — would be well advised to peer over their collective shoulder at Terra, golf's sleeping giant. Once an ag-only firm with \$3 billion in sales, Terra has set its considerable sights on golf by aggressively gobbling up distributorships in the Midwest and Southeast. While most of Terra's 400-plus distributors are primarily agricultural, the firm plans to convert them all into golf/ag dual outlets. Further, by its own admission, Terra products target the public-access market, i.e. the mid- to smaller-budget courses that now comprise two-thirds of the nation's golf course stock. Terra has developed a fairly complete line of chemical and, yes, fertilizer products, making the Sioux City, Iowa-based firm one to watch... One



last fertilizer note: Scotts now lists its common stock on the New York Stock Exchange under the symbol SMG, chosen to represent the Scotts/Miracle-Gro merger. According to President and CEO Theodore Host, this is another step in Scotts continued growth. Since the company went public in January 1992, sales have gone from \$413.6 million to \$732.8 million in fiscal '95.

After 20 years with Tee-2-Green/Turf Seed, Dr. Bill Meyer is leaving the Hubbard, Ore.-based firm to head up the prestigious Turfgrass Breeding Program at Rutgers University. Turf Seed honcho Bill Rose expressed remorse at losing such a respected name in the seed business, but it appears Meyer has left the company with a stable of promising new bentgrasses, now being tested at sites all across the country. Testing in Oregon has been washed out, literally, by the well publicized flooding. Will this affect pricing come fall? "We don't see any problems," explained Mike Robinson of Seed Research. "The problem is mostly along the riverbanks, and we don't grow a lot of seed there." Robinson did say there will be a shortage of ryegrass seed this year, meaning higher prices. Excessive demand, reduced acreage and chemical damage could reduce the total yields as much as 20 percent, he said. "Also," Robinson added, "because it was so wet, we had a serious slug outbreak in the younger fields." Field burning used to take care of the slugs, but that practice has been banned. The only remaining control is slug bait pellets, which were largely washed away by heavy rains, Robinson said. Then there's the wheat issue: "Wheat prices are high, and wheat can be grown on ryegrass fields," he explained. "If it's \$5 per bushel, the growers might plant wheat instead. With wheat, costs are lower, you don't have to spot spray and you can sell it on the futures market."

It appears the Golf Car Manufacturers Association, a trade group representing the interests of industry buggy-makers, has fallen into a state of inaction as Club Car has stopped reporting its quarterly sales numbers. In terms of the industry's major players, that leaves only Yamaha and E-Z-GO to compare figures. "And there isn't much point in that," said one industry source. Liability and emission issues will more than likely bind the three major manufacturers together in some form, but the association has lost a major *raison d'etre*.

Rohm & Haas, makers of Dimension pre-emergent herbicide, have taken a gamble by cutting recommended application rates when the product is applied to fertilizer. If the weather is good this year, they'll likely come out smelling like a rose as performance will probably not dip commensurate with the application rate. This will also place pressure on competitors to follow suit by similarly cutting application rates, and profits. However, if the weather is bad — producing conditions more favorable to disease — the lower rate could backfire on Rohm & Haas. Key to applying pre-emergent herbicide to fertilizer is pellet size: The smaller the pellet, the more evenly the chemical is spread. With a lower application rate, it's even more vital that superintendents seek out the smaller pellet.

Stay tuned.

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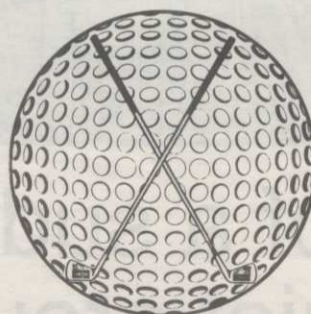
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Jacobsen honors excellence in distribution

CHARLOTTE, N.C. — S.V. Moffett Company, Inc. of West Henrietta, N.Y., earned the Jacobsen Professional's Choice Outstanding Service Award for 1995 at Jacobsen's International Business Conference held here. Moffett was recognized for its high level of customer service and its participation in Jacobsen-sponsored service programs.

Moffett president Steve Moffett accepted the award from Jacobsen President Phil Tralies, Vice President of Sales and Marketing Harold Pinto, and Man-

ager of Technical Services John Oldenburg. Moffett was also honored by Jacobsen as a Distributor of the Year for 1995.

In other Jacobsen news, G. L. Cornell Company of Gaithersburg, Md., was honored by Jacobsen as a Distributor of the Year for 1995. The award, recognizing superior sales and service efforts, was presented to G.L. Cornell President Larry Cornell and Operations Manager Bill Brown in Charlotte.

Outdoor Equipment Company of Chesterfield, Mo., was

also honored by Jacobsen as a Distributor of the Year for 1995. The award was presented to Outdoor Equipment President Tom Walker in Charlotte.

Superior Turf Equipment, Inc. of Auburn Wash., was also honored by Jacobsen as a Distributor of the Year for 1995. The Award was presented to Superior Turf Equipment President Jeff Boullioun in Charlotte.

Delta States Turf, Inc. of Baton Rouge, La., was also honored by Jacobsen as a Distributor of the Year for 1995. The

award was presented to President Kim Robertson, Vice President Jeff Canady and Sales Manager Mike Drury in Charlotte.

Wilfred MacDonald, Inc. of Lyndhurst, N.J., earned the Jacobsen Golden Reel Award for 1995, signifying six selections as a Jacobsen Distributor of the Year. The Golden Reel Award recognizes long-term sales and service excellence, and was presented to Wilfred MacDonald President Jim Pelrine in Charlotte.

Horizon Turf, Inc. of Phoenix, Ariz., and Horizon Turf of Nevada, Las Vegas, Nev., were both honored by Jacobsen as a

Distributors of the Year for 1995. The award was presented to Horizon Turf President Jim McGahey and branch manager Dennis Nelson in Charlotte.

Horizon Turf also earned a Jacobsen Leasing and Financing Million Dollar Club Award and a Textron Financial Corporation (TFC) Achiever Award. The Million Dollar Club Award was presented to those distributors who helped finance more than \$1 million in sales through Jacobsen Leasing and Financing. The TFC Achiever Award went to the distributor with the greatest percentage increase in financed sales.

Toro Co. plants earn ISO 9000 certification

BLOOMINGTON, Minn. — The Toro Co. has announced it has achieved the prestigious ISO 9000 certifications for international quality consistency at two of its largest manufacturing plants. Toro becomes the first full-line irrigation manufacturer and the first full-line commercial turfcare equipment manufacturer to receive the coveted ISO 9000 designations.

Toro's Irrigation Division in Riverside, Calif., the manufacturing plant for Toro golf, commercial, and residential irrigation products, was certified for ISO 9001. Since both design and manufacturing are conducted at Toro's Riverside plant, the ISO 9001 designation was assigned.

Toro's Tomah, Wis., manufacturing plant, the main manufacturing facility for commercial products, was certified ISO 9002, the designation for plants that perform the manufacturing function only. The Tomah facility supplies more than 250 different Toro models for the domestic and international turfcare industry.

"Product confidence is the foremost customer benefit of Toro's ISO 9000 certifications," said Greg Hollahan, one of the Toro total quality managers who helped coordinate Toro's intensive drive to ISO certification.

Simply defined, ISO 9000 is a formalized set of quality definitions and standards developed by the International Organization for Standardization. A certified company must identify and document processes for all elements of its facility or operation and present this to an independent auditor. If certification is given, the company must be audited every six months to retain the certification.

A company whose processes are ISO certified is considered more capable of manufacturing products to a level of product consistency and quality. The need for ISO certification is increasing and many customers, particularly in foreign countries, now consider ISO 9000 certification a prerequisite when purchasing commercial products.

GOLF COURSE NEWS

EVERY MORNING, THERE ARE TWO THINGS YOU CAN COUNT ON: THE SUN WILL COME UP. YOUR CARRYALL WILL GO TO WORK. THAT'S RELIABILITY. [ACCORDING TO A RECENT SURVEY OF GOLF COURSE SUPERINTENDENTS, THE CARRYALL BY CLUB CAR® IS THE MOST RELIABLE LIGHTWEIGHT TURF UTILITY VEHICLE ON THE MARKET.*] AND NOW THAT OUR CARRYALL II PLUS HAS A NEW, MORE POWERFUL 11-HP, 4-CYCLE ENGINE, IT CAN ONLY GET BETTER. FOR PERFORMANCE, SERVICE, AND SUPPORT, RELY ON **CARRYALL**. CALL 1-800-643-1010 AND **DRIVE IT TO WORK.**



*Based on research conducted by the Center for Golf Course Management, a subsidiary of the Golf Course Superintendents Association of America.

TurfHealth Care and Becker-Underwood join forces

Turf Health Care, L.C. has been formed as a joint venture between Becker-Underwood, Inc., a manufacturer and marketer of specialty turf products, and Plant Health Care, Inc., a leading company of world-renowned scientists who specialize in biological products for horticulture and reforestation.

Turf Health Care will market biologically derived specialty products to the golf, turf and related industries. Turf Health Care is headquartered in Ames, Iowa, and will operate separately from its parent owners, Becker-Underwood and Plant Health Care.

Turf Health Care brings to the green indus-



try BioPak, WSP, and BioPak WSP (Fe) with 10 percent iron, the industry's first biostimulants available in water-soluble packets for use on established turf, landscape and sod. These products will be sold nationwide through turf and ornamental distributors.

For more information about Turf Health Care products, call 800-418-9333.

Fish fertilizer

Continued from page 59

fish fertilizers. What makes BioGro unique, explained Bioproducts development manager Ron Anderson, is that unlike its powdery predecessors, BioGro is available in pellets.

The pellets come in two sizes: a uniform fine grade (1.5 millimeters) for fairways, collars and tees, and an even smaller greens grade with various-sized granules (0.78 to 1.3 mm). Because the pellets are actually extruded from a paste made up of the various ingredients, it is said to be

easier to handle and apply.

One of the advantages of BioGro over poultry-based fertilizers, Gould said, is that ocean fish do not contain the turf-damaging, antibiotic and hormone residues that commercially grown chickens and turkeys do.

The secret to growing healthy, beautiful turf, said Gould, is to first make sure that the soil it lives in is healthy. BioGro accomplishes this by providing slow-release nitrogen, phosphorous and potassium that microbes and worms can break down more efficiently. It's these more easily digestible by-products of microbe and worm activity that the root hairs of grass plants actually use for food.

In cases of diseased turf, Gould said BioGro works the same way that holistic medicine does: it gives the plant what it needs to heal itself rather than attacking disease-causing organisms with hard chemicals. One of the fringe benefits of organic fertilizers such as BioGro, he added, is that in the process of becoming healthier, plants build a better immunity to diseases and thus require fewer fungicides.

Not too far from Bioproducts headquarters near Seaside, Ore., BioGro is undergoing full-scale testing on a nine-hole golf course. "I'm satisfied with it that it's working," said Jerry Zorich, who, along with his wife, Barbara, operates Peninsula Golf Course in Long Beach, Wash.

Zorich noted that although BioGro doesn't at first give quite the green lustre that chemical fertilizers can and is not as fast acting, a little patience will reward him with healthier turf. "I think it's something that you build up over a period of time," he said. "Once we refine how much it's really going to take to hold it [greens, collars and tees] to a certain level, I think we're going to be real happy with it."

Zorich is applying 50 pounds of greens-grade BioGro to his greens, all of which measure about 2,300 square feet, every 21 days. Collars and tees are nourished with fine-grade BioGro. As with chemicals, he noted, there is some pick up of fertilizer pellets on the first and sometimes second day of mowing.

Zorich also has hopes for broader applications.

"I'm using a fungicide to spot kill the fungus now, but I'm hoping that once we get good, healthy grass we will be able to avoid that," he said.

At \$450 to \$650 a ton, BioGro is priced about the same as chemical fertilizers, Zorich said. Peninsula is actually an organic proving ground for a larger, 18-hole course Zorich plans to build in the future. He said once it was known he wants to be "100 percent environmentally correct using all organic materials," acceptance of his plans have met with wider approval by the local planning department and state environmental officials.

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EPA okays Riverside tank mix

SIoux CITY, Iowa — The Environmental Protection Agency has approved the use of Riverside Simazine 90DF in a tank mix with herbicides such as Gramoxone, Roundup, Solicam and Surflan for a wider spectrum of weed control in turfgrass (southern varieties only) for fairways, lawns and sod production. Simazine a product from Terra International, Inc., is most commonly used to control many annual grasses and broadleaf weeds. Simazine is recommended for use with Gramoxone, Roundup, Solicam and Surflan for postemergent weed control.



WAYNE, N.J. — **Pendulum 3.3 EC** turf herbicide, the emulsifiable concentrate formulation of American Cyanamid's popular preemergent herbicide, has been approved for use in the state of California, according to Gary Curl, senior market manager for the company's Turf, Ornamental and Pest Control group. The product is now approved for use in turf, lawns and established landscape ornamentals in all 50 states.

DES PLAINES, Ill. — **Sentinel** turf fungicide, from Sandoz Agro, has been registered for use in New York state according to the New York State De-

partment of Environmental Conservation. A supplemental label now is available outlining directions for use. The low application rates of Sentinel turf fungicide provides up to 35 percent longer control of 14 tough golf course diseases including summer patch, dollar spot and brown patch. Sentinel fungicide is offered in cases of four, 21.6-oz. cans containing five, 3.6-oz. water soluble bags. For a copy of the New York state supplemental label or information about any of Sandoz turf management products call the toll-free Sandoz Specialty Products Service line at 1-800-248-7763. Or contact your New York Sandoz distributors, Agriturf and Metro Milorganite.

Barenbrug expansion completes first phase

TANGENT, Ore. — Barenbrug USA recently completed construction of the first phase on its new facility located here on Highway 99.

The new warehouse includes more than 35,000 square feet of seed storage and staging areas, a 7-bay loading dock and rail-car siding.

Using the most modern building materials along with state of the art lighting, ventilation and traffic flow patterns, Barenbrug's final phases on this project will enable the company to process, blend, package, and ship grass seed orders in the cleanest and most efficient environment available.

The approximate 100,000 square foot project, including brand new process and office facilities with demonstration fields, is scheduled for completion next year and Barenbrug USA will announce an open house and building tours at that time.

BOCK TO REP NATIONAL SEAL IN SOUTHEAST

BATON ROUGE, La. — Peter Bock has been appointed regional sales representative for the South Central United States for National Seal Co. In his new position, Bock will direct sales of geosynthetics for waste containment applications in Louisiana, Texas, Oklahoma, Arkansas, and Mississippi. He will also provide guidance on technical specifications for these projects. Bock will be located in the company's office here. For the past 15 years, Bock has sold construction products in the South Central U.S.

EXCELSIOR FORMS EARTH SCIENCE DIV.

ARLINGTON, Texas — American Excelsior Co. has formed an Earth Science Division responsible for marketing the company's erosion control product lines, which include Curlex erosion control blankets and Excel Fibermulch. Heading up the new division is Steve Walker, who joined the company in July 1995 as division director for the Earth Science Division.

Ransomes commits to organic lubricant

LINCOLN, Neb. — Ransomes Corp. has become the first North American manufacturer to offer biodegradable hydraulic fluid as standard on selected golf course maintenance equipment. Named Ransomes Turf Protector, the organic-based fluid is designed to be more environmentally friendly than mineral-based hydraulic fluids.

In 1996, Ransomes 250 and 160 mowers will come from the factory with Turf Protector installed.

Turf Protector is engineered to eliminate permanent turf damage in the event of a leak or small spill.

Should an accident take place, spilled Turf Protector oil will turn grass brown. But it will not harm the root system if recommended actions are taken, allowing turf to fully recover in four to eight weeks, according to Peter Whurr, director of product management and training for Ransomes Corp.

"Products like Turf Protector and the Ransomes E-Plex all-electric greens mower will become viable maintenance solutions as the golf course industry focuses on environmental concerns," said Whurr.

New management team at EarthRight

EASTLAKE, Ohio — Thomas A. Corbo has been named president and chief operating officer of EarthRight Technologies, Inc. Headquartered here, the company manufactures environmentally-friendly fluids and lubricants for open application use.

In other EarthRight news, James D. Walsh has been named vice president/general manager of EarthRight Technologies, Inc. In his new position, Walsh will oversee operations in logistics, customer service information systems, purchasing and manufacturing for the Cleveland-based company. Prior to joining EarthRight, Walsh worked as a senior information technologist at Lubrizol Corp. in project management.

Also, the firm has moved its corporate headquarters. The new address: EarthRight Technologies, Inc., Century Center, Suite 105, 35375 Melinz Parkway, Eastlake, Ohio 44095.

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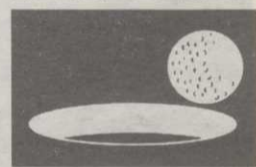
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CIRCLE #154

Toro unveils next HydroJect generation

The Toro Co. has unveiled the next evolutionary step in water injection cultivation (WIC) with the introduction of the HydroJect 4000, a versatile pull-behind attachment for Toro's Workman Utility Vehicle, conveniently drawing water from a 200-gallon tank mounted on the Workman bed.

"By eliminating hose management issues, superintendents can now conveniently treat fairways, tees, high-traffic areas, isolated dry spots and other compacted areas around the course," explained Ben Street, a marketing manager for Toro's Commercial Products Division. "The HydroJect 4000 can be especially

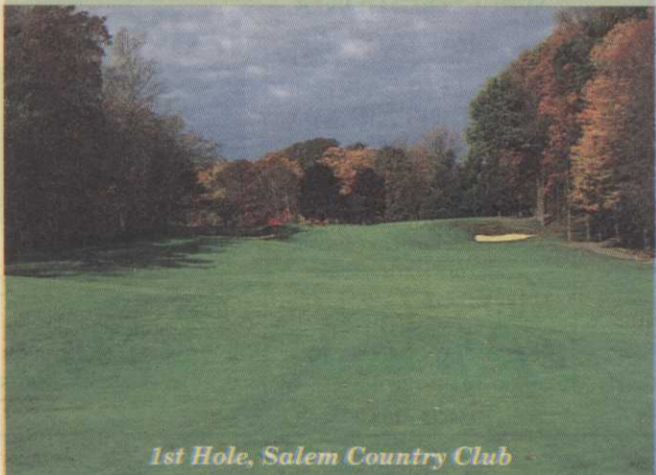
effective in treating compaction resulting from the riding greens mower clean-up pass."

Differences between the two HydroJect models extend beyond their configurations. For essential ground clearance and transportability, the injectors on the HydroJect 4000 are raised to 7 inches. Toro also eliminated the rollers required for perfect post-treatment results on delicate greens. These features in combination with the Workman allow for transport speeds up to 20 mph.

For more information, call your local Toro distributor by calling 800-803-TORO.

CIRCLE #301

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Kip Tyler, CGCS
Salem Country Club
Peabody, MA

"For several years I applied Embark Lite at a low rate to control Poa seedheads. Then one year I decided to try a PGR from another company and members asked 'Where did all that Poa annua come from?!'"

Donald Tallman, CGCS
Brookside Farm
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JAKE CELEBRATES IN STYLE

Jacobsen Division of Textron has marked its 75th birthday by producing a new, anniversary edition Tri-King triplex mower, replete with sleek black paint and gleaming gold pinstripes. The one-of-a-kind model was unveiled at the GCSAA show in Orlando. For more information, call your local Jacobsen distributor.

CIRCLE #306



Vigoro enters controlled-release fray

Vigoro has introduced a new controlled-release fertilizer technology to help golf course managers maintain consistently playable turf for up to 12 weeks.

V-Cote is a polymer-based precision-coating technology now available as a custom-blended option to the Par Ex line of golf course fertilizers. According to company officials, V-Cote's patented 13-layer coating process represents a technological advance in controlling nutrient release.

"Unlike the older thick-coating processes on the market, ours allows greater accuracy of nutrient metering by creating

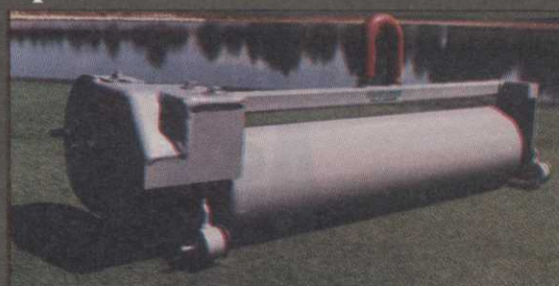
micro-thin smooth layers," said Bobby Rehberg, vice president of research and development for Vigoro Consumer and Professional Products.

Coatings adhere better to rounded surfaces, Rehberg said, and noted that V-Cote products use a urea substrate that is processed through Vigoro's own curtain granulator to produce the most dense, smoothest and most spherical surface available in the market today.

For more information, contact your nearest Par Ex distributor or Vigoro at 1-800-521-2829.

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CIRCLE #156

Scotts' High K Fertilizer Plus fights Poa annua

There's a new weapon in the fight against the dreaded *Poa annua*: High K Fertilizer Plus Prograss Poa annua Control from The Scotts Co.

High K Fertilizer Plus Prograss uses Scotts' patented Triaform technology to provide controlled-release nitrogen feeding and *Poa annua* control in established perennial ryegrass, creeping bentgrass, turf-type tall fescue, Kentucky bluegrass, and Kentucky bluegrass/perennial ryegrass fairways and roughs.

Repeat applications in a programmed approach will result in the elimination of *Poa annua* as a major component of the turfgrass stand.

Annual applications and appropriate management practices will help prevent *Poa annua* from re-establishing as a major management problem. Application recommendations are listed on the product label. For more information, call the Scotts toll-free number: 1-800-543-0006.

CIRCLE #302

Parker unleashes the Scavenger

Parker Sweeper has introduced its all-terrain litter vacuum, the Scavenger. This industrial vacuum devours dirt and debris off all turf and hard surfaces. Equipped with a 5-hp Briggs & Stratton or Honda engine that turns an all-steel impeller, creating powerful suction, the Scavenger has a 30-inch sweeping path and a large 9-cubic-foot collection bag for maximum efficiency.

The Scavenger's 10-inch-by-4-inch-wide tires allow for greater maneuverability over a variety of surfaces. For operator safety and bag packing, the Scavenger is designed with a debris deflector, available in manual or self-propelled models. For more information, phone 708-627-6900.

CIRCLE #304

Simple soil sampling

Soil-Trak is a new navigational system designed to automate the process of soil sampling and recording of field attributes. Soil-Trak is a non-PC-based system that does not require a laptop computer on-board the sampling vehicle. Soil-Trak maps the field, creates a field grid map and navigates the operator to the sample points. Data-Trak then records the geo-referenced location where each soil sample is taken.

The system can also record the locations of tile lines, wet spots, weed spots, insect infestation areas and other field features. For further information call 1-800-328-9613.

CIRCLE #305

Golf Course Marketplace

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Serviscape Inc., is seeking a Quality Control Manager. The candidate will possess an ability to plan, solve problems, and establish procedures. Excellent communication skills, strong background in turf mgt, technical writing and computer skills degree in turfgrass related discipline. Duties will include assessing, writing, teaching & auditing operational policies and administration of nonoperational functions. Send resume: **Peter Sinott, Serviscape, PO Box 8658, Michigan City, IN 46361**

GOLF COURSE CONSTRUCTION

Heavy equipment operator and shapers needed. Send resume to: **Eagle Golf Construction, PO Box 256, Novi, MI 48376**

IRRIGATION DIVISIONAL MANAGER

Golf sales, and supervision of installations. Well structured wage & benefit packages. Send Resume to: **MBI, PO Box 2684, Ponte Vedra Beach, FL 32004.**

GOLF COURSE CONSTRUCTION

Experienced shapers, finishers, project managers needed in Asia. Mail resume & references to: **World Golf Group Inc. 9 Music Square S. Ste 277, Nashville, TN 37203.**

WANTED

Experienced golf course construction superintendents irrigation supervisors and shapers. Must travel. Send resume to **Wadsworth Golf Construction Co. 1901 Van Dyke Rd. Plainfield, IL 60544. Phone (815)436-8400. Fax (815)436-8404.**

COURSE CONSTRUCTION

Superintendents/Shapers/Finish Operators needed. **Fax Resume to: Niebur Golf (719)527-0337.**

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TIF financing

Continued from page 1

tricts. Through TIF, cities working with developers can use increased property tax revenues in a defined district to pay for improvements within that area.

Wyandotte isn't the only place TIFs are being employed. In Faribault, Minn. — a 45-minute commute from Minneapolis/St. Paul — city officials and developers are planning on \$700,000 in tax increment financing to help construct a new 18-hole golf course and housing for the proposed Legacy Links project on land at the Shattuck-St. Mary's School.

TIF is initiated by a city through several steps, although laws and regulations vary greatly from state to state and change frequently. Usually the process starts when the city specifies an area or district of land for renewal and redevelopment. The city then establishes an overseeing "authority" for that land, creates a development strategy, and develops a financing plan.

Under TIF, tax values on the designated land are frozen. As that parcel or district is then improved and developed — and the tax values rise — any increased tax revenues above the frozen valuations are then returned to the city and/or the developer, according to previously agreed upon proportions in the financing plan. The city or the developer can then put those increased tax revenues to various uses including, in some states, the development of other projects for public benefit — like golf courses.

The recently-opened 9-hole Wyandotte Shores Golf Club here, just south of downtown Detroit, is one of the first TIF-financed golf courses in Michigan. The 3,200-yard, par-36 golf course and adjacent 25-acre riverfront park were built on a 100-year-old industrial site on the banks of the Detroit River. The site, formerly known as South Works, had most recently been a chemical manufacturing plant for the BASF Corp. The Wyandotte Shores course and park are considered a shining example of urban redevelopment and a model for city planners across the country.

"It's not really a new idea," said Peter McInerney, director of community development for the city of Wyandotte (pop. 31,000) and a key figure in the development of Wyandotte Shores. "It's been around going back to the 1950s in certain parts of the country. It first came to Michigan in the mid-1970s and became a classic way to finance a downtown parking structure and spur development."

McInerney estimated the city of Wyandotte was able to recapture approximately \$5.2 million through tax increment financing, money that was used to build the golf course. The golf course and riverfront park project — which began construction in 1993 and officially opened last fall — also received a \$2 million contribution from BASF Corp. and approximately \$1.5 million in state grants from the Michigan Department of Natural Resources.


The potential for a city to use TIF, to finance something like a new golf course construction project, depends on state laws which vary significantly, according to Dave Wilcox of Economics Research Associates in Los Angeles.

Wilcox said TIF has been a boon for urban redevelopment and infrastructure improvements in the past two decades, especially since federal grant money has diminished. But Wilcox said TIF was not developed with golf courses in mind. He wondered whether the large amount of land required for a golf course even made it economically attractive for TIF when compared with the higher tax value of office buildings, for example.

Golf Course Marketplace

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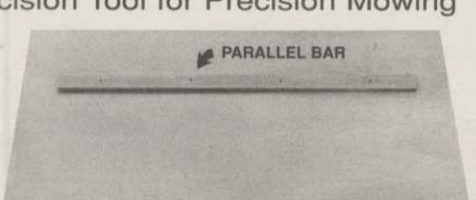
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Canadian firm eyes affordable public-access niche

By PETER BLAIS

TORONTO—Providing affordable public golf is the goal of a newly formed management company started by a well-heeled businessman from this Canadian city.

Elliot Lewis recently founded Granite Golf Course Development Inc. to acquire, develop and manage low-cost, daily-fee courses, according to company spokesman Bruce Stephen. Lewis has recruited numerous investors and a major credit-equity firm, Stephen added.

Granite is negotiating pur-

chase agreements on several courses, primarily in the U.S. Sunbelt, and is close to signing a deal to develop a new layout in the Southwest, Stephen said. Plans are to announce the acquisition of several courses and a development contract by late winter or early spring.

"We're looking to provide quality golf in the low- to mid-price market," Stephen added. "We don't want to exceed the \$50 to \$60 level anywhere. Here in Pittsburgh [where Stephen's office is located], for instance, the top

price we'd consider would be about \$35."

In their rush to develop upscale, daily-fee layouts, Lewis believes management companies have largely overlooked the low- and mid-range courses or left them to Mom-and-Pop operators who have owned their facilities for many years.

"We think we can deliver a course with the same quality of the upscale layouts, but at a much lower price," Stephen said. "There is a lot of waste in courses being built today and more

money spent than necessary on middle management.

"We're not going to build a Pine Valley or Shadow Creek and charge only \$40. But we can deliver a good course for a low price."

Lewis has been involved in many businesses, but this is his first venture into the golf industry, according to company spokesman Bruce Stephen.

The Canadian businessman has recruited several impressive individuals to his advisory board including PGA Tour professional and course designer Dan Pohl,

who will represent the company on the Tour and act as a design consultant; Jim Von Ehr, founder of the Altsys Corp. (which Micromedia purchased last year for \$69 million), will advise Granite on integrating the Internet with golf course management, development and acquisitions; and Carol "Mickey" Norton, part owner of the Chicago Bulls of the National Basketball Association.

The for-profit Special Services Group of the Arizona Golf Association will provide consulting services ranging from agronomic issues to course operations.

"We've contracted with some of the best people in the golf business to consult on our courses," Stephen said. "That will allow us to run them with lean staffs on lean budgets."

Calendar of events

March

7 — GCSAA Technician Training Seminar on Reel Mowers and Grinding Methods in Farmington, Conn. *

7-8 — GCSAA seminar on Basic Turfgrass Botany and Physiology in Farmington, Conn. *

11 — GCSAA seminar on Lake and Aquatic Plant Management in Cincinnati. *

12 — GCSAA Technician Training Seminar on Reel Grinding and Turf Equipment Maintenance Scheduling in Galena, Ill. *

12 — GCSAA Technician Training Seminar on Calibration and Safety of Pesticide Application Equipment in York, Pa. *

12-13 — GCSAA seminar on Disease Identification and Control in Philadelphia. *

14-15 — GCSAA seminar on Design, Construction and Renovation for IPM. *

14-15 — Tree Health Management Seminar, Phoenix. Contact Artistic Arborist Inc., 602-263-8889.

16 — Ecological Landscaping Association and UMass Extension Winter Conference in Boxborough, Mass. Contact M.L. Altobelli at 508-874-1373.

19 — GCSAA Technician Training Seminar on Calibration and Safety of Pesticide Application Equipment, Grand Rapids, Mich. *

19 — GCSAA Technician Training Seminar: Small Engine Maintenance and Repair, Woodbridge, Ill. *

20 — GCSAA seminar on Practical Tree Management in Buffalo. *

21 — GCSAA seminar on Negotiating in Springfield, Ill. *

22 — GCSAA seminar on Wildlife Management and Habitat Conservation in Springfield, Ill. *

26 — GCSAA Technician Training Seminar on Calibration and Safety of Pesticide Application Equipment in East Alton, Ill. *

27-29 — Western Pennsylvania Turf Conference and Trade Show in Pittsburgh. Contact Penn. Turfgrass Council at 814-863-3475.

* For more information contact the GCSAA Education Office at 913-832-4430.



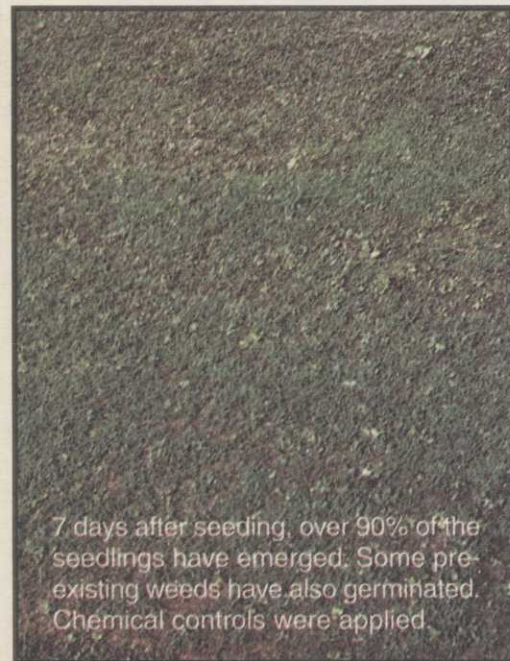
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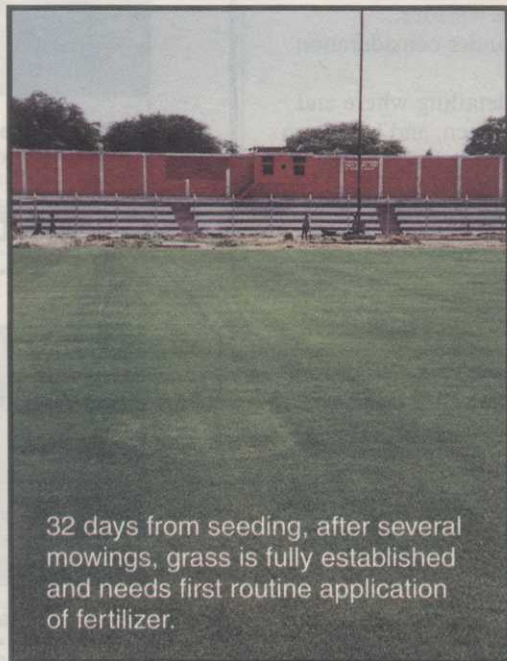


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