

GOLF COURSE NEWS

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MEADOWBROOK BUYS NAGI, GRI

Operations biz has new player

By PETER BLAIS

BEVERLY HILLS, Calif. — New-kid-on-the-block Meadowbrook Golf Group has suddenly become a major golf course management company with its recent purchases of Chicago-based North American Golf Inc. (NAGI) and California-based Golf Resources Inc. (GRI) giving it 25 courses nationwide.

Effective Oct. 1, 1996, North American Golf began operating as the Eastern Division of 2-year-old Meadowbrook Golf Management. An exchange of stock was expected to occur by Nov. 1, with a final closing on the transaction scheduled for January 1, 1997.

Meadowbrook expects to close this month on a similar transaction with

Continued on page 41

Compost: A top-drawer top-dresser

By MARK LESLIE

GLENVIEW, Ill. — Scientists can't explain exactly why it works, but it does, and compost is gaining popularity among golf course superintendents as a top-dressing and divot-mix application.

"It definitely works, for whatever reason; it's being used more widely all the time," said Dr. Eric Nelson of Cornell University. "There is a qualitative change that happens in the soil but what, specifically, is anyone's guess. That's what we're trying to figure out."

Attesting to the fact that compost enhances divot

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VANDALISM: A COMMUNITY ISSUE

Industry experts believe combating course vandalism requires more community involvement, not higher fences. For the story on this all-too common problem, see page 17.

THE AMERICAS BRING HOME THE HAYTER CUP & MAKE THE WORLD SMALLER... PAGE 30

Easy credit drives GATX out of golf?

By PETER BLAIS

SAN FRANCISCO — In an ironic response to the improving financial climate for golf course development, GATX Capital Corp. will no longer make golf course loans, according to Vice President Roy Powell.

GATX has traditionally loaned money in high leverage, high rate-of-return situations that traditional lenders [banks] typically shun, Powell said. GATX and companies like them were one of the few sources of capital during the late 1980s and early 1990s when traditional lenders, scared off by the depressed real-estate market, shied away from making golf-related loans.

Continued on page 35



JURASSIC GOLF?

Not exactly, but the new nine at Puddicombe-designed Dinosaur Trail Golf & Country Club in Drumheller, Alberta, Canada, is other-worldly. For story, see page 35.

Big Fish/Little Fish: Jacobsen absorbs Bunton

By HAL PHILLIPS

LOUISVILLE, Ky. — If you believe consolidation indicates a healthy industry, the golf course business just got healthier.

In a move company officials claim will "increase its leadership role in the turf-maintenance industry," Racine, Wis.-based Jacobsen Division of Textron, Inc. has acquired the Bunton Company, a manufacturer of turf equipment based here.

No significant upheaval is expected at Bunton in the near future, according to Bill Robson, interim general manager here at the firm's Louisville headquar-

ters. For the time being, Jacobsen distributors will handle Jake products and Bunton distributors will handle Bunton products, he said.

"That doesn't mean that if a Jacobsen distributor wanted to sell Bunton, we wouldn't look at it," said Robson. "But right at the moment, nothing will change."

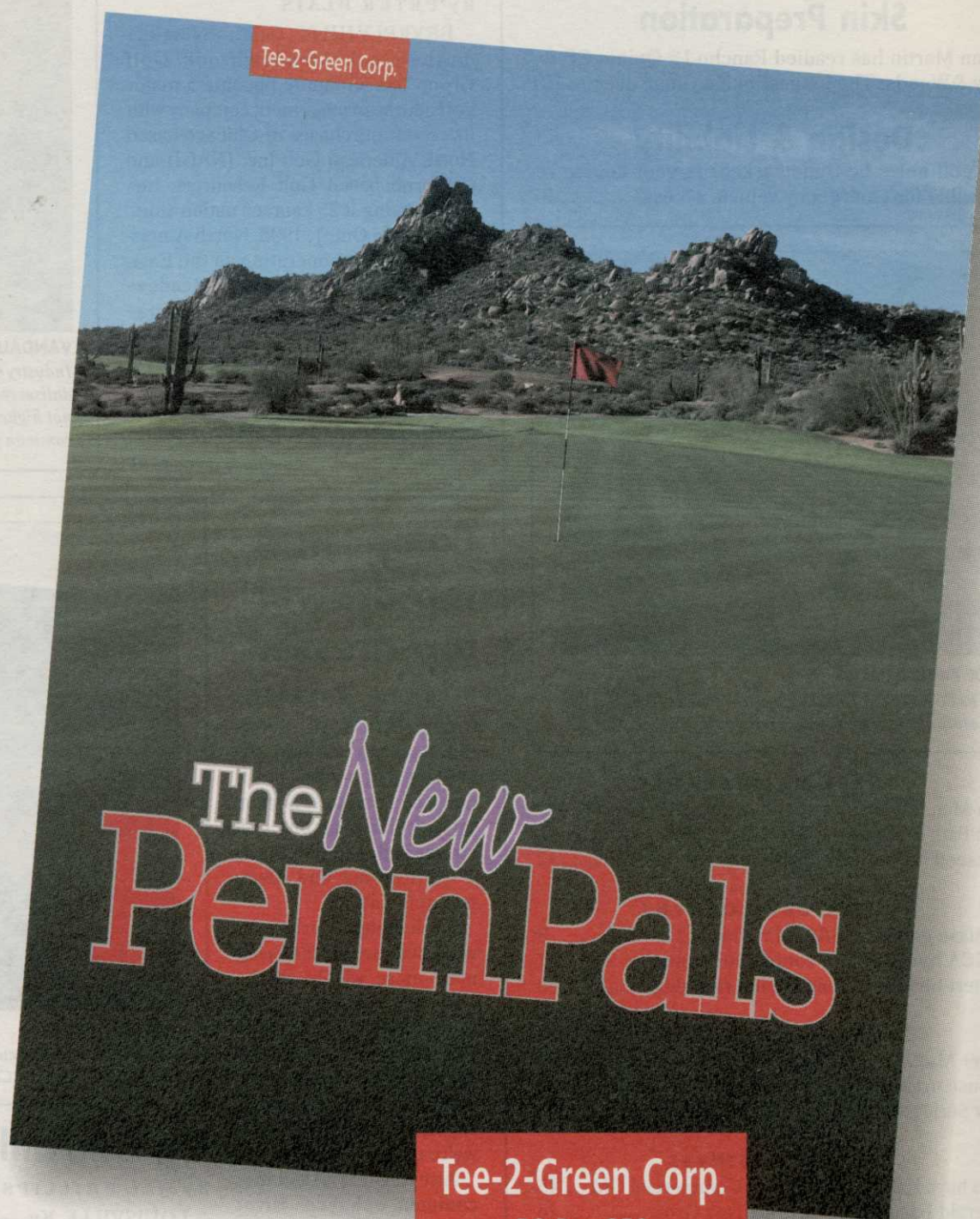
With approximately 100 employees, Bunton's 1995 sales were \$19 million. According to Herb Henkel, Textron president of industrial products, Bunton's facility and employees will remain in Ken-

Continued on page 48

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IN BRIEF

CULLMAN, Texas — The Cullman Municipal Golf Course has reopened after a three-month shutdown caused by harsh winter kill. The 18-hole course was forced to close July 1 in order to repair the fairways and greens. New tee markers and other landscaping improvements were also part of the renovations.

...

AUGUSTA, Ga. — The Augusta National Golf Club has rebuilt three more of its greens to U.S. Golf Association specifications. The greens were dug up and applied with a layer of sand, clay and rocks to improve drainage and then restored to their original condition. In other modifications, a mound behind the No. 2 green was leveled to increase seating.

...

CLEARWATER, Fla. — The West Florida Distribution Center for the E-Z-GO Div. of Textron has moved its offices here. E-Z-GO distribution can now be reached at 5325 140th Ave. North, Clearwater, Fla. 34620. Phone: 800-896-0601. Fax: 800-896-0601.

Hurdzan to receive GCSAA President's Award

LAS VEGAS — Golf course architect Michael Hurdzan has been selected to receive the 1997 Golf Course Superintendents Association of America (GCSAA) most prestigious environmental honor, the President's Award for Environmental Leadership.

The award was established in 1991 to recognize "an exceptional environmental contribution to the game of golf: a contri-

bution that further exemplifies the golf course superintendent's image as a steward of the land."

GCSAA President Bruce R. Williams will present the award to Hurdzan during the Government and Environmental General Session, Feb. 9, during the 68th International Golf Course Conference and Show in Las Vegas. Hurdzan is only the second individual to receive the award,

joining superintendent Tim Hiers of Collier's Reserve Country Club in Naples, Fla. Both Hiers and Hurdzan are members of the *Golf Course News* Editorial Advisory Board.

One of Hurdzan's most celebrated course designs is Widow's Walk Golf Course in Scituate, Mass., a facility planned in cooperation with environmental advocates. The course promotes water conservation, wetlands preservation, wildlife habitat and integrated pest management practices. Numerous other Hurdzan courses have received environmental recognition, including Eagle's Landing in Ocean City, Md.; Naples National in Naples, Fla.; Cook's Creek in Circleville, Ohio; and Westwood Plateau in Coquitlam, B.C., Canada.

"GCSAA is truly pleased to recognize Michael's achievements," Williams said. "His commitment to designing environmentally sensitive golf courses and his contributions to the golf course superintendent profession are exemplary."

"This award validates the whole nature of collective stewardship, and that all of us in the golf industry can make as great a contribution as golf course superintendents do on a daily basis," Hurdzan said.



Dr. Michael Hurdzan has gotten in touch with his thrill-seeking side on the Sports Car Club of America racing circuit. For story on how the good doctor has fared, see page 35.

Study indicates growth, predicts more

By PETER BLAIS

JUPITER, Fla. — A recently released National Golf Foundation study details a generally healthy golf business over the past 10 years, especially for the public golf market, and predicts continued good health well into the next century.

Three major national trends emerged over the past decade, thanks in large part to the effect of aging Baby Boomers on the golf market, according to *Trends in the Golf Industry: 1986-1995*.

- Growth in golfers and rounds played was concentrated during the period 1986 to 1991. Since 1991, participation and rounds played have been stable.

- Growth in the rate of overall spending on fees and equipment has exceeded the rate of inflation over the period.

- Growth in golf course development activity lagged behind growth in golf participation in the 1980s. Since 1991, this trend has reversed and growth rates in participation now lag behind growth rates in development activity.

The last is particularly interesting. While golf participation increased significantly between 1986 and 1991, golf course development expanded relatively slowly. Tough lending practices, brought on by the failure of many residential communities in the 1980s, made it difficult for golf developers to obtain financing. Consequently, courses were delayed and projects stuck in planning reached an all-time high in 1990.

After 1990, lending practices loosened somewhat and more specialized golf lenders entered the business. Spurred on by the participation increases of the late 1980s, the growth of public golf and easier money, new course openings accelerated through the 1990s, hitting a record 468 in 1995.

Public golf (especially daily-fee) led the upsurge, according to NGF. From

Report: 'Golf markets tend to correct themselves over time, moving toward a balance between demand and supply. However, in the short-term, over-saturation may already be a reality or may be a legitimate possibility.'

1986 on, 80 percent of new course openings were either daily-fee or municipal, reaching 86 percent in 1995. Four out of five of those new public layouts were privately-owned, daily-fee operations with just one in five of the municipal variety. Since 1986, the proportion of public courses nationwide has grown from 61 percent to 69 percent of the total U.S. course supply.

Overall, golf course supply has grown more slowly than the number of golfers during the past 10 years. The 2,037 new courses built from 1986 to 1995 represented a 1.6-percent annual growth rate. Golfers grew 2.6 percent during the same period. However, from 1991 to 1995 the trend reversed itself with the pace of new course development outstripping the growth in golfers.

"These trends seem to support the notion that golf markets tend to correct themselves over time, moving toward a balance between demand and supply," the NGF report advises. "However, in the short-term, over-saturation may already be a reality or may be a legitimate possibility. Over the next several years, development success will come to those who find the appropriate market niches by building golf courses to well-identified segments of the market."

Continued on page 34

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CIRCLE #102

GolfCorp undertakes major overhaul of Fresno operation

FRESNO, Calif. — Thanks to a \$1.5 million overhaul by GolfCorp, the public, 18-hole Airways Golf Course has begun a new life.

The tree-lined layout north of the Fresno Air Terminal was designed and built by Bert Stamps and opened in 1950. But the heavily-played track fell on hard times in the 1980s and early 1990s. There were even reports it would be demolished for airport expansion.

GolfCorp, which now manages the city-owned course, spent \$1.5 million on a new 8,800-square-foot clubhouse and various course improvements. The course has a new watering system that has softened fairways, tees and greens. Some holes have been reconfigured and livened up and the course is now a par-70. Airways hosted a clubhouse dedication and tournament in early September.

Bates/Couples open Calif. track

SAN JUAN BATISTA, Calif. — A San Jose-based commercial developer recently opened 18-hole public San Juan Oaks Golf Club near San Juan Batista.

The course, which sits on about 200 acres, was designed by PGA Tour player Fred Couples and architect Gene Bates. It was developed by

Brandenburg Staedler & Moore and a Japanese group called the Nikko Group, which owns two golf courses in Japan and several shopping centers in California.

San Juan Oaks, located just over the Santa Clara line in San Benito County, is the third public course in the county.

Scott Fuller, vice president of Rancho San Justo Co., the management firm that Brandenburg and Nikko formed to operate the golf course, said the area is ripe for a top-notch public facility like San Juan Oaks that offers private club-style course conditions and other amenities for public course prices. Greens fees range from \$33 to \$55.

Developer joins Hawaiian study on environment

KANE OHE, Hawaii — The state Commission on Water Resource Management fined Pacific Atlas (Hawaii) Inc. \$29,000 this year for unauthorized alterations to a stream channel associated with its expansion of the Bayview Golf Course on Oahu.

But instead of paying the fine, the company has agreed to join the commission in a \$100,000 research project on the existing environmental quality of Kaneohe Bay's stream and marine habitat. Pacific Atlas will pay \$25,000 toward the study, while the Department of Land and Natural Resources will provide \$75,000 in matching federal money.

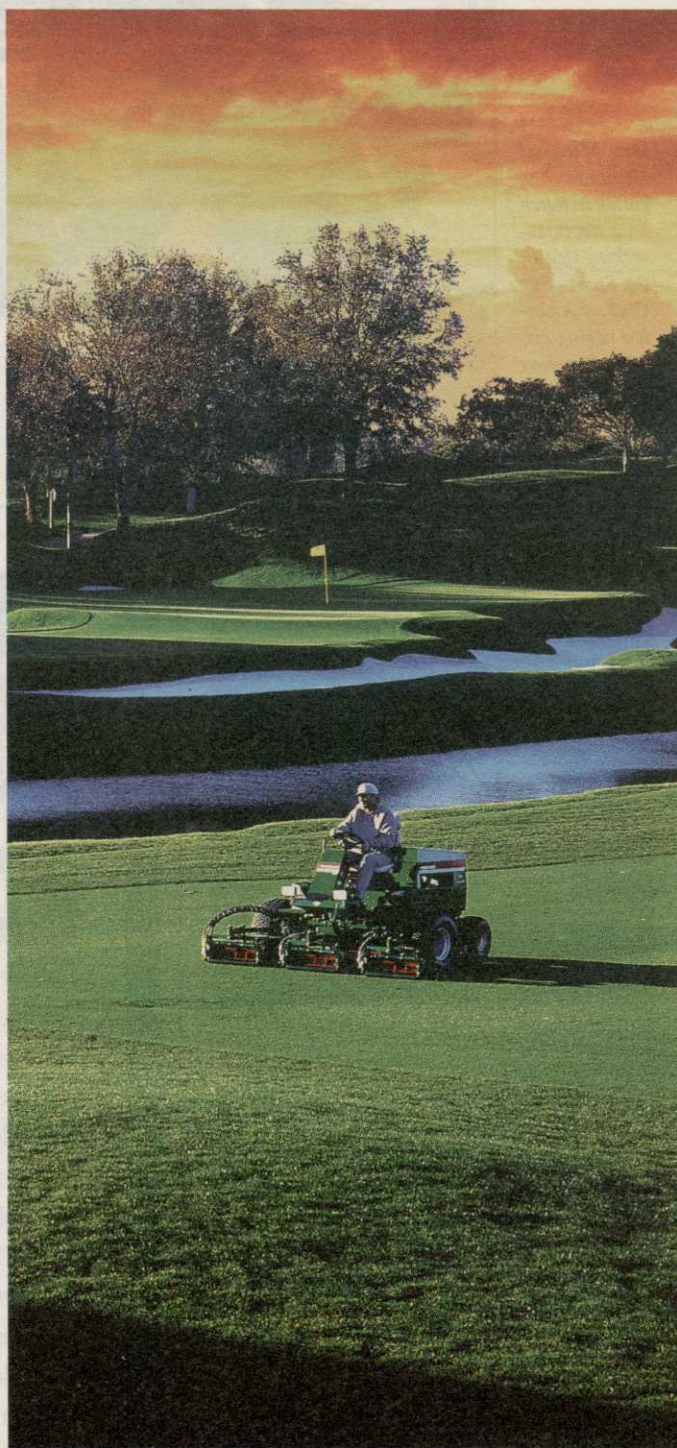
The commission fined Pacific Atlas after finding 29 violations in its after-the-fact application for stream alterations. The commission said the alterations included temporary bank stabilization, development of channel outlets, removal of mangrove from the stream and installation of 26 drain outlet pipes along the Kaneohe and Kawa streams. The golf course is scheduled to re-open late this year.

WORK FINALLY BEGINS ON CALIFORNIA COURSE

LANCASTER, Calif. — Eighteen months after the groundbreaking ceremony, work has finally started on a nine-hole, par-3 course next to the Lancaster Business Park. Lancaster Golf Course Center Inc. is grading 20 acres of city land, where the firm plans to spend up to \$2.4 million to create a golf course, driving range, clubhouse, pro shop and parking for 110 vehicles. Developer Steve Oh said the project should be complete by fall 1997. The course will be Lancaster's first.

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Japanese businessman designs course near Dallas

ROYSE CITY, Texas — Japanese businessman Akira Ishikawa is following his own muse in the creation of an 18-hole golf course in this small farming community east of Dallas.

Building a golf course is typically a process involving layers of specialists with years of experience in the golf course industry. But the 58-year-old Ishikawa is ignoring convention.

For starters, Ishikawa designed the 18-hole daily-fee course himself. Instead of hiring a golf course designer or a landscape architect, he has called upon the services of a Dallas artist/stage designer to create a theatrical landscape plan that embodies Japanese design principles.

Before the first green was plotted, Ishikawa buried the ghosts of the ranch's past. Cattle had lived on the land for decades and there were hundreds of skeletons around. Ishikawa collected the skeletons and made a special cemetery for them. He held a cremation ceremony on the highest knoll on the property. After the ceremony,

Ishikawa spent months landscaping the memorial knoll. It was to be the focal point of the course. A graceful pine tree was planted and surrounded with plants, flowers and elaborate

landscaping materials.

The entryway and clubhouse are equally original. Huge cypress beams that are reportedly the largest cut in Georgia in the last 100 years were trucked to Austin, Texas, for shaping and then left in Ishikawa's driveway. They will be part of an intricate entrance designed by Dale Nally, a Dallas designer. Nally has plans

for several large-scale, sculptural landscaping touches like a huge berm that will be part of the front gate. The cypress logs will push back into the berm to allow visitors to enter. Local crafts people are also working on things like designs for the gate's hardware.

Ishikawa envisions his future golfing customers as people like himself, international business

people who have had extreme difficulty getting last-minute reservations at golf facilities. He wanted his course near an international airport and large city and Royse City has fit the bill. He told the *Fort Worth Star-Telegram* that he hopes to finish the project for under \$2 million.

"The only thing expensive here is the art director," he said. "That is my special idea. He is particularly good for the art of

the theater. He can look at this big land as a kind of stage."

Ishikawa, who claims a 20 handicap, said he doesn't want the golf course to be too hard. He said the point of golf is to be outside, enjoying the surroundings and walking. And to help his envisioned international clientele enjoy their walk, Ishikawa is having two Labrador retrievers trained to pull walk-behind golf carts.

Changing the Course.

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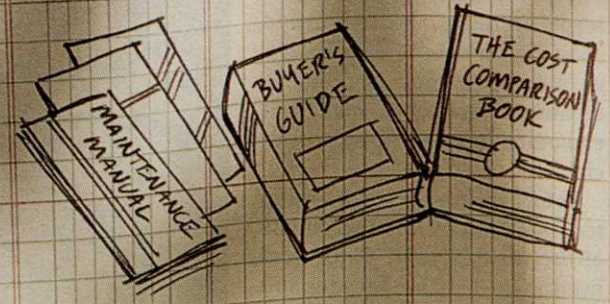


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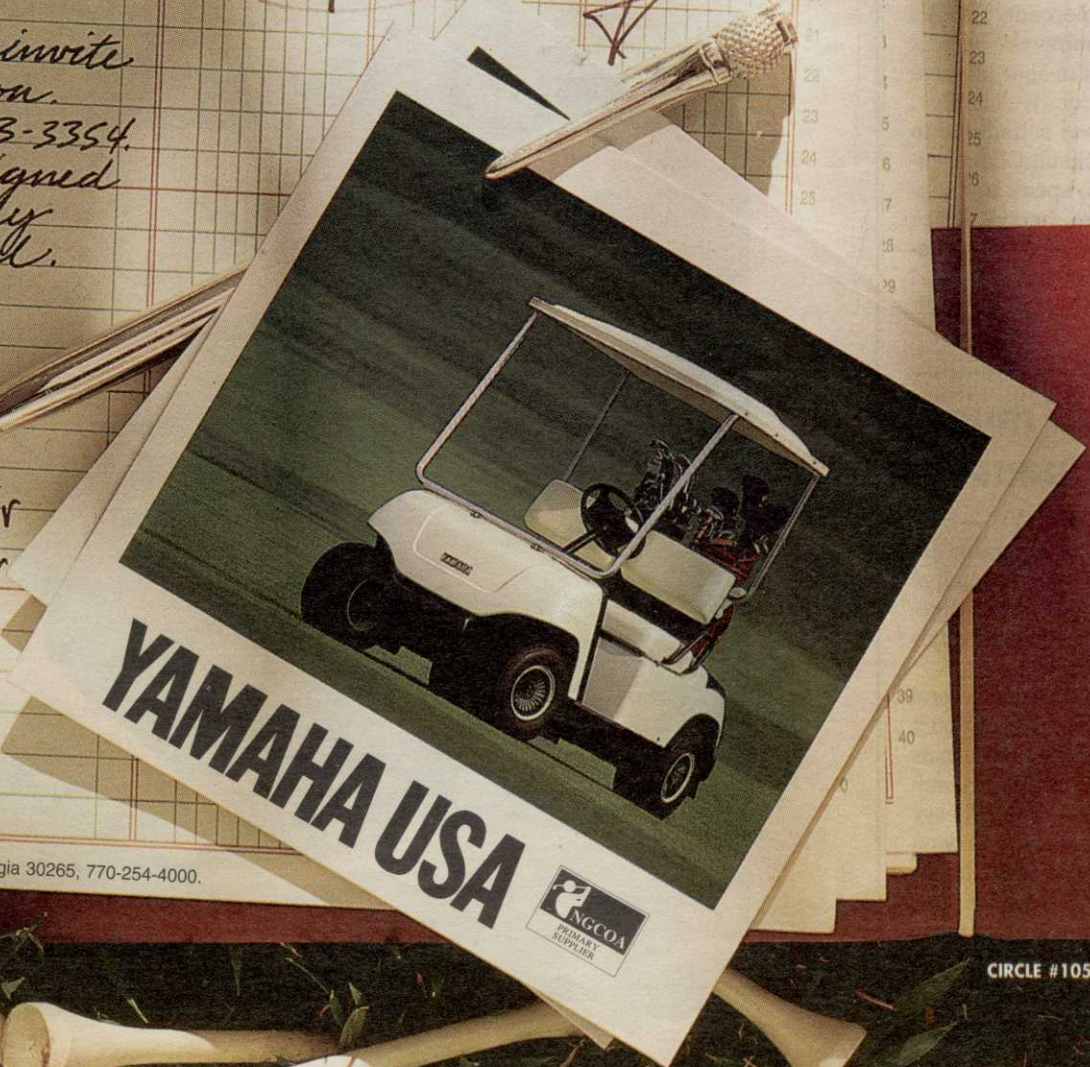
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Black investors seek funding for Tennessee club

BROWNSVILLE, Tenn. — A group of predominantly black business leaders are pursuing a vision that would have been unthinkable just decades ago.

Led by Jim Brooks — a Brownsville native who left as a boy and returned as an investment broker — the group is working to build an 18-hole private country club on land Brooks owns in Haywood County between Jackson and Memphis. Brooks believes the Haywood Country Club will be the first minority-owned combination golf course and country club in the United States. The club is actively seeking both black and white investors and members.

Construction has started on the first nine holes and the group hopes to have it open for play by spring 1997. A second nine will be added next summer. The group's vision for Haywood Country Club includes a full 18-hole golf course, a 20,000-square-foot clubhouse, an Olympic size swimming pool, tennis courts, a banquet room, cottages for overnight lodging and riding trails.

The club's leaders are looking to raise \$8 million to complete the project, which is located in one of the more economically-depressed counties in the state. As of July 1996, the unemployment rate in Haywood County was 14.5 percent, more than three times higher than the state average of 4.9 percent. Brooks and the group hopes the project will be a catalyst to spur interest and jobs in the county. The Rev. Jesse Jackson was scheduled to come to the Jackson Civic Center in October to speak and support the venture, according to Brooks. The group has also contacted celebrities like Michael Jordan to join or financially back the club.

Va. Beach muni track reopens

VIRGINIA BEACH, Va. — Bow Creek is back. The venerable 18-hole Virginia Beach municipal course is open again after a nine-month hiatus caused by the city's Plaza Drainage Project.

Bow Creek underwent several changes while closed. The city built a lake and several drainage canals to carry water away from surrounding neighborhoods during heavy rains. The lake comes into play on the second, third and fourth holes. The canals come into play on six.

"It changes the nature of those holes," Bow Creek pro Phil Stewart told The Virginian-Pilot. "It's like playing a whole new golf course."

Ill. golfers look forward to RTJ II track

BEACH PARK, Ill. — The Robert Trent Jones Jr.-designed course planned here will be called Thunderhawk.

"When I strike with my club, it sounds like thunder, and the ball soars like the speeding hawk," said Robert Grever, a member of the Lake

County Forest Preserve District Board who settled a tumultuous committee argument on the name of the district's planned golf course.

Construction is expected to start later this year on the 253-acre, 18-hole course. It should open in two years.

Ariz. facility dubbed Longbow GC

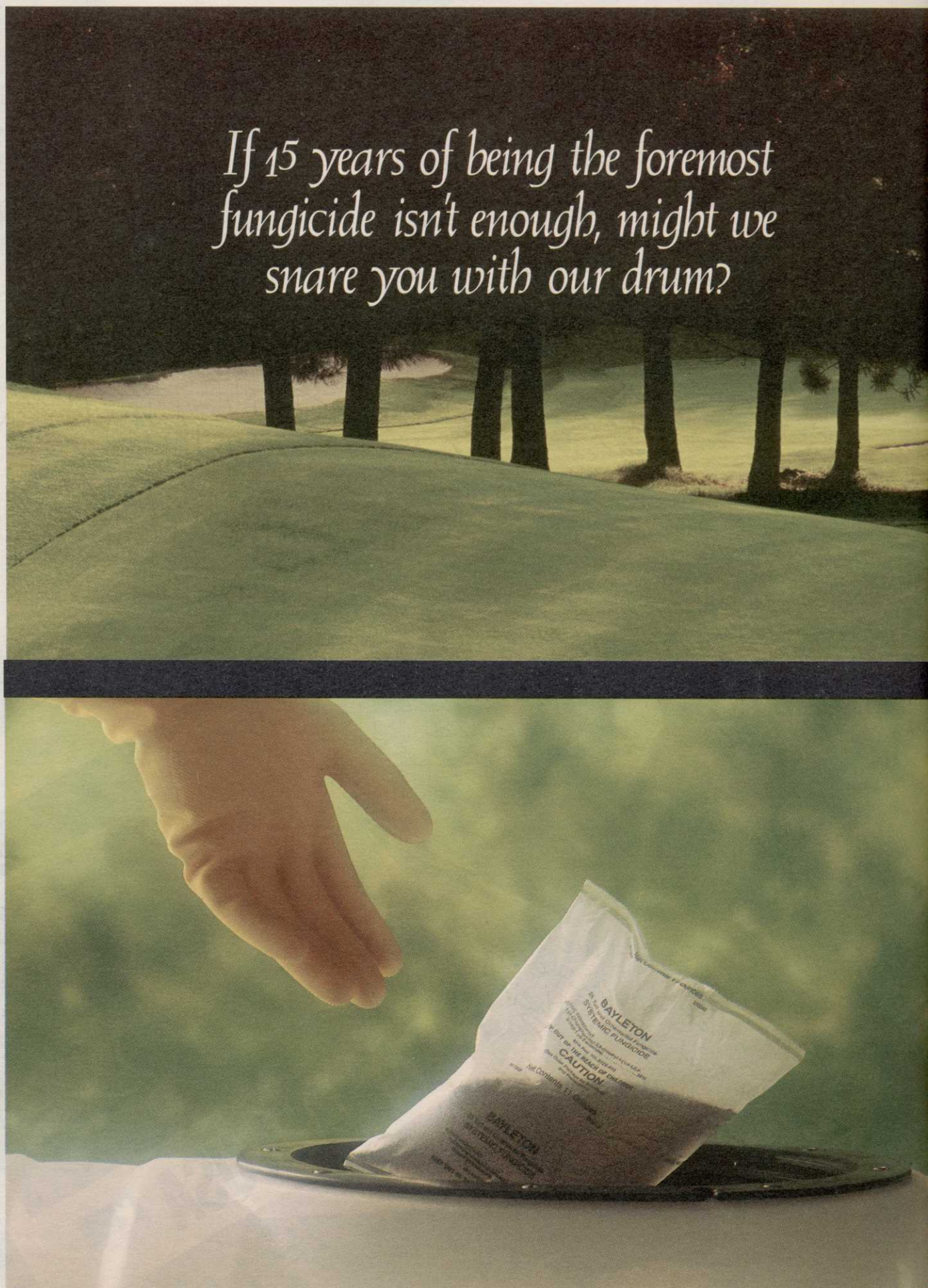
MESA, Ariz. — When it comes to naming a new golf course, developers in Arizona usually draw on scenic landmarks like lakes, canyons and mountains for inspiration.

But the McDonnell Douglas aerospace company came up with a different twist for a new course it is developing in Mesa. They're naming it the Longbow

Golf Course after the AH-64D Longbow Apache, a helicopter gunship built almost across the street from the course by its helicopter division. McDonnell Douglas Realty Co. of Long Beach, Calif., is developing the 6,811-yard track.

Construction on the desert-style layout, designed by Ken Kavanaugh, started earlier this fall.

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N.C. landfill becomes city's first municipal track

THOMASVILLE, N.C. — After three years of work and plenty of doubt, 166 acres of rolling land that had been a city landfill for 29 years has been transformed into the new 18-hole Winding Creek Golf Course. It is the first municipal course in the history of Thomasville, a city of about 16,000 just below Winston-Salem

and Greensboro.

Even though the idea for the golf course started with Thomasville Recreation Director Vaughn Black in 1993, ground was not broken on the \$3.4 million project until January 1995. The course has opened for play. But there is still substantial work to be done on the par-71, 6,700-yard layout.

Jonathan Howes, secretary of the state Department of Environment, Health and Natural Resources, praised Thomasville officials for the courage and vision "to turn a potential liability into an asset," according to the *News & Record* of Greensboro.

"Less innovative people might have turned their backs on this

property," Howes said at the course's opening ceremony. "This is not the first landfill in North Carolina to be turned into a golf course. And it won't be the last."

"We have many old landfills across the state, hundreds of them. And people don't know what to do with them. Hopefully, they will come here and see what you've done."



Florida mayor goes wet, wild following golf course soaking

TALLAHASSEE, Fla. —

A golf course employee was suspended for a week without pay after he turned on a sprinkler to stop Mayor Ron Weaver from using the Hilaman Golf Course before it opened in the early morning hours.

Weaver was reportedly wet and angry after the incident. Mike Osley, the worker who turned on the sprinklers, was given a week's suspension without pay.

Weaver has an \$800 annual membership at Hilaman, which allows him to play anytime the course is open from 7 a.m. to 7 p.m. Weaver's home is close to the sixth fairway and he frequently hops on to the course to play when it's officially closed.

Georgia layout gets nod to host PGA Tour event

DULUTH, Ga. — The BellSouth Classic has received the go ahead from the PGA Tour to play next May's event at the Tournament Players Club at Sugarloaf course in Duluth.

After a recent inspection headed by PGA Tour commissioner Tim Finchem and TPC President Vernon Kelly, Tour officials were satisfied that the course and clubhouse would be completed in time to host the BellSouth Classic May 8-11.

The tournament had been conducted at the Atlanta Country Club in Marietta since 1967, but tournament officials felt the event had outgrown the ACC in terms of parking and corporate hospitality.

The TPC at Sugarloaf course is the first Greg Norman signature layout in the United States. The course is essentially complete except for the seeding of the 11th green and a par-3 peninsula hole that required the construction of a dam to meet environmental codes.

The course features European-style sod-wall bunkers, zoysia rough, Crenshaw bentgrass greens and GN-1 Bermuda fairways. The new clubhouse is scheduled to be finished by March.

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CIRCLE #106

Landmark elm tree granted second life as statue

MINNEAPOLIS, Minn. — For decades, a stately old elm tree stood 200 yards out from the first tee at the University of Minnesota Golf Course, oblivious to the ravages of high winds, heavy snows, and wandering golfers.

In recent years, however, Dutch Elm disease has taken its toll and the landmark tree was set for the groundskeeper's chain saw.

But Larry Overskei, an 8-handicap golfer and past president of the Univer-

sity Golf Club, had an idea. Overskei and the club commissioned Minnesota tree sculptor Dennis Roghair to carve an 8-foot high figure of Goldie Gopher, the University of Minnesota mascot, from the stump of the dead elm.

Roghair's work is well known to Minnesota State Fair visitors. He has exhibited more than 20 of his wooden chain saw sculptures on the grounds of the Fair. Hundreds more sit at private and public locations around the world, from

New York to Florida and Japan to Germany.

Working on scaffolding under a tent of nylon netting to protect him from errant golf balls, Roghair took three days to complete the sculpture.

Goldie Gopher was then painted with three coats of protective sealer and then finished off, of course, wearing a letter sweater in the school colors of maroon and gold and holding a replica wood golf club.

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Price & Smyers combine forces on capital design

BEALLSVILLE, Md. — Golf course development remains in full swing in the Washington, D.C., area. A new, 18-hole public course is planned for this small town in northern Montgomery County by Baltimore-based developer Joseph Meyerhoff II.

The proposed Four Streams National Golf Club will be designed by PGA Tour player Nick Price and architect Steve Smyers on a 300-acre site at Routes 128 and 109. The course is scheduled to open in the spring of 1998.

Four Streams will be Meyerhoff's second golf course in the area. Earlier this year, his company, Magna Holdings, opened The Links at Challedon near Frederick, and Meyerhoff said more courses are on the drawing board. Meyerhoff said he is aiming to meet what he sees as a strong demand for high-end public-access golf courses in the Washington area. In the last several years, nearly a dozen new public layouts have opened here.

Nicklaus' Md. links set to open in 1998

CUMBERLAND, Md. — The \$54 million Rocky Gap resort and golf course is in the early phases of construction and on schedule to open in April 1998.

The project, which includes an 18-hole course designed by Jack Nicklaus, is about 20 percent complete. Along with the golf course, the resort will feature a 220-room, six-story hotel, conference center and other recreational facilities.

The Maryland Economic Development Corp., a not-for-profit public agency, owns the resort project that will occupy about 260 acres of Rocky Gap State Park's 3,400 total acres.

The 170,000-square-foot hotel, to be called The Ledge at Rocky Gap, and the attached 14,000-square-foot conference center are being built on the shore of Lake Habeeb near the park entrance from Route 68.

The 10th hole of the Jack Nicklaus signature course is located in the same general area.

When the resort is completed, it will be managed by Buena Vista Hospitality Group of Tampa, Fla., the firm that owns and operates the Buena Vista Palace, a hotel in Orlando, Fla., affiliated with Disney.

CORRECTON

KEYSTONE, Colo. — Keystone Resort's second course, the Resort Course, will be a championship-length, not an executive-length track as reported in the October edition of *GCN*. Construction will start next spring and the course should open in spring 1999.

Northern N.H. layout to receive extensive facelift

JEFFERSON, N.H. — The historic 18-hole Waumbek golf course in the foothills of the White Mountains Presidential Range will soon be undergoing some dramatic renovations under the new ownership of Friel Golf Development of Hudson, N.H.

Owner Phil Friel has extensive plans for the facility, ranging from a new clubhouse with restaurant and pro shop to take advantage of the mountain views, to a new practice area, bunker restorations, and lengthening several holes.

The Waumbek was one of the earliest hotel resort courses in the New Hampshire mountains. In the late 1890s and early 1900s, many celebrities and world-famous golfers played on the course during the summer. Friel owns and manages a dozen courses in northern New England.

Many longtime Waumbek members have boycotted the course since Friel took over and made it a daily-fee facility. But Friel hopes many will come back after his crews restore some of the charm

and beauty to a layout that received little care or improvement in the past 20 to 30 years. He has set a target of 20,000 rounds for the 1997 season.

Friel's crews have begun building a new 300-yard long practice area with target greens. They've also cleared a few years worth of weeds, brush and tree limbs to restore the fairways on the rolling hillside course to their former width. Friel said he would not tinker with the small, tricky greens.

KILLIAN TRACK OPENS IN MARYLAND

ELKRIDGE, Md. — Howard County officials have opened the Timbers at Troy Golf Course, an 18-hole daily-fee layout south of Baltimore. What's more, they finished the \$7.5 million project eight months ahead of schedule. The course, designed by Ken Killian and developed by Rainmaker Golf Development, will be managed by Kemper Sports Management.

Golden Bear's range extends to Vermont

SOUTH BURLINGTON, Vt. — The Golden Bear has come to northern New England. Jack Nicklaus, who has designed more than 130 golf courses across the United States and five continents, is adding Vermont to his resume.

Bulldozers have begun shaping Vermont National golf course outside Burlington, the state's largest city. Developers hope to have the 18-hole layout ready for play by July 1998. The course, which will be semi-public with 350 private memberships, will be the centerpiece of a development featuring 190 single-family homes and 40 condominiums.

The course is expected to appeal to both serious golfers and more casual weekend strollers.

Vermont National is the second high-profile, high-end public-access project in Vermont in recent years. The Green Mountain National course, a highly-anticipated mountainside project in Shelburne near Killington Ski Area, opened earlier this year.

Vermont National will have a few special features, including a tunnel for golf cars under a street that will connect the front and back nines. A hill on the first hole is set for winter use as a sledding center and the golf course will also be set up to accommodate cross-country skiers.

Trump hopes to add second N.Y. course

BRIARCLIFF MANOR, N.Y. — One golf course in northern Westchester County apparently is not enough for developer Donald Trump.

Trump, already involved in controversial plans to develop an exclusive golf club and luxury homes on the 213-acre Seven Springs estate that straddles Bedford, North Castle and New Castle, now wants to take over the Briar Hall Golf and Country Club, an 18-hole course that went bust in Briarcliff Manor. Besides keeping the course, Trump wants to build 72 homes.

The Briarcliff project faces village approvals that are expected to take at least several months. The site has been owned by the Marine Midland bank since 1994, when it tried to auction off the property to recoup \$12.2 million in debt.

Briarcliff, which is being called Trump National Golf Club and Residential Development for now, would not be as exclusive as Seven Springs. The two facilities would be aimed at different markets.



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Hal Phillips,
editor

GCN to go global in '97

The Global Economy has become one of the today's most ubiquitous and, by consequence, obnoxious catch phrases. However, it's impossible to ignore the ever-expanding bounds of the marketplace. Our marketplace, the golf course marketplace, is no exception. Superintendents are taking their skills abroad; developers are targeting ever-more accessible but nevertheless exotic locales; and manufacturers are shipping product all over the globe. Every time a golf course opens around the world, opportunity expands.

In response, we're launching *Golf Course News International* at January's BIGGA (British and International Golf Greenkeepers Association) Show in Harrogate, England. Scheduled to publish six times in 1997, *GCN International* will feature management, development and maintenance news from every corner of the globe — delivered to qualified, industry readers in every corner of the globe.

There are more than 15,000 courses in Europe, Canada, Asia-Pacific, South and North Africa, Central and South America; *GCN International* will be read by top decision-makers at every one of them.

The Asia-Pacific edition of *Golf Course News*, published quarterly since 1993, will become part of this new International edition. For those dedicated Asia-Pacific readers and advertisers who fear their market will not receive the attention to which they've grown accustomed, worry not. With six issues instead of four, Asia-Pacific will receive the same thorough coverage — plus news, trends and analysis from golf markets on six of seven continents (sorry, *GCN Antarctica* still in planning).

A global news source for a global economy. Annoying phrase, but an idea whose time has come.

...

What else do we have up our sleeves here at *GCN*? Plenty. After months of feet-dragging and mind-numbing delays, we're finally ready to launch *Golf Course News On-Line*... well, almost.

The on-line incarnation of *GCN* — at the website address www.golfcoursenews.com — will appear some time between

Continued on page 14

Course maintenance trends coming full circle?

The Internetting, weather station-watching, Global Positioning Systems-installing, genetic engineeringizing golf industry is so excited about and focused on its superhighway into the future ... are we ignoring our past?

When Will Durant said, "Most of us spend too much time on the last 24 hours and too little on the last 6,000 years," he could have been fingering golf. Specifically, he easily could have had in mind compost use as top dressing, or spikeless golf shoes.

Two of the sizzling topics of the mid-1990s were indeed hot topics of — breathe deeply, now — the early 1900s.

Peruse with me the book, "*Turf for Golf Courses*," published in 1917 and authored by U.S. Department of Agriculture agronomist (a real word) Charles V. Piper and agronomist Russell A. Oakley. Some 89 years ago they wrote:



Mark Leslie,
managing editor

"We believe that if we were forced to use for all purposes only one form of fertilizer, we would take compost. Nothing that we have done has given as good results as top dressing with compost; apparently it can be used with good results at almost any time of the year. Piles of compost on different parts of a course are real safeguards against many of the dangers that may arise, and the truly remarkable results that a light top dressing will accomplish are astounding."

• "As a dressing for turf, a good compost can be prepared by piling sod in alternative layers with manure, leaves and leaf mold."

• "Compost prepared in this way is so valuable, and at the same time relatively so cheap, that every club should see to it that an adequate supply is available at all times for use on its course."

Continued on page 15

Letters

NTEP DIRECTOR MORRIS OFFERS THANKS

To the editor:

On Aug. 6, President Clinton signed the U.S. Department of Agriculture (USDA) Appropriations Bill for Fiscal Year 1997. This bill provides continued support of the National Turfgrass Evaluation Program (NTEP) and increases the level of support to \$55,000 — a 10 percent increase. This support allows the NTEP to continue its arrangement with the USDA at the Beltsville Agricultural Research Center, Beltsville, Md.

As many of you know, the USDA, Agricultural Research Service (ARS), proposed elimination of the support for NTEP in the FY97 budget. However, as a result of the overwhelming response from the turfgrass industry, the money was included in the USDA appropriations legislation by the appropriate congressional subcommittees and signed by the President.

The NTEP wishes to thank all those who wrote or called the USDA and/or their Congressional representatives. As a result, the USDA-ARS received more letters and calls about this one issue than any other in recent history. Your efforts did not go unnoticed!

The NTEP also wishes to acknowledge the efforts and contributions of the Golf Course Superintendents Association of America (GCSAA), Turfgrass Producers International (TPI) and the Georgia Agribusiness Council. These three organizations used their resources to inform key Congressional subcommittee members of the importance of funding for turfgrass research and NTEP. We are appreciative of their efforts and support.

Kevin Morris
director, NTEP
Beltsville, Md.

Ed. — In the spirit of putting up holiday decorations ever more early, we offer the following holiday verse. Besides, as *GCN* publishes its annual Buyer's Guide in December, the poem below would not have been appropriate in January. So, season's greetings!

'T WAS THE NIGHT BEFORE MOWING

'Twas the night before mowing, and all through the land,
Not a mechanic was working, not even old Stan.

The tools were all hung by their benches with care,
In hopes that nothing would break down for repair.

The operators were nestled all snug in their beds,
While visions of turf care danced in their heads,
And the boss in his coveralls, and I in my smock,
Had just settled down for a nap from my crock.

When out on the lawn there arose such a clatter,
We sprang from our chairs to see what was the matter.
Away to the doorway I took off like a bat,
Tore open the door and tripped on the cat.

The stars on the crest of the newly cut lawn,
Gave a luster of sparkles and a wish to belong.
When what to my wondering eyes made me shutter
But a miniature mower with nine tiny cutters.
With a little old operator so lively and odd,
I knew in a moment it must be Saint Sod.

More noisy than stock cars his mowers they came,
And he whistled and shouted and called them by name;
"Now Toro! Now Jakel! Now Progressive! and Brouwer!
On Befco! On Landpride! On Bush Hog! and Rhino!
To the top of the hill! To the side of the wall,
Now cut away, trim away, mow away all!"

As dry leaves that before when the grass is too long,
When met with an obstacle, is where tri-decks belong.
So onto the fields the mowers they flew,
With a sleigh full of blades and, of course, Saint Sod too.

And then in a twinkling I heard from the shade,
The turning and humming of each little blade.
As I drew in my head and was turning around,
Down the laneway Saint Sod was coming along.

He was dressed all in coveralls from his head to his feet,
And his clothes were all covered in clippings and peat.
A bundle of parts he had flung on his back,
And he looked like a salesman just opening his pack.

His eyes, how they twinkled! His hair cut so neat,
His chin not too pointed, his lap top not cheap.
His droll little mouth was drawn up in a smile,
You could tell at a glance that he wanted a sale.

The stump of a pen he held tight in one hand,
And the ink it was leaking was all over his hand.
He had a broad face and a mid forties bulge,
That hurt when he bowled and more when he ran.

He was chubby and plump, and was looking for cake,
And I laughed when I saw him, for being out of shape.
A wink of his eye and a ring of his bell,
Soon gave me to know he had nothing to sell.

He spoke not a word but went straight to his work,
And filled all the orders, then turned with a jerk,
And over his belly and not seeing his toes,
And giving a nod, off the mower he rose.

He sprang to his tractor, to his mowers gave whistle,
And away they all mowed through the weeds and the thistle.
But I heard him exclaim ere he drove out of sight:
"Happy Christmas to all,
May your mowing be bright!"

J. Ray Winoski
Progressive Turf Equipment Inc.
Seaforth, Ont., Canada

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THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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By PAT JONES

You may have blinked recently and missed one of the more important developments in the modern history of our industry. Last April, without much fanfare, the Environmental Principles for Golf Courses in the United States were adopted and endorsed by almost 20 major golf associations and environmental groups. The Principles are voluntary guidelines designed to promote responsible siting, design, construction and management. Here's a typical passage from the section on maintenance:

"Store and handle all pest control and nutrient products in a manner that minimizes worker exposure and/or the potential for point or non-point source pollution. Employ proper chemical storage practices and use suitable personal protective equipment."

Not exactly Earth-shattering stuff, huh?

That's basically the way the rest of the document reads. From the superintendent's or architect's perspective, it's pretty much

Pat Jones served on the GCSAA staff for nearly a decade and was one of the primary authors of the Environmental Principles. He is now group manager at Selz/Seabolt Communications in Chicago, where he provides public relations services and environmental counseling to clients inside and outside of golf.

Golf's Environmental Principles merit your attention, retention

common-sense professionalism. If you're not already doing this stuff, you should probably find a new line of work.

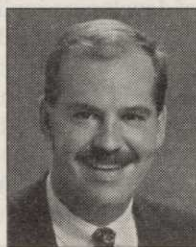
In some of the more controversial sections, there are a lot of what one environmental representative half-seriously called "weasel" phrases, such as "when appropriate" and "if feasible."

These were inserted at key points when the industry was concerned about the principles being interpreted to strictly — that they could be used to stop a good project.

So, are the principles just a bunch of vague, unenforceable mush? The Sierra Club thought so and that's why they were one of the few environmental groups not to endorse them.

But it's wrong to dismiss the principles because of what they aren't. Instead, we should celebrate what they are. You must look beyond the words to find the real value of the principles.

1. They fill an enormous void. Canada and several European countries have had principles or guidelines for years. The United States was conspicuously absent. Why? Because some in the U.S. golf com-



Pat Jones

munity feared that, if we endorsed any guidelines, they would quickly become law and the bureaucrats and lawyers would put us out of business. That's why the principles had to be voluntary to gain endorsement from the various golf groups.

But more important, nature abhors a vacuum. Without national guidelines, local governments were creating their own very restrictive rules. The regulations adopted in Baltimore and Santa Clara County, Calif., are so tough they almost prohibit new construction. The simple existence of a set of cooperatively developed principles makes it less likely that goofy, one-sided regulations and restrictions will continue to pop up around the country.

(A side note: some in golf — particularly developers who had experienced the wrath of environmental activists — kept asking, "Why are we doing this?" Our best answer was, "If we don't do it, somebody else will do it for us and we won't like what we get.")

2. The principles are a kind of

treaty. For the first time, major environmental groups that had previously been highly critical of golf went on the record saying that a well-developed, well-managed golf course can actually be an environmental asset. Wow! Suddenly Ron Dodson and Audubon International were no longer alone among environmentalists in affirming what we've believed all along.

So, from that perspective, the principles are more of a treaty document than a set of specific "best management practices." They are a public acknowledgment that the golf industry and the environmental community have a mutual interest. We didn't agree on everything, but we found a way to agree on most things. That has tremendous value in terms of public perception.

3. It's an educational document. Let's face it, developers have been known not to anticipate environmental issues until after ground's been broken — and they've paid the price with delays, bad public relations and higher costs. Further, how much of the local opposition to courses has been based on misperceptions and invalid assumptions about standard industry practices? The principles will help to educate people on both sides.

4. It's a unique achievement. During the final conference at which the principles were rolled out, one of the environmental delegates said, "The golf industry

Continued on page 14

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If you're a golf course superintendent, then you probably do.

The fact is, water quality is an issue for most superintendents. The fresh water you're pumping may still contain anything from Algae to Zebra Mussels. Or local regulations might require that your course use effluent as an irrigation water supply.

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Phillips comment

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now and Jan. 1. Because we publish our handy-dandy Buyer's Guide in December, I figured I would alert you net-thusiasts now, in order that you might enjoy the site during the holiday season. As we all know, there's nothing like washing down a good mole cricket story with a little egg nog...

Why hasn't *Golf Course News* been on-line until now? Well, it took time to find the right Internet provider (you folks who haven't dealt with these characters will more fully understand what I mean when you make your own inevitable on-line jump). Also, we wanted GCN On-Line to be something really special — not just another run-of-the-mill web site with standard graphics and content.

GCN On-Line will be different. Breaking news. Previews of upcoming issues. Eye-popping

graphics. Links to oodles of other golf sites. This will be the complete package — true forum of ideas and opinions.

Look for it.

...

It's interesting to note that course management companies, not the architects themselves, have taken issue with a particular golf hole's trade dress. While the owners of Pebble Beach, Harbour Town and Pinehurst

have objected to the duplication of their golf holes at Houston's Tour 18 Golf Club (see story page 37), there's no way to ask, say, Donald Ross whether he approves of developers replicating his designs. Jack Neville, the designer of Pebble Beach who passed away in 1978, cannot be reached for comment, either.

However, Ed Seay, whose Bay Hill design (with Arnold Palmer), was duplicated at

Houston's Tour 18, says it's all a matter of perspective.

"Now, I can see an owner getting upset," Seay opines. "If someone has paid a very large price for uniqueness, for exclusivity, they have a reasonable right for that to be honored. But I think if a designer's upset with it, they're a little insecure. I would consider it a compliment. Don't you want people to enjoy your work?"

Dennis Wilkerson, owner and chief shareholder of Tour 18, not surprisingly agrees with Seay.

"Maybe I'm just an ol' country boy, but I thought the other courses would find it flattering — to be named in a collection of the greatest golf holes," Wilkerson says. "I think some of [the owners of the original courses] must have found it flattering, but the other three didn't like me advertising their resorts."



MICHAEL LEE TALKS:

GREENS MOWERS

"We just hosted the Andersen

Consulting World Championship of

Golf this summer and are 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 tour-

namment. We've

used John Deere

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them

because

they pro-

vide a

quality cut over our undulating sur-

faces. We also have 2653s mowing

around greens, tees, and some areas

of the rough. They're great machines

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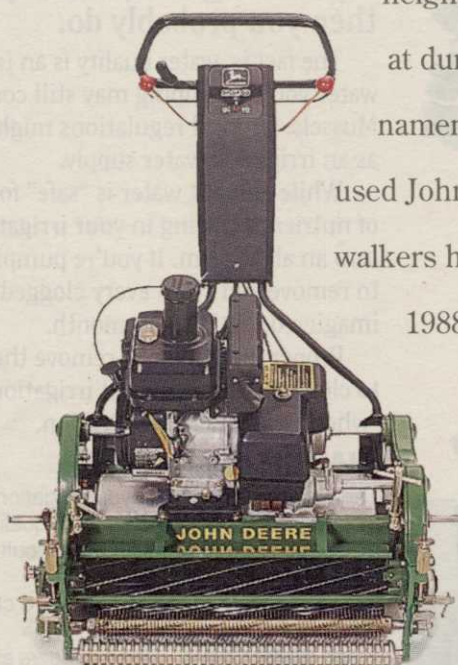
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Head Superintendent
Michael Lee oversees
maintenance for both the
Meadow Valley and River
Course at Blackwolf Run.

Jones comment

Continued from page 13

is now on the leading edge of environmental responsibility in this country." Think about that for a minute. How many industries have done what we did? In short, the principles put us way ahead of the curve.

Frankly, the successful principles effort should have garnered more national media attention. It's a great story of an entire industry working cooperatively and proactively to protect the environment. But, hey, as the old newsroom saying goes, "Good news is no news." The non-golf media are still far more interested in our industry's one alleged ghost (Lt. George Prior of chloroethalonil fame) than in something enormously positive like this. What a pity.

5. We built relationships. While the process of negotiating the principles language was a tremendous drain on both sides, it also brought the people and organizations closer together. Consider, for example, the fact that Dr. Jay Feldman, head of National Coalition Against the Misuse of Pesticides, sent me a holiday greeting card last Christmas. GCSAA even hosted one of the coalition's board meetings at the Lawrence headquarters.

Now consider that, just a year earlier, the cover of NCAMP's magazine had featured an illustration of a giant skull-and-crossbones superimposed over a golfer!

Everyone in golf should be proud of the principles. They may not be an exact road map for environmental responsibility, but they do represent something much greater: a mutual commitment to preserving the environment without damaging the game's vitality and integrity.

Leslie comment

Continued from page 12

Now check this advertisement from 1921 (and depicted in the September-October issue of the U.S. Golf Association Green Section *Record*): "Save the Green. Get rid of those destructive 'spikes.' Have your shoes equipped with Steady Man Soles and Heels [made] of sturdy rubber. The

raised rubber studs give you the firm stance you need. No occasion to change shoes for luncheon or between games. Steady Man Soles and Heels do not disfigure rugs or floor, nor tear the turf or green."

These shoes were manufactured by The Stedman Products Co. in South Braintree, Mass. Sadly, Stedman Products no longer exists. I guess not enough people bought their shoes —

"soft-spikes" or otherwise.

Today, we have university research students donning metal spikes and soft-spikes and walking on turf plots to discover the damage, or lack thereof, of the two shoes.

Today, with the likes of Sciota and Muirfield Village leading the way in the realm of private clubs, we have nine Tulsa-area public golf courses banning metal spikes. We have

the Fort Collins and five Aurora, Colo., municipal courses mandating soft-spiked shoes. Superintendents' chapters are banning metal spikes in their tournaments. The tide continues its onward surge.

Some 82 years after Walter Hagen won the U.S. Open wearing hobnail shoes and began the long life of metal shoes and the malingering death of many a blade of grass,

leaders in golf are "pioneering" the transition to "safe" footwear. Need we even perform those studies to determine effectiveness?

If we could track down Mr. Stedman from South Braintree (who'd be about 120 years old or so) we'd heap upon him the Distinguished Service Award, the Mendenhall Award, the Old Tom Morris Award, the Award for the Shod-challenged — you name it.

Meanwhile, researchers at Cornell and elsewhere are digging into the nether world of microbial communities in compost.

"It definitely works — for whatever reason," says Dr. Eric Nelson of compost.

Eric, meet Charles Piper and Russell Oakley.

Let me see: Since 1917 we have broken the sound barrier, regularly; put men on the moon; spoken directly to people on the far side of the earth, as if we were face-to-face; stored gazillions of bits of information in little computer hard drives; built structures that scrape the sky; launched telescopes into the far reaches of our solar system; deciphered some of the core elements of life — even sent mail to Moscow for 60 cents.

But we have to debate simple things like compost and soft-spiked golf shoes?

How about just running alongside that swiftly moving bandwagon and hopping aboard before it leaves the IQ-challenged behind?

...

Can better putting surfaces mean higher greens fees?

Possibly, says Dale Miller, director of maintenance at Barton Creek Club & Conference Center in Austin, Texas.

Barton Creek commands a \$120 greens fee, but if the putting surfaces are slow and bumpy, members and resort guests "don't look at that fee as justifiable," Miller said.

Now that he has converted his greens to a mini-dwarf Bermudagrass, he said: "We may be able to push up the greens fee a little because play is so good."

While four or five of Barton Creek's members didn't want to convert the greens, "now 99.9 percent are more than happy that we did," Miller added. "They are ecstatic about it."

...

A fact to consider from Jack Swayze, who with PGA Tour pro Steve Elkington is operating the company Major Landscapes: "Two thousand trees is a standard number on an 18-hole golf course. The water used by young trees the first year is insignificant. But 20 years later they are consuming 20,000 gallons a day."



Blackwolf Run in Kohler, Wisconsin, features two 18-hole Pete Dye-designed championship courses.

Beautiful landscaping and attention to detail define both the Blackwolf Run golf courses and nearby 5-diamond-rated American Club hotel—both owned by The Kohler Company.



This Norwegian farm building was disassembled, numbered, and shipped to Blackwolf Run to serve as a rest station.

Compost/top-dressing

Continued from page 1

mixes and top dressing are superintendents Dan Dinelli of North Shore Country Club here and Scott Cybulski of Falmouth (Maine) Country Club.

The seed "jumped out of the ground," said Dinelli, when he used straight yard-waste compost mixed in with bentgrass seed in his tee and fairway divot mixes.

Acknowledging that his evidence is "anecdotal right now," Cybulski said he used a composted turkey manure, marketed as a fertilizer, as his top-dressing

mix after aeration and "it does wonders for the grass... It usually takes 10 to 15 days to be grown in. This took seven to nine. It was fast.

"It's not a soluble salt," he added. "It's something that is really hot, so that when you're grinding sand up against it, you're not breaking particle coatings or breaking down ammonium sulfate or anything that is going to burn. So it seems to be something that is going to work out well."

"We can say for sure that it [compost's effectiveness] is related to microbiological changes and that microbiology is a key to understanding why it works,"

Nelson said. "It is a tough problem to crack. I've been working on it for nine years and it took seven years to get to the point where we can ask that question and have the techniques to answer it."

Nelson added that compared to the normal straight sand or 80-20 sand/spagnum mix, compost's superior water retention accounts for some of the improvement in grass growth.

Poultry-based compost, he said, "has a wider spectrum of activity. Part of the reason is that there are chemical factors that actually provide disease suppressiveness, too — mainly ammonia. Yard waste

serves the purpose of increased water holding. But it wouldn't affect disease suppression."

Yard-waste compost is more of a soil amendment than a fertilizer like poultry compost, said Dinelli. "They address two different issues. But they both harbor carbon, and that's the key. Carbon is the organic matter in all these products that helps drive and elevate the microbial activity."

"In the past we always used our 80-20 top-dressing mix. The difference is like night and day. The divots heal roughly four times faster than with any other method we've used."

With his yard-waste compost, Dinelli said: "In 10 to 14 days the divot has green fuzz where you can't see the black soil unless you're on top of it. In the old mix, a few seedlings would come up, but we would have as much bentgrass encroachment from along the perimeter of the divot. Using straight compost, I feel confident that the majority of the grass that fills back in is the actual seed you're using and you're not relying on encroachment from the side."

"Using the normal sandy-type soil that tends to dry out quickly, how do you manage many newly seeded little areas? You're not giving those little seedlings much advantage."

Top dressing with sand and adding the composted turkey manure on top, helps, Cybulski said. "Top dressing is messy anyway, so nobody's worried about the organic fertilizer."

Saying that superintendents can encounter "real problems creating compost themselves if they can't do it properly," Nelson encouraged superintendents to buy compost from commercial operations, whether it be municipalities or companies. Besides the more widely known products, he said: "We have isolated types of compost that aren't widely available but that work really well. There are batches of municipal sludges here and there that are really good. Others don't do anything."

"The dilemma with yard-waste compost is consistency," Dinelli said. "With poultry they have a more consistent product from one batch to another."

...

Dinelli mixes his bentgrass seed with the compost and, at the same time, deals with any inconsistency by using a large 1/4-inch mesh screen stretched across 2-by-4s riding on top of the trailer.

One person shovels compost over that screen, while another very lightly sprinkles in bentgrass seed.

"It's very scientific," Dinelli laughed. "But it works. It screens out any of the larger solids (like twigs), and just as importantly it blends the seed into the material throughout the whole load."

About 7 pounds of seed mixes with 2 yards of compost in the trailer, and it takes 6 cubic yards of material, on average, to repair all tees and fairways at the 18-hole facility.

"I don't know what the magic [of compost] is," said Dinelli, "whether it is because it holds moisture better or whether its darker color and warms up quicker, but the difference is dramatic."

North Shore uses other organic fertilizers as well, he said. "I've used Sustane and NatureSafe. I'm very religious with using Milorganite... We web it all so it all works together."



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BRIEFS



N.C. TURF SCHOLARSHIPS AWARDED

Seven North Carolina turf students have been awarded scholarships from the Turfgrass Council of North Carolina for the 1996-97 school year. Re-



ceiving scholarships totaling \$2,500 were North Carolina State University students Christopher

Connors and David Bradley. Peter Joe and Thomas Allen Riggan Jr. were chosen from Brunswick Community College. Henry Wayne Caddell, William Daniels III and Thomas David Minowicz were chosen from Catawba Valley Community College. They are all in the final year of their education.

UMASS SCHOOL TARGETS IPM

MARLBORO, Mass. — The University of Massachusetts Extension Service will conduct its Green School in January and February, providing training in horticulture fundamentals and their relationship to environmental quality. Integrated Pest Management will be the curriculum foundation. Classes will be conducted on various Tuesdays and Fridays at Royal Plaza Hotel & Trade Center. Students must apply by Dec. 1. Call Kathleen Carroll at 413-545-0895.

MID-AM 'ADVANCEMENT' SEMINAR

CHICAGO — The Mid-America Horticultural Trade Show will present a management seminar, "Habits for Enhancing Personal and Professional Effectiveness," Jan. 17, here at the Navy Pier. The seminar is aimed at executives, top- and middle-level management personnel, and key employees who may be moving toward positions of greater responsibility. The seminar registration fee is \$20. For more information, call 847-526-2010.

SUMMER JOBS TO BE LISTED

CARLISLE, Pa. — Ferrell's Jobs In Horticulture (FJIH), a twice-monthly newspaper, has announced a new service for employers



Jack Ferrell

who seek summer workers and job seekers looking for summer positions. Publisher Jack Ferrell said an insert will be included in the 2nd issue each month

from December until April. It will list employers offering summer employment. For information, write Summer Employment Insert, 8 Terri Dr., Carlisle, Pa. 17013-9295; or call 1-800-428-2474.

MECHANICS' CORNER

Inform uninformed of winter chores

By GLENN PETERS

In the years that I have worked as a golf course equipment technician, people always ask me: "What do you do all winter?" This is the question I am asked most frequently, both by people who play the game and those who seem to think that there couldn't be very much to do once the temperature drops and the snow flies.

What follows is a brief synopsis of what happens at the Sunset Ridge Country Club maintenance facility during the winter months.

First and foremost, I prioritize what equipment will be worked on and in what order. Once this is done, the work begins with a visual inspection of each machine for obvious problems and, then, a thorough pressure washing is done. Hoods, fenders and body panels are removed to clear any accumulation of grass and dirt.

The most important aspect of our maintenance program, which affects

NEW COLUMN

This is the first of a new column, Mechanics' Corner, dealing with innovations in golf course equipment mechanical work. The following article appeared in the Sunset Ridge Country Club (Northbrook, Ill.) newsletter to inform members that the well-conditioned course they enjoyed during the summer was due, in large part, to the work done during the winter, according to Equipment Manager Glenn Peters.

both course playability and condition, is the sharpening of the cutting units.

All cutting units, from greens to rough, are sharpened during winter maintenance. Oil changes, lubrication, tune-ups and overhauls are performed at this time as well. As the maintenance on each piece of equipment is completed, it is inspected again and then waxed. Waxing of turf equip-

Continued on page 19



SUPER — BY DESIGN

BRAINERD, Minn. — The Classic, an 18-hole championship golf course created at Madden's on Gull Lake in Brainerd, Minn., was designed by Madden's long-time superintendent Scott Hoffmann. See story, page 28.

Q & A Engelke: Continuing Texas A&M's pioneering character

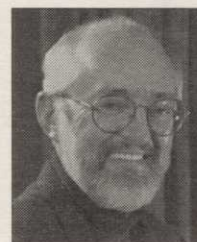
Golf Course News: Could you review your recent work with new strains of creeping bentgrass, both those that have been released and those we can expect to see in the future?

Milt Engelke: The Texas A&M bentgrass breeding program was initiated in 1985 with support from the United States Golf Association and Bentgrass Research, Inc. (Fort Worth), with the primary emphasis of targeting physiological mechanisms of heat tolerance and superior disease resistance within creeping bentgrasses.

Management practices center on the lack of heat tolerance, which is partly due to the lack of root persistence during stress periods. The root is obviously im-

Continued on page 18

Dr. Milt Engelke is project manager of the Turfgrass Breeding, Genetics and Management Program at Texas A&M University, where his major emphasis is developing turfgrass for the arid and semi-arid regions of the South and Southwest. He released Prairie buffalograss in 1989 (the first turf-type buffalograss), three strains of creeping bentgrass (Cato, Crenshaw and Mariner) and four strains of zoysiagrass (Palisades, Crowne, Cavalier and Diamond). Engelke earned his PhD in plant breeding from the University of Wisconsin/Madison in 1974 and received the Golf Course Superintendents Association of America Distinguished Service Award in 1994.



Dr. Milt Engelke



Some of the damage caused by vandals at Bretwood Golf Course in Keene, N.H.

Courses battle plague of vandals

By MARCIA PASSOS DUFFY

KEENE, N.H. — Early one morning this September at Bretwood Golf Course here, Thomas Barrett saw something that would cause any superintendent's heart to sink: scarred greens.

Joy riders had stolen golf cars during the night and had spun "doughnuts" on the 9th and 10th greens at Bretwood's 36-hole public golf course. One golf car was in the Ashuelot River; another had a broken axle.

"It was frustrating... We work so hard all year long to keep the greens looking good," said Barrett, who is part of the 30-year-old family-run business.

Two mornings later, the vandals were caught — red-handed — doing more damage. Keene police arrested five people, including two juvenile girls, on the golf course. But the damage they left behind totaled about \$1,800 to the golf cars and about \$7,000 to the greens.

Barrett's story is not unusual. Many golf club owners and superintendents have their courses vandalized at least once a season.

"Vandalism to golf courses has been around as long as golf courses have been around," said Bruce Williams, president of the Golf Course Superintendents Association of America and superintendent at Bob O'Link Golf Club, an 18-hole private club in Highland Park, Ill.

Like other superintendents, Williams, who has worked at Bob O'Link for 20 years, has his own horror stories to tell. "People have poured gasoline on greens and tried to light it on fire... They've driven cars on the course and knocked over trees. People steal flags and signs. Our halfway house was burned to the ground. Once our

Continued from page 26

Q&E: Engelke

Continued from page 17

portant for maintaining an effective transpirational cooling system within the plant. Plants with strong roots are more competitive during stress periods and require less irrigation. Minimizing irrigation reduces disease incidence. Texas A&M's Dr. Phil Colbaugh is also identifying sources of resistance to pythium, rhizoctonia and dollar spot resistance.

Cato and Crenshaw creeping bentgrasses were the initial releases (1993) from the joint USGA/Bentgrass Research, Inc./Texas A&M program. The disease tolerance in both is more indirect. Left unchecked, they can be severely damaged. Fortunately, disease development is considerably slowed, allowing for a more pro-active rather than reactive management approach. Cato appears highly tolerant of dollar spot whereas Crenshaw appears susceptible to the problem.

Mariner creeping bentgrass was recently released (1996) and licensed to Pick Seed West. It is recognized for its superior salt tolerance. Mariner is a direct reselection from Seaside with substantial improvements in turf quality, heat tolerance and general overall performance and the salt tolerance of Seaside.

Future releases will target improvements in disease resistance while maintaining a concerted effort in physiological stress tolerance and turf-quality improvements. The Syn92 series features direct and indirect high-temperature tolerance, turfgrass quality, mowability, density of stand and persistence as well as resistance to Pythium and Rhizoctomia. Future varieties will include Imperial and Century from E.F. Burlingham, and Backspin by TMI/Scotts. The Syn96 series is in the field and under initial seed increase. New varieties are being developed specifically for dollar spot resistance, with continued improvements in growth, texture and genetic color.

We have been asked to improve density. Although important for a few elite golf courses, our objectives remain to develop grasses with lower maintenance along with better tolerance of poor water quality, temperature extremes and diseases.

GCN: Could you review your recent work with new strains of zoysiagrass, both those that have been released and those we can expect to see in the future? Why did Diamond rate so low in the 1995 NTEP trials?

ME: Zoysiagrasses are expensive, slow to recuperate and generally under-utilized. On the plus side, they have low water demands, minimal fertility requirements, few disease and/or insect problems, and superior cold hardiness. The goal has been to develop a turf which is faster to reproduce, recovers from injury,

withstands traffic, and competes under all conditions.

Recently released grasses range from extremely fine-textured, highly rhizomatous varieties such as Diamond, to a more coarse-textured, open grass such as Crowne and Palisades. Diamond has done poorly in NTEP trials, revealing certain biological features of the grass. First, Diamond generally lacks the winter hardiness to survive in

many areas where trials were conducted. Second, Diamond is the most diminutive of the four, and consequently has an optimum mowing height between 0.25-0.50 inches. NTEP trials are a beauty contest for performance at a 1.5-2.0-inch mowing heights. Diminutive types such as Diamond will do rather poorly at these heights. In contrast, Cavalier, Crowne and Palisades tolerate higher

cuts, have good winter hardiness and other strengths that test well in trials.

GCN: Universities and seed suppliers seem to be competing with one another to introduce new strains of grass seed. Is this healthy for the turf industry?

ME: In the late 1970s and early 1980s, the golf industry had a single bentgrass variety, the first turf-type tall fescue was just being released (1978) and turfgrass

managers had little choice when selecting grasses. The real question is how many different varieties can the market bear for a given species? How many bentgrasses are needed? One certainly wasn't enough. Are 30 too many? Probably, especially considering the size of the market. But the free enterprise system will likely reduce that number in the near future.

Continued on next page



THER V

PREEMERGENCE TURF HERBICIDES

Evaluating preemergence turf herbicides can be like comparing apples and oranges. True, all of them control weeds. (To some degree, at least.) But a closer look reveals big differences. When you consider all the products on the market, you'll find:

- A lot of them focus on low price.
- That's usually because they don't have much else to offer.

Mechanics' Corner: Educate the masses

Continued from page 17

ment may seem unnecessary; but it pays off by protecting the paint and aiding in cleaning during the season.

The goal of this maintenance is increased longevity of the equipment, improved production and decreased downtime during the season.

Although this maintenance

program does not sound time-consuming, it is.

It takes me and four other men helping to complete the work in time for the upcoming golf season. So, as the 1996 golf season approaches, the membership at Sunset Ridge Country Club can be sure that the maintenance facility will be ready, even if the weather isn't.

MALLOY JOINS GREEN SECTION MID-CONTINENT REGION

Brian Maloy, the construction superintendent during a recent renovation of Great Southwest Golf Course in Grand Prairie, Texas, has joined the U.S. Golf Association Green Section as an agronomist. He will work with Mid-Continent Region Director Paul Vermeulen, who left an agronomist's post in the Western Region to succeed Jim Moore. Moore is director of the newly created Construction Education Program. A superintendent for 10 years, Maloy worked at Indian Creek Golf Course in Carillon, Texas, and Oakridge Country Club in Garland, Texas. He holds bachelor's degrees in agronomy and horticulture and a master's in horticulture from Iowa State University.

Q&A: Engelke

Continued from previous page

One problem is, we don't retire old varieties. We just add more. Competition is healthy and ultimately provides greater choice, a real plus for the consumer as long as the consumer is properly informed.

The USGA initiated Green Section Research in 1982 and began intensely funding breeding programs. With the exception of Penn State, little effort had been made in golf turf development. Efforts by the University of Arizona, University of Rhode Island and Washington State University yielded improved bentgrasses — SR1020, Providence and Putter, respectively. Most of the breeding effort in creeping bentgrass was an aside to the primary mission of their programs and consequently very little support was available for timely or rapid advancement.

GCN: Where can we expect to see the greatest advances in turfgrass research in the next 10 to 20 years?

ME: Biotechnology will play an even more important role in the development and advancement of new turfgrasses, although it will be somewhat hampered in the short term due to restrictions on the exchange of genes and germplasm resources. In the long term, we will be able to transfer desirable genes across plant species to accelerate the development process. The turf industry will likely face many challenges due to the self-interest of selected user groups. We have already seen major efforts to restrict turf use in many Southern cities because of the perception turf consumes too much water. Educational efforts are needed to promote turf as the "glue" that unites the environment and helps keep it intact.

GCN: Do the golf-related associations do a good job of allocating their research dollars?

ME: The USGA, GCSAA and similar organizations have funded research for decades, mostly in small grants to numerous individuals and institutions. Unfortunately, most of these dollars were only supplemental or generally of a minor nature, meaning a significant piece of research was seldom accomplished. With the advent of the USGA Green Section research effort, the number of grants were significantly reduced. However, the level of funding substantially increased, enabling serious research efforts be put forth in fewer but significant areas.

The initial emphasis targeted breeding (which requires a long-term effort with significant funding) along with understanding the physiological development and performance of grasses under stress conditions. The shift in attitude enabled the industry to substantially improve varieties and management strategies because funding was consolidated into significant and continually accountable grants.

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Drainage along cart paths: How to beat the sheet-flow

BY TERRY BUCHEN

WILLIAMSBURG, Va. — Existing golf courses, in most cases, add drainage each and every year, usually because of compaction and trees that keep growing and providing more shade while blocking air movement.

One of the hardest areas to drain properly is next to cart paths, as water "sheet-flows" over the top and then "dumps" into low-lying ground, sometimes with little or no place to go quickly.

The channel drain is starting to gain in popularity with superintendents and course builders. It was originally designed for use in commercial landscaping to help drain along sidewalks and within formal landscape areas. Channel drainage grates come in black, green, gray, sand and brick colors to help them blend.

In many new course projects, the paths are put in first, then the builder finish-grades around them so surface water will flow over the top properly and so the golfer will not feel a bumping sensation when a car enters/exits the cart path anywhere around the course.

The builder sometimes adds a few channel drains during construction as a precaution, and superintendents will add them as needed in the future. Black-colored channel drains obviously blend in better when asphalt cart paths are used; they can be easily mowed over with any type of rough mowing equipment.

Many newer courses have extensive drainage systems on every hole, a series of 6- to 8-inch (or sometimes larger) main lines along with a multitude of lateral lines, each measuring usually 4 inches in diameter. Many newer courses use non-perforated PVC or ADS drain pipe for main lines and 4-inch perforated drainage laterals for greens, bunkers and miscellaneous areas around the course. Main lines usually have larger catch basins, in the 24-inch diameter variety, whereas lateral-line catch basins usually are the 12-inch square sizing. Because of the vast variety of pipe sizing and convenience of having drainage usually close by, the newer courses find it much easier to add the 3-inch channel drain opening into any 4-inch riser.

After the channel drains are installed alongside asphalt cart paths, asphalt cold



An effective way to help alleviate the problems associated with heavy rains over cart paths.

patch material is usually used to fill in the gaps. Heating up the cold patch with a portable propane torch — then compacting it with a hand tamper — works best to blend in the two different asphalt surfaces. Motorized, vibrating compacting machines also work real well.

The top of the grates are removed by taking out a few screws, so cleaning is easy. On top of the 3-inch vertical hub outlet is a plastic screen that helps keep debris from going into the piping. Many times these plastic screens are perma-

nently removed because the plastic grate performs the same function and it reduces the water flow too much, requiring unnecessary extra cleaning.

Channel drains are even used in areas in the roughs where water sheet flows in such a manner that a larger catch basin might not work as well.

Channel drains, along with the grate, come in 2-foot-long sections that can be easily attached end-to-end and come in the shape of Ts, elbows, crosses and 1/8 bends.

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Unveiling Skins preparation with La Quinta CC's Glenn Martin

LA QUINTA, Calif. — Rancho La Quinta Country Club superintendent Glenn Martin will have a worldwide television audience inspecting his handiwork on Thanksgiving weekend, when the 1996 Skins Game comes here.

It is the first year the Skins Game has been at this par-71 course designed by Robert Trent Jones Jr. But it is not Martin's first exposure to professional tournaments. He began early. At age 18, as a college student, he worked on a crew at Southern Hills Country Club in Tulsa, Okla., where he attended Oklahoma State, earning a bachelor's degree in business administration and a master's degree in agriculture.

In 1988 and 1990, he was the assistant superintendent at the Jack Nicklaus Resort Course at PGA West, when it hosted the PGA Tour qualifying school finals; and while Martin was at Mission Hills North, it hosted the first stage of the LPGA Tour qualifying in 1994.

But the 1996 Skins Game, which will be televised on ABC-TV on Nov. 30 and Dec. 1, will be the first time Martin is in charge of the course. He spoke about that role in a candid question-and-answer session:

GCN: Compare the 1996 Skins Game with your previous experience preparing for the hosting tournaments?

GM: It reminds me a lot of when I was at PGA West during the Skins Games of the late 1980s and early '90s. Now, we are trying to recapture the excitement among the gallery that characterized those events, when they were held at the Stadium Course at PGA West.

I think all the tournament experience helps because we have some people who have done it before. The event coordinator, Gene McCauliff, is the same person who did the Skins for PGA West. Bob Barrett, director of golf operations for the Drummond Corp., which is the owner of Rancho La Quinta, has been involved in several Masters and the PGA Championship. And I am fairly well versed on some of the special needs of the Skins, such as the accommodations that are required for TV.

When I was at the PGA West Nicklaus Course, we had a chance to see a Skins Game right next door at the Stadium Course, and it's completely different from any Tour event. In some ways, it's probably one of the easiest events to prepare for during the event because there are not four rounds with a full field. But there is a lot of prep work going into the Skins, because of the unique nature of the event.

GCN: Will you toughen the Rancho La Quinta course for the Skins Game?

GM: We aren't going to push the course beyond a reasonable limit or trick it up. This particular design doesn't lend itself to that anyway. The rough might be just a little longer. We have been keeping it at a 1-1/4 inches, and I think we might raise that to 2 inches for the Skins. We'll also mow the tees and fairways a little closer, say, at about three-eighths of an inch rather than one-half inch. And the greens will be rolling faster, but not radically so. They may be just a couple of feet faster, say between 10 and 11 feet, not 12 and 13. We want good

shots to be rewarded, and we want to allow the opportunity for a lot of birdies and eagles.

GCN: How has the timing of the Skins Game affected the amount and type of seeding for the course?

GM: We threw seed at

the optimum time, the first part of October, and seed rates stayed the same. We will do a lot as far as vehicular traffic control, which will be routed far outside the playing area.

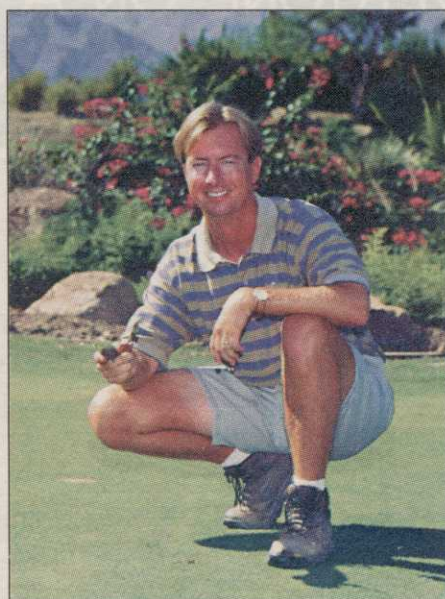
GCN: Will there be any changes in your preparation of the bunkers?

GM: This past summer, we expanded the bunkers out to their original shape, but the bunkers will basically stay the same. We will hand-rake them for the event, but that's the only change we anticipate.

GCN: One difference in the Skins Game this year is that Rancho La Quinta is known for its spectator-friendly layout



SUPER FOCUS



Rancho La Quinta superintendent Glenn Martin



Tiger Woods (left) and John Daly will make this the longest Skins Game in history.

and will be able to accommodate larger galleries for the two-day event. How has the prospect of larger galleries affected course preparation and maintenance?

GM: It all really is a part of traffic control. Obviously, we're going to have some cleaning up to do after the event, but with nine holes a day, and only one four-some over two days, it is manageable.

GCN: What holes do you see as presenting specific challenges for the pros, and what modifications have you made in recognition of the pro game?

GM: At first glance, you would think it would be some of the longer par-4s that would be the pivotal holes. But if you think of a Skins-type format, then it seems the biggest challenges will be the par-5s, where the players will have to make eagle to win the skin. Par-5 holes 5, 9, 12, and 17 all will be reachable in two. Players will feel as if they have to make three to get a skin. We also have two reachable par-4s,

so the challenge will be whether they want to risk the water on, say, the 330-yard 15th hole and try to drive the green. Or, the other opportunity would be par-4 No. 4, which is about 350 yards.

GCN: There are plans to have the Skins Game at Rancho La Quinta again in 1997. Does the knowledge that this is a multiyear commitment affect preparation and maintenance of the course?

GM: I think we're always going to have growing pains and glitches, being the first time, but I think everybody is ready for that, and ready to make a good first impression. We'll learn from the experience and make adjustments for the next two years because we have a minimum three-year commitment.

GCN: When the Skins Game is over, what kind of legacy do you see it having on Rancho La Quinta, yourself and your staff?

GM: To me, I look at this as an opportunity to gauge the level of all of our efforts.

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Managing the operation: Focus on personnel, office management

By BOB CHADBOURNE

Personnel and office management, two areas that consume such a large portion of a golf course superintendent's time, are nevertheless mostly neglected in the academies of learning. An exception is at the University of Massachusetts (UMass), which retains retired resource economics professor Dr. Donald R. Marion to teach personnel at the annual UMass Winter Turf School.

Marion, who holds bachelor's and master's degrees in agri-economics from Cornell University and a PhD from UMass, feels his instruction is valid and timely for superintendents nationwide, except in the North, where golf is seasonal. While seasonal workers do often return each year, the management approach and style can vary between full-time workers and a more transient work force, he said.

Last month, GCN covered Marion's recommendations concerning management style, hiring, and conducting interviews. This month, he takes us through training, motivation, communications, performance evaluations, discipline, budgeting/cost control, personnel handbooks and public relations/politics.

TRAINING

- Share your goals and objectives with the new hire.
- Train everyone, even if they have done the same job elsewhere.
- Train in small steps with explanation. Marion runs an exercise in which he tells superintendents he wants them to tear the corners off a number of pieces of paper. He then separates the class into two groups, giving one group thorough instruction as to how the paper must be torn, telling the other group nothing. The results usually make a strong case for instruction.
- Follow the standard training technique: explain, demonstrate, conduct a practical exercise, review, have the employee perform the task independently, review again.

"On golf courses and in turf operations, training is largely on-the-job and seldom involves a classroom setting, although a mechanic might be sent to a seminar for training," said Marion.

SUPERVISION

- Never feel you need only train an employee and turn him loose.
- You must be his counselor, his confidante. Many don't like that role, Marion said, but someone has to fill it, or help won't come and problems will continue. As a minimum, seek out a referral for help.
- Recognize that you may be

younger than some of your workers, and they will feel they know their job better than you. (Again, Marion has the class write a paper on difficult problems encountered as a basis for discussion. He gets the usual alcohol, drugs, and age differences as examples, but also some real thought-provokers: "How do we work closely

LAST OF TWO PARTS

together when the son of a greens committee chairman gets hired for the summer?)"

Communications: A principal tool of the supervisor. It is extremely easy to miscommunicate,

and there are barriers that cause communications to break down:

- We assume too much.
- We communicate at the wrong time. Where is the employee's attention? Look for what is known as the "teachable moment." (Not at 5 p.m. Friday).
- We misuse language, semantics.

• We use non-verbal communication: a gesture, expression, tone.

• We apply the "halo effect": Someone is always right; someone is always wrong.

• We fail to seek and use feedback.

Performance Evaluation: The

Continued on next page

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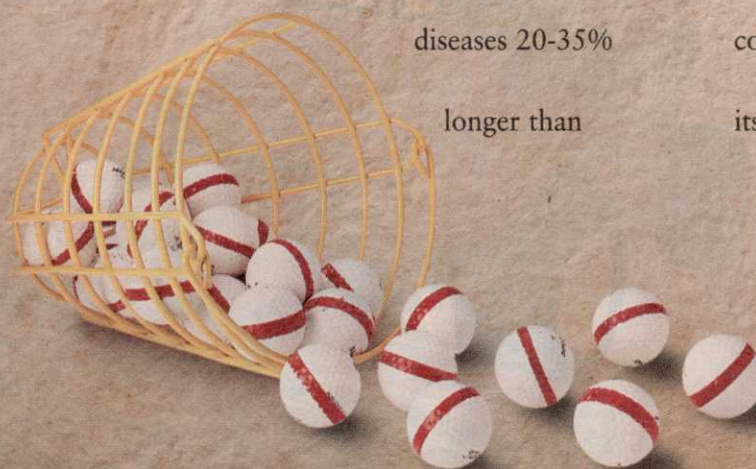
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Management

Continued from previous page
disadvantage is that it's time-consuming paperwork. The advantage is that supervisors do it daily anyway. The pluses:

- It's done in a formal way on a timely basis.
- It's objective. Everyone is evaluated from the same format.
- It provides a paper trail for promotion, discipline and ter-

mination.

• It improves rapport through the discussion after it is completed.

"I like forms with descriptive phrases, not numerical 1-through-10 choices," said Marion, who designed a sample that allows a mechanic to be rated in the area of "housekeeping," meaning the appearance of his work area from a high of "All areas 'neat as a pin,' tools and equipment well orga-

nized and well maintained" to a dismal low of: "Approaching or at the disaster point, many areas unsightly and/or unsafe."

Ideally the closest supervisor should do the rating, and it is a good tool to have the employee do one on himself. (The general rule is that the employee will be tougher on himself, hence



Dr. Donald Marion

will not emerge as the bad guy.)

"This eases both people into the real value of the evaluation, which is the discussion that follows, addressing how they get to where they both want to be," said Marion. "The

worker should then sign the form and date it, and understand that it becomes the basis for a plan to

correct deficiencies."

Discipline: The objective is not to "get even," but to correct unacceptable behavior. Apply what is called the "Hot Stove Rule":

- Warning: (employee feels the heat).
- Impersonal: (hot stoves burn everyone).
- Objective: (It's not personal).
- Immediacy: (Hot stoves burn you right away).

"Discipline should be administered as immediately as is reasonable, but when the supervisor is still hot under the collar is not the time," said Marion. He outlined the proper sequence of disciplinary steps:

- Oral reminder.
- Oral warning.
- Written warning (placed in employee file).
- Suspension without pay.
- Termination.
- Exit interview.

Personnel Handbook: All of the above should be outlined in writing, and new hires should read the material, and sign and date a form saying they have done so, which follows the original application as the second item to be placed in the employee file.

"This simplifies later decision-making and cuts down on grievances, but it's important not to put a policy in writing if you can't live with it," said Marion, who urged all policies be very detailed and specific. "Probably greens are mowed and sand traps groomed in very specific ways and at very specific times, but the specifics are seldom part of a written policy."

Budgeting Cost Control: "A superintendent is part of a big political game. He's thinking: 'How much should I ask for to get what I need,' while the Greens Committee is wondering, 'How much has he inflated this, and how much does he really require?'" said Marion. He added that the past several years' budgets would act as the basis, with explanations provided for differences in the current proposal. If a one-time, big-ticket item proposal greatly increases the bottom-line total, it should be isolated and explained separately, he said.

"It's another good practice to also prepare a budget that outlines the steps you would take if forced to accept a reduction, and another explaining what you could accomplish with an increase of some fixed percent," said Marion.

Public Relations: "PR is very important," he said. "It's true a golf superintendent has a lot of publics to deal with, but he also has some great opportunities. Golf courses are beautiful and appealing. He can offer clinics, sponsor a Little League team, host groups, offer his expertise to the community, talk to the garden club.

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CIRCLE #115

CHESTERTON, Ind. — Lake Erie Land Co., the parent company of Sand Creek Country Club here, has begun a creek bank restoration project of unprecedented scale.

Sand Creek, which runs north through the golf course and residential development to Lake Billington, has suffered severe erosion and silt build-up in Lake Billington. The section of stream to be restored includes both

sides of approximately 3,700 feet of stream. The goal of the restoration is to halt the erosion, while recreating spawning grounds for such fish as salmon and steelhead as well as a habitat for bird life.

The project is part of a larger flood-control process that also

includes addition of detention ponds in the development's fourth phase as well as in the club's newly built Marsh Course that will prevent channelization of the creek. Lake Erie is working with Robert Wolfe of J.F. New & Associates, a senior wetlands ecologist.

According to Wolfe, in the past the creek had been dredged, making it more of a ditch. Another goal of the restoration will include restoring the creek with the addition of bends and other features designed to restore it to a natural stream.

A variety of approaches will be required in the restoration process. Most sections of the creek bank will be re-sloped. This process includes creating a stepped slope initially maintained by wood forms and a burlap covering. In addition, native vegetation will be planted along restored areas, including native grasses, woody shrubs and trees and wildflowers. The root systems from these plants will create a natural system that maintains the restored banks. Specific plants to be used in the restoration include sycamores, willows, pin oak, prairie cordgrass and more.

In other sections of Sand Creek's banks—where a 1:1 slope is required—a special mesh material called Geogrid will be used to stabilize the banks during the revegetation process. Geogrid is biodegradable fabric made from coconut fiber that will halt erosion while the vegetation takes root. In the instances where Sand Creek's covered bridges cross the creek, riprap will be applied, using large stones to stabilize the creek bank. In addition, structure will be built into the creek, including pools, gravel beds and dams that will help to control the depth of the creek.

State and federal groups will witness the process for its potential application to other creek banks within the state.

Rocky Mt. chapter elects Doug Jones

AURORA, Colo. — Doug Jones of the City of Grand Junction Golf Courses has been elected president of the Rocky Mountain Golf Course Superintendents Association (RMGCSA), which last year surpassed the 700-member mark. The election took place Oct. 7 at Valley Country Club here.

Jones, a certified golf course superintendent, is joined on the RMGCSA board by Vice President Dave Brown of Flatirons Golf Course in Boulder and Secretary-Treasurer Don Tolson, a certified golf course superintendent at Fox Hollow Golf Course in Lakewood. All will serve one-year terms.

Elected to two-year terms on the board of directors were Michael Brennan, a certified golf course superintendent at Pine Creek Golf Club in Colorado Springs, Lee Terry at Walkingstick Golf Club and Jim Wilkins of Westwoods Golf Club in Evergreen. They join George Stowell of Dos Rios in Gunnison, who is serving the second year of his two-year term.

"We're trying to improve relations between pros and superintendents," Jones said. To that end, the pro-superintendent-club manager tournament has been reinstituted "and it should be an annual event now," he added.

GOLF COURSE NEWS

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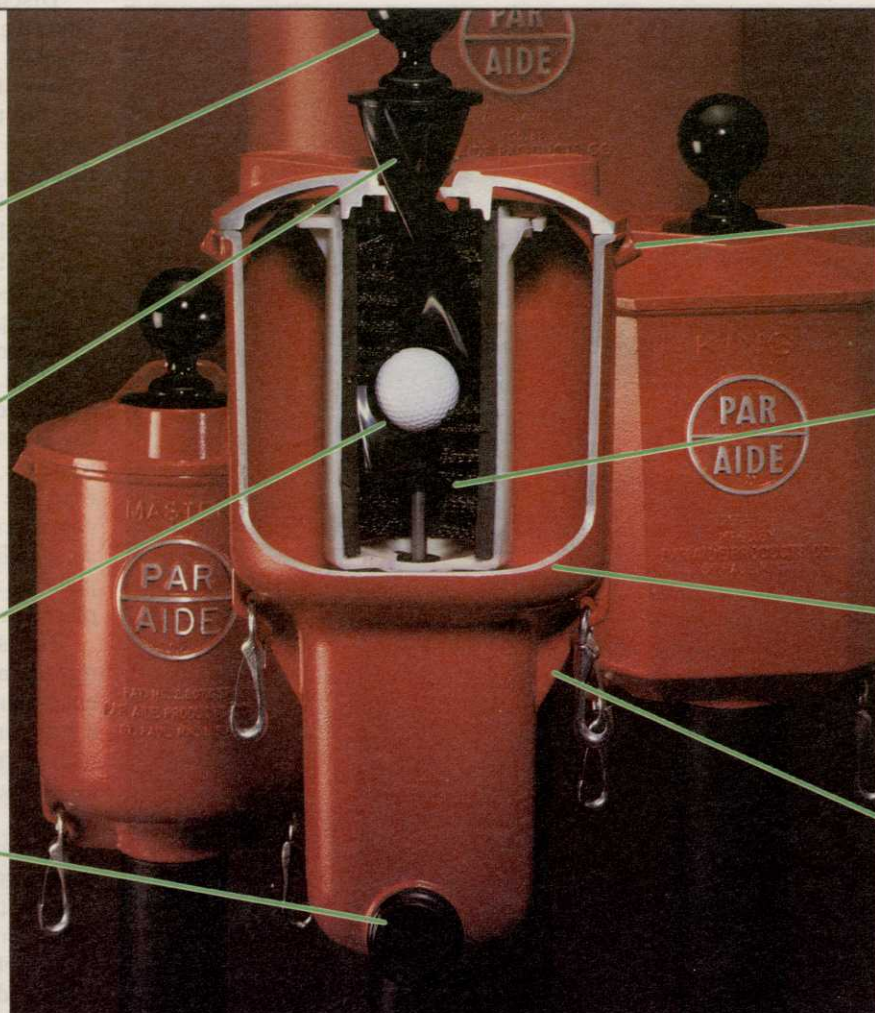
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Public Golf Forum reveals myriad money-saving tips for supers

By TERRY BUCHEN

CHICAGO — At the Public Golf Forum here Oct. 28-29, experts discussed how superintendents are saving money in their day-to-day operations. Of equal importance is spending money as expeditiously as possible, when it must be spent, carefully watching the bottom line while still maintaining a sense of quality.

Some examples of ways to save money and make more efficient use of money include:

1. Remove unnecessary shade trees. The improved sun and air movement means reduced pesticide usage and better playing conditions.
2. Reduce acreage of mowed areas not in play.
3. Schedule maintenance with the least golfer interference for better production and happier golfers.
4. Plant perennial flowers instead of annuals.
5. Perform a labor-flow chart to see how many labor hours are really needed with your maintenance objective in mind.
6. Perform a voluntary safety audit with a local state agency to help prevent being fined from a regulatory agency.
7. Hire temporary personnel for special

projects.

8. Hire a good mechanic where the extra money spent on wages is well spent.

9. Keep the course as dry as possible for better playing conditions and less pesticide usage.

10. Add extra drainage up the bunker slopes to help eliminate costly hand-shoveling and subsequent extra raking of bunkers.

11. Consider overseeding with some of the newer drought-tolerant grasses

SAVVY SUPERINTENDENT



on the market or coming out soon.

12. Put a pencil to whether it is sometimes better to buy supplies from out of state to eliminate paying states sales tax versus possibly the extra freight charges involved.

13. Use a total-kill-type herbicide around trees, along fences, etc. to help reduce hand-mowing.

14. Offer free golf for police and fire personnel. This sometimes improves

security in and around the golf course.

15. Perform a five-year equipment-replacement schedule, update it annually and stay on schedule.

16. Tree nurseries can be given a tax credit, in some states, for the acreage they use even if they are not sold but maintained as if they were to be sold or relocated.

17. Double-check your fuel-tax refunds, in most states, for non-highway use on unlicensed vehicles.

18. Keep everything super simple!

Buchen founds turf consultancy

WILLIAMSBURG, Va. — Terry Buchen, a master greenkeeper and certified golf course superintendent who has grown in 11 golf courses and worked as the PGA Tour agronomist, has opened an agronomy consulting firm here.

Terry Buchen Golf Agronomy International will consult with grow-in, routine maintenance, tournament conditioning, restoration and renovation.

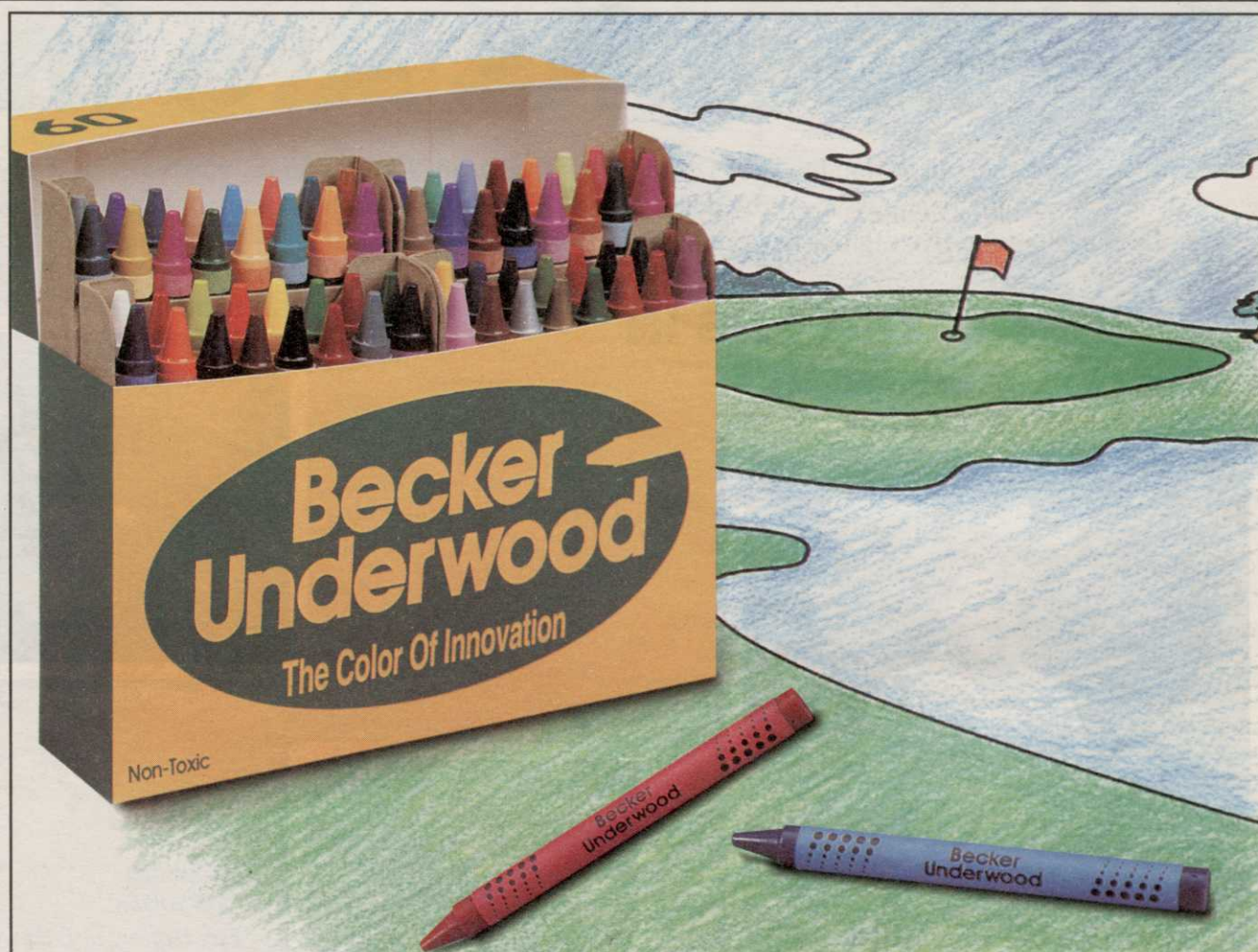
"I'm looking forward to it, to working with owners, superintendents, architects and course officials," said Buchen, a third-generation superintendent. "I've always wanted to consult, with all my grow-in and tournament-conditioning experience, plus being an agronomist for the PGA Tour [for two years] in the U.S. and Canada."

"I'd like to do some traveling worldwide and share what I've learned over the years."

Buchen, a *Golf Course News* contributing editor, left Double Eagle Golf Club in Galena, Ohio, last spring to oversee maintenance on the eight courses operated by The Legends Group here and in Myrtle Beach. He will continue to work with The Legends on a consulting basis.

While he was superintendent at Double Eagle, the course was rated the second-best conditioned course in the country (behind Augusta National) last year by *Golf Digest* and fourth-best conditioned course this year by *Golf Magazine*.

Terry Buchen Golf Agronomy International is located at 4772 Williamsburg Glade, Williamsburg, Va. 23185-2113; telephone 757-253-0900.



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Vandals are controllable

Continued from page 17

front sign was missing and we found it in a ravine four miles away."

The vandalism is not always done by wayward youths with nothing better to do. "Sometimes it's kids," Williams said. "But sometimes it's over-exuberant golfers who've had too many

cocktails. It could also be disgruntled patrons or employees."

Regardless of who is doing the damage, golf courses need security from vandals. Although many clubs and courses have some form of security in place — such as an alarm system in the clubhouse and where the cars are stored — most problems happen because

courses are so easy to get onto, even with fencing.

And short of hiring an army of security guards, it is difficult — if not impossible — to patrol 130 acres or more.

"It is a difficult security problem," said Michael Hughes, executive director of the National Golf Course Owners Association in Charleston, S.C.

Of all the advice on how to deter vandalism (see sidebar),

the one golf course owners and superintendents deem most effective is to toughen up security at the access points with a good "community watch" program.

"Your best defense is to have good relations with your neighbors," Hughes said.

Hughes got agreement from course architect Michael Hurdzan of Columbus, Ohio, whose Widow's Walk course in Scituate, Mass., was recently hit by vandals

while it was still under construction. "If the community is involved (with the golf course), there is little to no vandalism," he said. "To solve vandalism, you have to go into the psychology of why people do it. I think it's a machismo thing — something to brag about. The answer is to have people take pride in the golf course and take away the motivation to destroy it."

And if a community is proud of its golf course, chances are people will report vandalism if they see it happening. That is what happened in Scituate where two teenagers were caught because of a community watch program there. Someone spotted the youths riding dirt bikes across the greens and fairways that had been shaped and were ready to be seeded, and reported it to the police. The teenagers did about \$2,600 worth of damage to the course.

Scituate's town superintendent, Richard Agnew, said that along with community watch, he used the "shame on you" approach. "We called the newspapers immediately to embarrass them and their parents," Agnew said. This may not work if vandals are underage and their names cannot be publicly revealed.

Although community watch programs may be a good strategy for public courses, what about exclusive country clubs?

The private Oak Park Country Club in River Grove, Ill., straddles the boundaries of two working-class neighborhoods. Superintendent Alan T. Fierst said that regardless of their differences, the golf club has fostered a good relationship with its neighbors.

"The homes bordering our property act as watchdogs for the people who may pass through their yards," Fierst said. In return, the club does some tree and hedge trimming for the community. "It's a good PR program," he said.

Fierst said vandalism still happens — but damage to the greens such as scratching out names or slogans — happens only one or two times a season.

Even the best community watch program is not flawless. Chances are, vandalism will happen to a golf course sooner or later. But when it does, course owners and superintendents should check their insurance coverage.

"I think a lot of golf courses don't realize this is something that is covered," said Richard Gross, vice president of marketing at CNA Insurance Cos. in Chicago. Most policies cover vandalism to the greens, he said.

Although most vandalism is more a nuisance than a financial burden, the biggest concern, Gross said, is if many greens are ruined and the course is temporarily out of business until repairs are made. If that happens, many insurance companies now offer business interruption insurance.

Again, check the policy, Gross said. And if it's not, get it. "Even if it's just for peace of mind."

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GCSAA UPDATE

James Lovell keynoting International Conference

LAS VEGAS—Retired Navy Capt. James A. Lovell Jr., commander of the Apollo 13 space mission, will keynote the opening session of the International Golf Course Conference and Show at 6 p.m. Feb. 8 at Bally's Hotel here.



James Lovell

Lovell is best known for the Apollo 13 space flight which encountered problems 200,000 miles from the earth's surface on April 13, 1970. When an oxygen tank exploded, causing a rapid loss of electrical power, Lovell, Fred Haise Jr. and Jack Swigert Jr., took refuge in the cramped lunar module cabin and guided the crippled spacecraft home.

After retiring from the Navy in 1973, Lovell embarked on a series of successful business ventures involving organic lawn and garden products and telecommunications. An adviser to Presidents Lyndon Johnson and Richard Nixon, he has been honored with the Presidential Medal for Freedom, the NASA Distinguished Service Medal and American Academy of Achievement Gold Plate Award.

Several promoted in job shifts

Golf Course Superintendents Association of America (GCSAA) Chief Executive Officer Stephen F. Mona has announced various staff promotions and appointments.

"Our responsibility as a staff is to provide the highest quality service to GCSAA members," Mona said. "The promotions recognize those individuals who have performed at an exemplary level, while our new team members bring skills that will enhance the services and programs we provide."

Among those promoted were:

- Teri Harris, former GCSAA marketing and creative services manager, elevated to director of communications.
- Rebecca Spriggs, named senior

manager, corporate marketing & sales.

Among those newly appointed were:

- Jack Schwartz, appointed as director of development in the corporate marketing & sales/conference & show department.
- Chris Charlton, hired as senior manager of publications, marketing and creative services.
- Ed Hiscock, appointed managing editor of the association's monthly magazine-Golf Course Management.
- Jeff Bollig, hired as manager of media/public relations.
- Hannes Combest, named education manager.
- John Vernitte, appointed as curriculum manager.

Government Relations panel proposes action

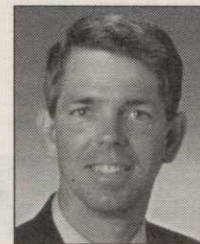
The Golf Course Superintendent Association of America (GCSAA) Government Relations Committee has set a goal of effectively interacting with state and federal levels of governmental activity. The committee for the first time proposed a legislative and regulatory agenda for the 1996-97 fiscal year. The agenda, adopted by the GCSAA board of directors, identifies current government issues affecting

superintendents and describes GCSAA's plan of action.

Among the items this year are federal issues of Worker Protection Standard (WPS); Environmental Protection Agency administration of the budget, emissions and regulatory reinvention; and the Americans with Disabilities Act. On the state level, topics include pesticide posting and notification, worker safety and environmental quality laws.

WallBuilders founder is Prayer Breakfast speaker

LAS VEGAS—David Barton, founder of WallBuilders which is dedicated to "the restoration of the moral and religious values on which America was built," will speak at the GCSAA Prayer Breakfast during the International Golf Course Conference and Show here. The breakfast will be held in Bally's hotel at 6:30 a.m. Feb. 9.



David Barton

WallBuilders does research in the societal, historical and legal arenas and educates people on how to become active in their local schools and communities. Through education, it informs "the public and public officials about our national history when our laws and policies were firmly rooted in Biblical principles," then illustrates, statistically, what happened when those principles were separated from public affairs.

Barton, a former educator and school administrator, has spoken in a number of venues around the country. He has consulted state and federal legislators and has been involved in several cases at the U.S. Supreme Court. He won the 1995 George Washington Honor Medal.

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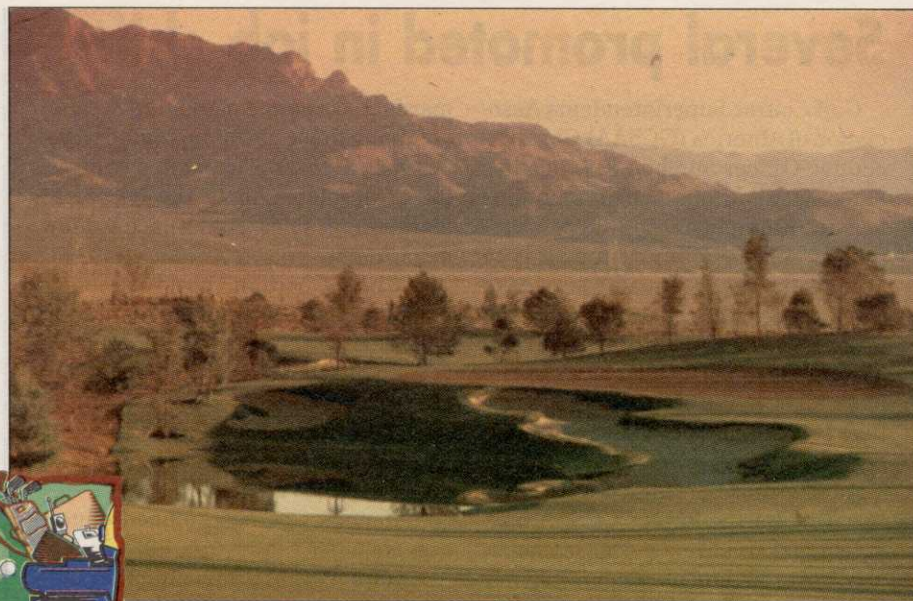


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Tuggle readies Primm Valley for Jan. opening

SOMEWHERE-NEAR-JEAN, Nev. — Scott Tuggle is the new golf course superintendent here at Primm Valley Golf Club, a 36-hole Tom Fazio design developed as part of the Primadonna Resort that straddles the California/Nevada border. The first 18 holes at Primm Valley are scheduled to open in January. Tuggle arrived at Primm Valley from Westminster, Colo., where he oversaw grow-in at the award-winning Legacy Ridge Golf Course, an Art Hill design honored for its environmental sensitivity. Tuggle's greatest challenge at Primm Valley, apparently, is keeping wild burros off the beautiful but remote premises. Primm Valley will be managed by Troon Golf of Scottsdale, Ariz., developers of Troon North Golf Club.

PINEHURST, N.C. — Steve Dembnicki of Southern Pines has been named golf course superintendent for The Carolina, a new Arnold Palmer-designed



The 549-yard par-5 11th hole at Primm Valley Golf Club on the California/Nevada border, a 36-hole Tom Fazio design now maintained by Scott Tuggle.

golf course here. Dembnicki assumes the responsibility for all golf maintenance and turf-related issues concerning the golf course and surrounding development. A member of the Golf Course Superintendent's Association of America, the Carolina Golf Course Superintendent's Association and the Turfgrass Council of North Carolina, Dembnicki is also a gradu-

ate of the University of Maryland with a major in turf management. He brings more than 20 years of turfgrass experience with him, having served most recently as superintendent for Midland Country Club and Knollwood Golf Club, both in Pinehurst.

SANDERSVILLE, Ga. — Jerry Whitaker is the new general manager/golf course superintendent here at Twin Cities Golf Club. Whitaker arrived at Twin Cities from Georgia Veterans Golf Course. In other Peach Country moves, Dennis Echols is the new golf course superintendent at Port Armour Golf Course in Greenboro, and Paul Meredith is the new golf course superintendent at George T. Bagby State Park Golf Course in Fort Gaines.

MIDDLETOWN, Del. — Matthew D. Richter has been named golf course superintendent here at Back Creek Golf Club, designed by David Horn of Achiterra, PC of Catasauqua, Pa. This Billy Casper managed facility is scheduled to open in summer 1997. An Ohio State graduate, Richter joins Back Creek from Caves Valley in Owings Mills, Md., where he was first assistant.

MT. HOLY, N.J. — Brian Minemier, the assistant superintendent at Woodcrest Country Club in Cherry Hill, has accepted a post as superintendent at Burlington Country Club here.

Minemier was at Woodcrest for one year and was an assistant at Medford Village (N.J.) Country Club for six years prior to that. He holds a degree in agricultural sciences from Rutgers University.

APOPKA, Fla. — Jeff Heggen is the new golf course superintendent here at Errol Country Club, a facility managed by International Golf Management, Inc. (IGM), a Lakeland, Florida-based firm providing turnkey golf course maintenance services for public and private golf courses throughout the Southeast.

Heggen is responsible for complete maintenance of the 27-hole golf course and clubhouse grounds. He supervises a staff of 12, including assistant superintendent Chad Nixon.

Before being assigned to Errol CC, Heggen served as IGM superintendent at Rolling Hills Country Club in Longwood.

Hoffman taps own, others' experience in designing Classic

BRAINERD, Minn. — The Classic, an 18-hole championship golf course created at Madden's on Gull Lake, will debut as the one of the longest and most challenging courses in Minnesota when it opens to the public next year.

The Classic was designed by Madden's long-time superintendent Scott Hoffmann, assisted by golf course architect Geoffrey Cornish, Edina businessman John Harris and former Minnesota Golf Association Executive Director Warren Rebholz. Hoffmann was responsible for much of the layout and routing of the golf course. Cornish assisted with technical details such as green construction, drainage and irrigation issues. Harris and Rebholz offered advice and enhancements from a golfer's perspective.

The Classic will measure 7,109 yards from its back tees and boast a Course Rating of 74.9 and a Slope Rating of 139, ranking it among the 10 toughest courses in the state for scratch and bogey golfers as evaluated by the Minnesota Golf Association.

"We took a superb piece of land and uncovered a great golf course," said Brian Thuringer, Madden's general manager. "The Brainerd Lakes area has cultivated a reputation as a golf destination, and The Classic will enhance that position."

Built on 200 acres, The Classic's rolling topography will offer golfers dramatic elevation changes and numerous risk-reward shot opportunities from five sets of tees. Madden's placed a premium on preserving the environment and natural habitats. Very little earth was moved, and the resort partnered with the Minnesota Department of Natural Resources (DNR) to ensure the proper environmental considerations.

"The two groups worked very well together, and we never had to compromise our design goals," said Hoffmann, who has been studying the site for almost 17 years. "The DNR even made some suggestions such as creating a wetland landing area for waterfowl that enhanced the course."

Wild and native grasses are featured throughout course. Hoffmann also has initiated nutrient-absorption program that maximizes fertilizer efficacy. The course already has qualified for the Audubon Cooperative Sanctuary Program, a national program that recognizes courses for their preservation and enhancement of the environment.

SCOTTS AWARDS SCHOLARSHIPS

Lake City (Fla.) Community College student Donna Catrambone and Colorado State University student Christopher Carter have been recognized as The Scotts Co. Scholars for 1996-97.

The \$2,500 scholarships will be presented Feb. 11 during the International Golf Course Conference and Show here.

TACKLES THE NASTY SPOTS

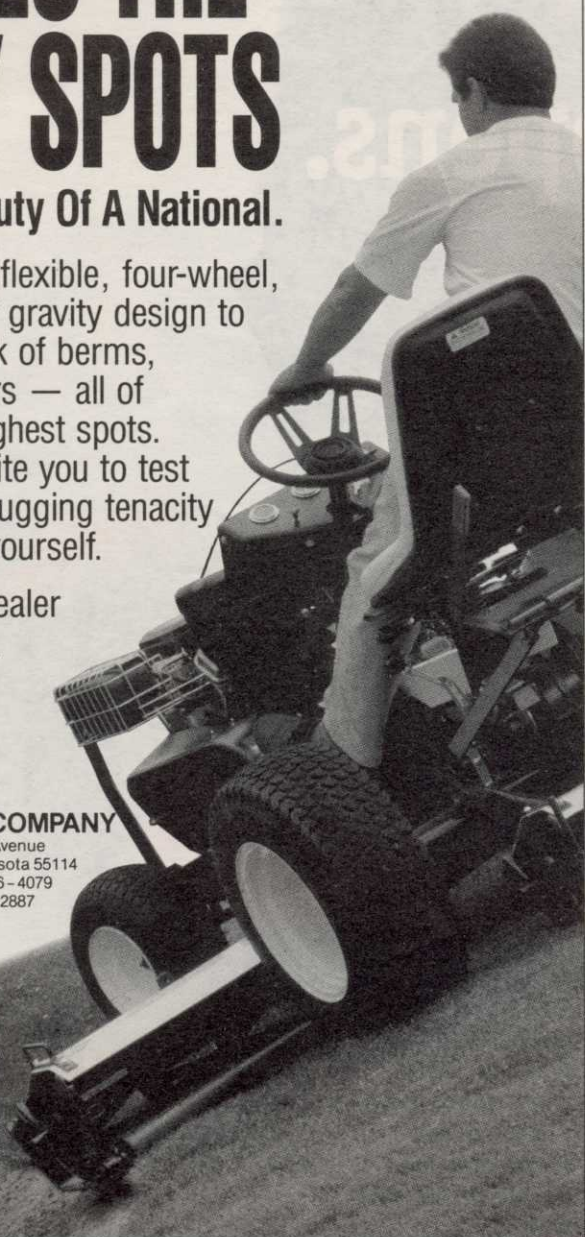
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Northeast

RUTGERS PLANS BANQUET

NEW BRUNSWICK, N.J. — The Seventh Annual Turfgrass Awards Banquet will be held this year on Saturday, Nov. 9, at Cook College Center here. This event is presented by the Cook College Office of Continuing Professional Education, Rutgers Turfgrass Alumni Association, New Jersey Turfgrass Association, and Center for Turfgrass Science at Cook College. The event will honor the 1996 graduates of the Rutgers Professional Golf Turf Management School, Advanced Golf Turf Symposium attendees, Cook College undergraduate and graduate scholarship recipients, and honorees in the turfgrass industry.

The event will begin with cocktails at 5 p.m., followed by dinner and awards presentation at 6 p.m. For information, or to register, write Cook College Office of Continuing Professional Education, P.O. Box 231, New Brunswick, N.J. 08903; 908-932-9271.

North Central

TURF EXPO IN PLACE

ST. CHARLES, ILL. — The Illinois Turfgrass Foundation (ITF) will host the North Central Turfgrass Exposition (NCTE), Dec. 3-5, at Pheasant Run Resort here. Pre-conference seminars will be offered Dec. 2.

The annual NCTE attracts over 1,600 participants and offers a full array of educational programs and a trade show. The conference is co-sponsored by the Central Illinois Golf Course Superintendents Association, Illinois Landscape Contractors Association, Midwest Association of Golf Course Superintendents, Northwestern Illinois Golf Course Superintendents Association, Sod Growers Association of Mid-America, Sports Turf Managers Association's Midwest Chapter, Turf Equipment Technicians Association, USGA Green Section's Mid-Continent Region and the University of Illinois Cooperative Extension Service.

Educational sessions are geared specifically to the concerns and needs of sports turf and golf course personnel, lawn-care specialists, sod growers, and turf-equipment technicians.

Firms will display turf industry products for 19 hours; the expo

schedule is Tuesday, Dec. 3, from 8 a.m. to 6 p.m. and Wednesday, Dec. 4, from 8 a.m. to 5 p.m.

ITF will hold an awards luncheon, Wednesday, Dec. 4 at which the 1996 ITF Distinguished Service Award will be presented, along with scholarships for undergraduate study.

For information contact the ITF headquarters at 11 S. LaSalle St., Suite 1400, Chicago, Ill. 60603; phone 312-201-0101.

Southeast

N.C. CONFERENCE TAKES SHAPE

CHARLOTTE, N.C. — "Striving To Thrive" is the theme of the 35th Annual Turfgrass Conference and Show co-sponsored by the Turfgrass Council of North Carolina (TCNA) at the Charlotte Convention Center here, Jan. 7-10.

Twelve hands-on workshops and two days of educational

sessions will target topics regarding golf, lawn and landscape care, grounds maintenance, pesticide training, irrigation, sod production and business management.

Dr. Mary Grodner, state pesticide coordinator for Louisiana State University will deliver the keynote speech. Charles Newling of Wetlands Science

Applications, Inc., and Barbara Beall of LA Group will present a seminar on Wetlands and Golf Courses, while Tom Detrick of Orkin Lawn Care will speak on High-powered Hiring — Tools of Success.

More information is available from Marsha Richardson at the TCNA at 910-695-1333.

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Americas Team captures inaugural Hayter Cup

However, camaraderie & good will are real winners

By TREVOR LEDGER

LIVERPOOL, England — A team representing The Americas has captured the first Hayter International Cup, contested here at West Lancashire Golf Club in September. Twelve superintendents from the Western Hemisphere overcame greenkeepers representing the Rest of the World 9.5 points to 7.5.

The match was keen and close, the weather sublime, the course beautiful and hospitality excellent. However, the event's organization was by far and away its most outstanding feature. Organizers deserve high praise, indeed, especially Hayter Director of Sales and Marketing Kim Macfie and Neil Thomas, executive director of the British and International Golf Greenkeepers Association (BIGGA), whose inspirational vision devised the event.



The West Lancs course provided a stern physical test, as The Americas' Sam Williamson will attest.

Interest has certainly been piqued for the rematch, tentatively scheduled for the Atlanta area in 1998.

Perversely the inaugural competition, though fierce, was relegated to the role of backcloth to the weekend's whole — the social and professional meeting of minds from around the world. Over dinner, in the bar, around the course, the talk was naturally enough centered on the common ground of tending the cultured (or otherwise) turf of various and wildly differing workplaces.

This was not the talk of businessmen discussing the market and other such drudgeries. This was something much more than that. To a casual eavesdropper in the hotel bar, the Australian, Swede and Canadian might well have been talking about a much loved but wayward child instead of what is — don't forget — a workplace. The standard sentences of the evening generally began with; "Have you tried...? Hey, have you ever seen...? How many staff...?"

That's not to say the competition was ignored. Far from it. But it was viewed more as a catalyst — a good excuse for being there.

The practice round on the Sunday (Sept. 15) was interesting and had the propensity to be irrelevant as far as getting to know the West Lancs course. Following a relatively poor summer, the Lancashire Coast threw up a memory from summers past, i.e. warm and windless. Being a true seaside links, the likelihood was that, come match day, the wind would blow flat out and turn the pussycat into a tiger.

But lessons were learned (or at least should have been): the punitive rough was to be avoided at all costs; flying straight to the pin would bring only tears; and some of the bunkers would require safety ropes. Add the fact that a cold spring and cool, dry

Continued on page 54

Hayter International Results Sept. 18, West Lancashire GC Liverpool, England

Four-Ball Matches: Americas 3.5 — Rest of the World 2.5

- No. 1: Dusch/Nichols halved Derek McJannet (Great Britain)/Andreas Kauler (Germany)
No. 2: Williamson/Charters halved Michael Dolon (Sweden)/Peter Schumacher (Australia)
No. 3: Fredrik Goa (Sweden)/Cosme Bergareche def. McGinnis/de Udaeta, 2 & 1
No. 4: Grigg/Meyer halved Alex Reid (Scotland)/Ignacio Soto Alarcon (Spain)
No. 5: Morrison/Renault def. Brian Mulholland (Ireland)/Matthias Ehser (Germany), 6 & 5
No. 6: Heron/Torres def. Ian Buckley (England)/Peter Frewin (Australia), 1 up

Single Matches: Americas 6.6 — Rest of the World 5.5

- No. 1: Dusch def. Dohlon, 5 & 4
No. 2: Nichols def. Schumacher, 5 & 4
No. 3: McJannet def. Williamson, 2 & 1
No. 4: Charters def. Kauler, 3 & 1
No. 5: de Udaeta def. Reid, 2 up
No. 6: Alarcon def. McGinnis, 5 & 3
No. 7: Meyer def. Goa, 1 up
No. 8: Bergareche def. Grigg, 4 & 3
No. 9: Morrison halved Buckley
No. 10: Frewin def. Renault, 7 & 6
No. 11: Heron def. Mulholland, 1 up
No. 12: Ehser def. Torres, 3 & 2

Participants from The Americas team included Samuel Williamson, CGCS at Ojai (Calif.) Valley Inn & Country Club; Dean Morrison, CGCS at Calgary Golf & Country Club in Alberta, Canada; Thom Charters, Bayview Country Club, Thornhill, Ont.; Doug Meyer, CGCS at Cedarbrook Golf Country Club in St. Sophie, Quebec; Robert Heron, CGCS at Beacon Hall Golf Club in Brampton, Ont.; Ricardo de Udaeta, Buenos Aires, Argentina; Eduardo Torres, Buenos Aires, Argentina; Paul McGinnis, CGCS at Moon Valley Country Club, Phoenix, Ariz. (GCSAA vice president); George Renault III, CGCS at Burning Tree Club, Bethesda, Md. (GCSAA secretary/treasurer); Gary Grigg, CGCS at Royal Poinciana Golf Club, Naples, Fla. (GCSAA immediate past president); Randy Nichols, CGCS at Cherokee Town & Country Club, Atlanta, Ga. (GCSAA past president); Jim Dusch, CGCS at Atlanta National Golf Club, Atlanta, Ga.



PRESIDENTIAL SUMMIT:

Bruce Williams (right), the current GCSAA president, and Gary Grigg, immediate past president, discuss club selection during the afternoon single play.

Eastern Hemisphere the odds-on favorite in belly-up rematch

By TREVOR LEDGER

LIVERPOOL, England — Having lost the match, some members of the Rest of the World team were keen to gain revenge. It was suggested they would win a drinking competition. This would be unfair and a boxing referee would deem it no contest, by my reckoning and that of independent witnesses. The Rest of the World would win by a technical knock out, i.e., the Americas would either pass out or refuse to leave their corner for the second round. Boy, did some ale ever get swallowed? Perhaps thus imbibing was what impeded one or two Rest of the Worlders out on the links.

...

HAYTER NOTEBOOK

The language barrier between teammates/competitors might have caused a problem. Not a bit of it, as Brian Mulholland of Northern Ireland was teamed with Matthias Ehser of Germany. Mulholland's caddy inquired of the luckless Continental: "Do you speak English?" "No," came the reply.

Mulholland's thick Irish brogue then boomed across the hotel-bound bus: "Don't you worry about it, son, I'll teach you English. Start off with this when you wind up in the rough tomorrow morning: 'What the [expletive deleted] am I doing

in here, Brian?' "Matthias grinned but looked more than a bit confused, as the bus load collapsed in hilarity.

...

Dean Morrison of the Americas tried to break the tension of the first tee. "I was thinking about this shot all last night," he laughed and proceeded to sky it 30 yards right, into jungle rough at the bottom of the club flagpole.

"And you'll be thinking of it tonight as well," came an anonymous response.

...

Michael Dohlon of Sweden noticed my *Golf Course News* shirt in the hotel bar on Sunday night. "Write this," he commanded — I noticed his bloodshot eyes and mas-

sive shoulders and naturally acquiesced. "We will win!" he said.

"Why?" I inquired.

"Because we are better than them, of course."

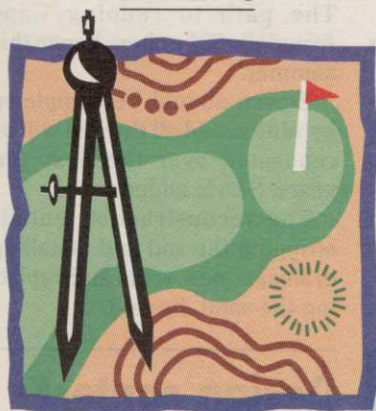
Dohlon halved his four-ball and lost 5 and 4 to Jim Dusch in the afternoon. Better than whom? I wonder.

On a similar note, Peter Frewin of Australia was only too happy to give a prediction. "Oh, I'll win," he predicted.

Once again, "Why?" was my response. "I haven't flown half way round the bloody world to lose, mate," was Frewin's forthright and reasonable response.

Such frankness was not so noticeable in the Americas team camp which maintained a dignified reticence and professional front throughout. Not so jocular perhaps but winners...

BRIEFS



WHOLE IN ONE IN ACTION

DURHAM, N.C. — Whole In One Design has moved its Atlanta, Ga., office here and, already, designer Rich Mandell plans to teach a golf course



architecture course at North Carolina State University here next spring. The five-week

course — for landscape architecture students — will begin March 24. A University of Georgia graduate, Mandell has worked with course designers Dan Maples and Denis Griffiths. His office is located at 400 Mahone St., Suite 6, Durham, N.C. 27713; telephone 919-572-6494.

SAJO, RBI GOLF CERTIFIED

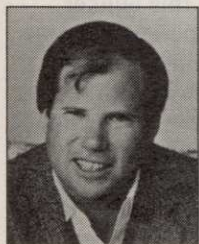
CHAPEL HILL, N.C. — Sajo Construction of Richmond, Texas, and RBI Golf, Inc. of Littleton, Colo., have earned status as Certified Golf Course Builders from the Golf Course Builders Association of America. Certification is an ongoing process, and companies are required to be re-certified annually. Continued work in the industry and passing an examination on course construction are among the requirements of certification.

PRIESTLEY, CADLINKS SIGNED

BERLIN, Md. — The Bay Club Golf Course has selected Charles R.M. Priestley of CADLinks Golf Design in Bel-Air as the architect of its 18-hole expansion. The new course will play from 5,300 to 7,200 yards. A civil engineer and former golf course superintendent, Priestley specializes in designs that have difficult terrain or environmental challenges.

HERITAGE OPENS FIRST NINE

MASON, Ohio — Heritage Club, a year-old residential golf community on the north side of Cincinnati, has opened the first nine holes of its P.B. Dye-designed 18-hole course boasting



P.B. Dye

meadows, woods, lakes and streams. Sitting on 207 acres, the course blends landscape and water areas with such features as railroad ties and challenging terrain. Ken Campbell and Bob Rhein of Cincinnati are developers of the community. "I feel we have provided the Cincinnati area with a world-class golf club," Dye said.

Armchair designing for supers

By MARK LESLIE

LAS VEGAS — Superintendents will be the architects and Jack Nicklaus, Rees Jones and Arthur Hills the judges in a golf course design competition run by the American Society of Golf Course Architects (ASGCA).

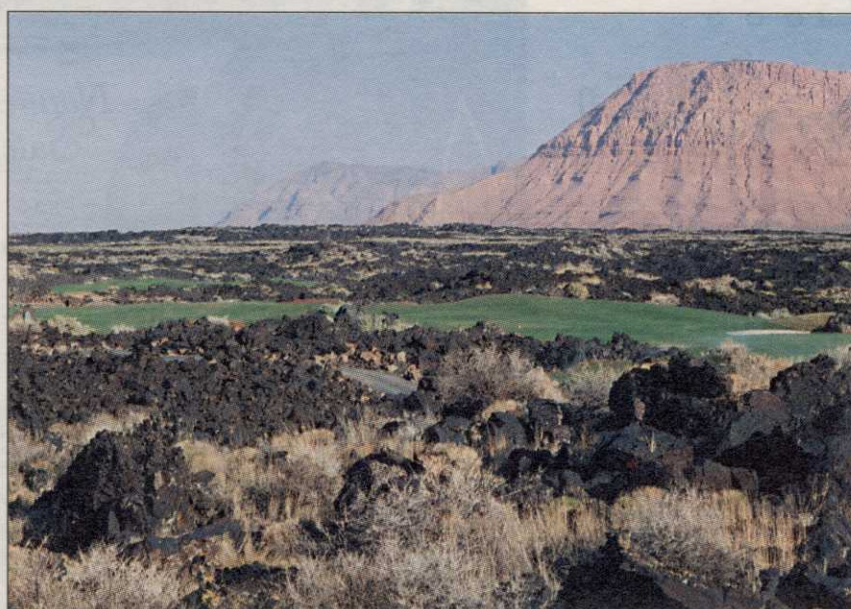
The ASGCA Golden Anniversary Challenge was the brainchild of society President Denis Griffiths, who said: "We wanted to keep our presentation [at the International Golf Course Conference] fun, light and enjoyable. In

the last few years so many of our presentations have gotten a bit heavy, dealing with problems and issues. We've overlooked the creativity and excitement that we as architects get."

Saying that members of the Golf Course Superintendents Association of America (GCSAA) daily manage existing golf courses and grow in the new ones, Griffiths asked: "But how often do they get to design one? Here's their chance."

There is a \$100 entry fee for the

Continued on page 32



OTHER WORLDLY

Grand opening ceremonies for the 18-hole Entrada at Snow Canyon golf course in St. George, Utah, were conducted here on Sept. 27. This Johnny Miller signature course is encased by Utah's Zion mountain range and carved from the red desert and black lava pouring from the white walls of Snow Canyon. The unique lines of this course are filled in with ryegrass fairways. "There is not a single weak hole on the course," said Entrada pro Brad Hansen. RBI Golf, a Littleton, Colo., golf course contractor, completed the construction of the course last September and currently maintains the course.

Q & A Cate breaks out on his own in N.C.

Tim Cate has designed golf courses for the past 12 years, mostly with Willard Byrd. The University of Georgia landscape architecture graduate recently completed his first solo project, Panther's Run near Myrtle Beach, which has been nominated for Golf Digest's Best New Public Course of 1996. Cate is designing a second 18 holes for Ed Gore, who developed the Ocean Ridge Plantation community where Panther's Run is located. Cate also has projects in the planning stages in Calabash and Southport, N.C. His office is located in the former temporary clubhouse at Ocean Ridge.

Golf Course News: How did you get started in the golf design business?

Tim Cate: I worked as an intern at Sea Palms on St. Simons Island [Ga.] in the mid-1980s and helped with the drawings for a new nine they were building there. After school, I worked for Edward Pinckney, a landscape architecture firm that was very active in the Hilton Head area. That's when I had the opportunity to work with Willard Byrd and eventually went to work for him.

After two years, Willard put me in charge of his Little River [S.C.] office. I worked on a number of projects including Lion's Paw here at Ocean Ridge. The owner [Gore] was involved on a daily basis and we became good friends. He asked me to go to work for him when he decided to build the last two courses here.

It took me a year to leave Willard. He treated me like a son. I have the utmost respect for him. He was pretty disappointed

Classic Challenge espouses approach friendly to seniors

LEESBURG, Fla. — Incorporating a concept dubbed "The Classic Challenge," Pringle Development is building a golf course here designed for seniors as well as women and most "average" golfers.

The track, called The Monarch, is part of the Royal Highlands community between Leesburg and Clermont.

What the targeted golfers appreciate most in the concept is "our golfer-friendly approach to design," said Len deBoer, course architect and president of Classic Golf Group of Winter Haven.

That approach entails "realistic fairway lengths, wider primary and secondary landing areas, larger greens, larger fringe areas for chipping, optional safe and strategic options to every hole and an absence of severe penal hazards that cost strokes even on good shots," he added.

"We have studied what senior golfers want and we have listened to them," deBoer said.

"What we've learned is incorporated into The Monarch and every Classic Challenge course in more than 22 distinct design parameters."

The 6,000-yard, par-72 layout will offer senior golfers the same sense of challenge they enjoyed when they were younger and playing 7,000-yard courses, he said.

Mid-State Construction of Auburndale is doing the major storm drainage and earthwork.



Tim Cate, left, on site with Ed Gore Sr., center, owner of Panther's Run, and general contractor Don Montgomery.

when I left. Several other well-known architects have apprenticed with Willard — Clyde Johnston, Lee Chang, Mark Hollinger [with J. Michael Poellot's office].

Continued on page 36

By MARK LESLIE

KENNEBUNK, Maine — Maine's only Walter Travis-designed golf course, Cape Arundel Golf Club here, is undergoing a long-range facelift to restore its bunkers and greens.

Overseen by Tom Doak and Bruce Hepner of Renaissance Design of Traverse City, Mich., the project began this summer

Cape Arundel reviving Walter Travis features

and will continue for about four years, said superintendent Greg Searle.

"The greens had lost close to one-third their original size," Searle said, "and 80 percent will be very, very rectangular." That was the way they were designed in 1922 when Travis redesigned an existing nine holes and added

nine to the club, whose members include the likes of former President George Bush.

The original greens were about 4,500 square feet each and had shrunk to about 3,000 square feet. Mowing the grass at tee height of one-half inch, crews have enlarged the greens to their true perimeters.

"We will intensely aerify them and top dress eight or nine times," preparing them for reduced cutting height, Searle said. "We'll get them to green height in two years."

The bunkers, Searle said, had been filled in over the years or had lost much of their character, which was unique in that Travis

built flat traps with no flashing. The path to redoing Cape Arundel's 52 bunkers began this summer.

Eleven should be completed by winter, and all the rest will be renovated over the next few years, Searle added.

The reconstruction entails stripping the sod and installing drainage, new walls and replacing the sand, he said.

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Design contest

Continued from page 31
contest and proceeds will go to the ASGCA Foundation, created in 1973 to fund surveys, research projects and other activities.

Keeping in mind a Dec. 31 deadline, superintendents wishing to participate should contact the society at 221 N. LaSalle St., Chicago, Ill. 60601; telephone 312-372-7090. Spokesman Chad Ritterbusch said ASGCA will provide a registration package containing such items as a topographical map with a description of the property, the wind elements, soil conditions, and vegetation. Superintendents will sketch their layouts on blank prints, then mail them to ASGCA.

Nicklaus, Jones and Hills will rate the entries during January and bring them to the GCSAA conference to unveil the winners on Feb. 10. During the ASGCA session they will each present what they consider the top design and why.

Winners will be invited on-stage to be recognized and will receive their layout framed and autographed by Nicklaus, Jones and Hills. They will also get autographed copies of *Golf Has Never Failed Me*, a book by architect Donald Ross that the ASGCA published as a 50th anniversary project this year.

In discussing the society's conference presentation, Griffiths said, "We wanted to get back to the essence of golf course design and why we are so fortunate to do what we do. Jack, Art and Rees will talk about design philosophies — not wetlands, not maintenance. Rather, why is this bunker here? What experience are we trying to give the player?"

"Our next intent with the contest was, how can we light a fire under the superintendents? We thought a competition would really involve them. The whole presentation will be so much more meaningful.

"I hope you will see the sparkle in these guys' [superintendents'] eyes when we talk about design and design philosophies."



Development continues hot pace

BOGOR, Indonesia — The remaining 18 holes are scheduled to open by year's end at **J. Michael Poellot**-designed Bukit Pelangi Golf and Highland Resort here. The new holes will give the resort 27 holes.

Another 18 JMP-designed holes will open by the end of 1996 at Long Island Golf & Country Club in Guangdong Province in the Peoples Republic of China, bringing the facility to 27 holes.

JMP opened a second nine this summer at Bukit Tinggi Golf & Country Club in Pahang, Malaysia. Other JMP projects under construction include:

- **Kulim Golf & Country Resort** in Kedah, Malaysia. The 27-hole course is scheduled to open in early 1997 and will be the centerpiece of a new high-tech development 30 minutes from Panang.

- **Royal Cambodia Country Club** in Phnom Penh. Construction has just begun on the 27-hole course, hotel and residential development.

- **Evergreen Golf & Country Club** in Shanghai, Peoples Republic of China. The 36-hole layout is scheduled to open sometime in 1997.

- **Mt. Malarayat** in Lipa City, Philippines. The 27-hole resort course will open in 1997 and is the principal amenity in the resort residential development located an hour south of Manila.

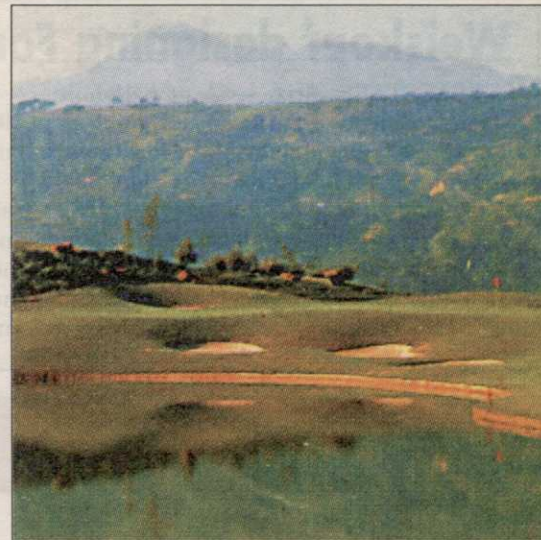
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SILANG CAVITE, The Philippines — Architect **Gene Bates** and professional golfer **Fred Couples** have a project nearing completion in the Philippines and a second in the final design stages in Japan.

Bates and Couples are designing 18 holes here at Riviera Country Club, a residential golf community outside Manila. German golfer **Bernard Langer** is designing another 18 at the International Management Group-operated facility.

Fourteen of the Couples/Bates holes are shaped and nine should be ready for play by December, along with nine of the Langer holes, Bates said. The entire 36 holes will open next July.

The Filipino government's military retirement pension fund is financing the project. The course name was selected because Couples won Los Angeles Open championships at Riviera in 1990 and 1992.



The J. Michael Poellot-designed Bukit Pelangi course in Bogor, Indonesia.

The Couples/Bates duo is also finishing drawings on Century Golf Club near Nagoya, Japan. Fuji Country, operator of more than two dozen courses worldwide, is developing the private, 18-hole facility.

The contractor is on site and center lines had been cleared as of late August. "We're still awaiting approval on some minor modifications," Bates said. "We're hoping to open the course by spring 1998."

...

BALI, Indonesia — **Golfplan-Ronald Fream Design Group** has neared completion on working drawings for the first 18 holes of a 36-hole master plan here at the lavish Bali Pecatu resort near Nusa Dua. Groundbreaking for the first 18 is set for this month. The second 18 will get underway in mid-1998.

The par-72 course will play from five sets of tees, 6,940 yards to 5,100 yards. Seven holes play with sea views of cliffside settings. Limestone outcrops, exotic kapok trees, and giant clump bamboo provide the major vertical landscape. Vast plantings of orchid pastel bougainvillea will provide floral ground cover.

Bali Pecatu is a destination resort of four hotels, 36 holes of championship golf, and several hundred holiday homesites overlooking the waters of Jimbaran Bay.

...

MANILA, The Philippines — Work is underway at **Tom Weiskopf's** first Asia-Pacific design, The Country Club, south-east of Manila. The 18-hole, private course will be the cornerstone of an ultra-exclusive golf community, according to a spokesman for The Country Club Development Co.

Company Chairman **Earl McCarthy** and President **Benita Araneta** said they chose Weiskopf because of his "reputation within the industry and personal dedication to each of his projects." Construction began in April and McCarthy anticipates opening the course in late 1997 or early 1998.

...

GULF HARBOR, New Zealand — **Robert Trent Jones II International** is designing its first golf course in this country, a track that should be the cornerstone of Gulf Harbor Resort on Whangaparaoa Peninsula here, just north of Auckland.

Course shaping is complete, nine of the 18 holes have been planted, and builders are waiting to restart construction in early November enroute to a 1997 opening, according to **Doug Ingram**, RTJII vice president of design and construction activities.

Rathert project defies rules and challenges engineers

By MARK LESLIE

TOCHIGI CITY, Japan — From an "engineering feat" that contains elevators, belt conveyers and bridges over canyons, to a relatively flat course on an old sand quarry, golf course architect **Mark Rathert** is making his mark in this country.

The Rathert-designed Ohgaki Country Club in the mountains here and his Imperial Country Club in Edosaki in the Ibaraki Prefecture an hour southeast of Tokyo are in development, Imperial CC awaiting grow-in of the first 18 holes of its planned 27 holes. In Indonesia, meanwhile, another Rathert design, the 18-hole Sedana Golf and Country Club outside Jakarta, opened in August.

Because of strict construction regulations in this prefecture Ohgaki CC has been a huge engineering undertaking, Rathert said. For instance:

- Three elevators will be built — one carrying golfers from a green 50 meters up to the next tee. The elevators, Rathert said, are similar to benches that ride up steep hills.

- Two belt conveyors, like those at airports but on a 17-degree angle, will carry golf bags along areas difficult to traverse.

- One belt is being built to carry golfers up 25 meters from green to tee.

- Expensive retaining walls were constructed, and one bridge from a tee to a fairway, costing US\$760,000, is so high "you can bungee-jump off it," Rathert said.

- Ten dams, costing US\$1 million each, had to be built.

- The course is built to withstand a 1,000-year storm, with main drainage pipes 3 to 4 feet in diameter and extensive retention walls.

- Golf carts carrying clubs ride along a special track.

Golfers will not be allowed to ride golf carts. "It's too dangerous," Rathert said. "I'd be scared to ski down it."

"Instead of a couple of caddies, they have one who remote-controls the bags in the cart."

Developer Ohgaki Country Corp. hopes to sod the fairways this year, seeding the greens this fall in preparation for an opening next year.

"We've been creating a sculpted character to the course," Rathert said. "We've done our best to work with the engineers on the slopes. But you can't get dozers into some places to change it. We're working to create interesting greens and bunkering. If you drew a 45-degree line, a flat line and a 45-degree line down, the flat part is the fairway on this course."

"So we've bunkered it where you don't want [the ball] to be. The bunkers either save you or at least direct you to where it is a lot more friendly."

Therefore, Ohgaki CC, at 6,700 yards long, will be tough enough, thank you.



The lift from the 3rd green to the 4th tee at the Mark Rathert-designed Ohgaki Country Club in Tochigi City, Japan.

...

Meanwhile, Imperial Country Club, which will open possibly by the end of the year, is STT Corp. of Tokyo's 12th golf course. A private facility, it will expand to 27 holes.

It is one of the first in the country to use golf carts on a continuous cart path, a great departure from caddies.

"This was a gut-wrenching decision for this company, to concede the fact that labor is not available," Rathert said.

...

Sedana Golf and Country Club, which opened in August in Karwang, stretches over 7,050 yards. Developed by **Frankie Widjaja** of the Sinarmas Group, it is a private club associated with an industrial park on one side of the tollway and golf and housing complex on the other.

"The industrial park is 'driving' the golf and residential development," Rathert said. "A big Toyota factory is being built there. This is a very attractive thing for owners and workers."

Their American superintendent, **Gerard Delancy**, was a huge help to me," Rathert said, also crediting shaper **Craig Todd** and his two-man crew.

Weiskopf designing Forest Highlands' second 18-hole track

FLAGSTAFF, Ariz. — A new 18-hole championship golf course designed by Tom Weiskopf will serve as the focal point for the expansion of the Forest Highlands golf community just south of Flagstaff.

"The new course promises to be every bit as spectacular as the existing one," said Jim Hoselton, project director and vice president of Phoenix-based DMB.

Weiskopf teamed with Jay Morrish in 1985 to design the existing Forest Highlands course.

"This is a spectacular piece of property," said Weiskopf. "It has magnificent views and a very unique terrain, which gives us the chance to design a traditional golf course that is walkable, challenging and dramatic for golfers at all levels of play."

Weiskopf said the second 18 holes will have a similar feeling to the existing course in its playability and challenges.

"At build-out, Forest Highlands will encompass 36 holes of private golf at 7,000 feet. I think that's pretty special considering its scenic beauty, national ranking and location," said Hoselton. Construction of the course is expected to begin in early 1997.

NGF study upbeat

Continued from page 3

"Developers need to get accurate information on prospective markets before they decide to build. The NGF's field experience indicates that too many developers make construction decisions with their hearts and not with quantitative information on supply and demand."

Regionally, the South Atlantic (SA) states (Florida, Georgia, South Carolina, North Carolina, Virginia, West Virginia, Maryland, Delaware) enjoyed the largest increase (up 693 courses to a total of 3,026, a 30-percent jump) in course supply over the last decade. However, it still trailed the East North Central (ENC) region (Wisconsin, Michigan, Illinois, Indiana, Ohio) in total number of courses (3,200). The ENC also had the largest percentage of public tracks (78 percent) relative to total courses and 24 percent of the nation's public course supply.

While the South Atlantic has led the way in new development, there are signs the region is slowing. According to NGF figures, 25 percent of 1995 course openings occurred in the ENC compared to just 20 percent in the SA. Further, 25 percent of courses under construction nationwide were in the ENC, compared to 19 percent in the SA.

As for the future, Baby Boomers are expected to continue as the major demographic group affecting new course development. Senior golfers (age 50 and above) represent 25 percent of U.S. golfers, but account for 50 percent of rounds played. The first wave of the nation's 78 million Baby Boomers are just reaching their 50s. "If these golfers behave toward golf like their predecessors, we believe the U.S. will see another surge in rounds played and spending," the report reads.

Most of the 72 million Baby Boomer children, referred to as Echo Boomers, will be into their late 20s and early 30s by the year 2015. This is the age when most people take up golf, meaning this group could also have a major impact on golf development 20 years from now.

The NGF predicts in the near term that U.S. course openings will continue in the 300 to 400 courses-per-year range, 80 to 90 percent of those being public.

"In light of the anticipated favorable demographic shifts impacting the U.S. population, the long-term growth potential for golf participation, rounds (activity levels) and spending are very encouraging," according to the report. "However, these favorable demographic shifts are not anticipated to significantly benefit the golf industry in terms of increased participation and rounds played until after the year 2000."

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MEANS BUSINESS

GATX pulls out

Continued from page 1

"But more financial institutions are entering the golf business," Powell said, "especially local and regional banks. We felt the opportunity for growth in golf simply wasn't as good for us as in other businesses."

Why have banks climbed back into the golf financing arena? "Part of it is the herd mentality of banks," Powell said. "Once one starts, everyone has to do it. It's been long enough since the real-estate debacle of the 1980s for them to consider golf development again. And banks generally have more money than they did a few years ago and need to deploy it."

Added National Golf Foundation Vice President Rick Norton: "Some broader sources of financing have become available for course development in recent years. GATX's decision is unfortunate. But there are a number of other funding sources willing to step in."

One of those is Imperial Golf Finance Group of Greenwich, Conn. "We think golf is a strong business," said Group President Ed Boyle. "We lend based on cash flow and we see the higher-end course management companies having strong cash flows."

Formed in February as a national golf lender, Imperial Golf had made loans on two projects as of early October. "By the end of the year, we could be up over \$50 million," Boyle said.

GATX was in that range and then some. The company has \$75 million in outstanding loans and was up over \$100 million just a few years ago, Powell said. Among its customers, Powell said, were several major management companies including Golf Enterprises (recently purchased by National Golf Properties), The Fairways Group, LinksCorp and National Fairways Inc.

"We've always focused on good, quality management companies," the GATX executive said.

Management companies have generally grown by acquiring existing facilities. Courses aren't being acquired at as fast a pace today because most of the under-performing facilities that could be quickly turned around with good management have already been acquired, Powell said.

The sure bets in terms of new development are also drying up, Powell said. "More than 1,200 courses were built in the past four years," he said. "That was a healthy addition to the existing supply. Those areas that got new courses really needed them. Those that didn't failed to get new courses for a good reason. The need for new courses [everywhere] isn't as great as it used to be."

The NGF basically agrees with Powell. According to its recently released *Trends in the Golf Industry: 1986-1995*: "Over the next several years, development success will come to those who find the appropriate market niches by building golf courses to well-identified segments of the market. Developers need to get accurate information on prospective markets before they decide to build."



The 12th hole at Dinosaur Trail Golf & Country Club in Drumheller, Alberta, Canada, designed by Sid Puddicombe & Associates.

Golfers at home where dinosaurs roamed

By MARK LESLIE

DRUMHELLER, Alberta, Canada — There is Buffalo Run. There is Wolf Run. Fox Hollow. Deer Trace. And now, Dinosaur Trail Golf & Country Club has added its Badlands Nine here — an expansion at a sprawling 192-acre property where the huge creatures once roamed.

The Badlands Nine, said course architect Sid Puddicombe of Nisku, is "the most unique I've ever worked on. The land formations are incredible."

Seeing the site from the air, Grant Puddicombe said, "is like watching a 3-D horror movie," with buttes, sink-holes and steep pinnacles.

"This was where the dinosaurs roamed," said Sid Puddicombe. "We said we would not deface any of it and we didn't. We have a cart path system that came out of the road construction. We touched nothing other than the greens and fairways we had to build."

Indeed, the historic and paleontological resources were protected so well that no

Historical Resource Impact Assessment was required. Working with the Royal Tyrell Museum, Puddicombe & Associates was the general contractor as well as architect.

"There are dinosaur bones everywhere," Grant said. "The paleontologists checked the whole site, designating the relics 'significant' or 'not significant.'"

"The challenge was to confine the work and not disturb anything around it."

Meanwhile, the land around the new holes is bentonite, a type of soil that crumbles when dry but soaks up rain like a sponge and gets very slippery.

"Whenever it rained you couldn't even walk on it, let alone work," Grant Puddicombe said. "This was our toughest course, for sure: a whole different set of circumstances."

Golfers here are seeing two distinctly different courses — from the serene original nine holes along the Red Deer River to this almost surreal-looking Badlands track.

"This," said Sid Puddicombe, "is something else."

Thrills off course, as well, for Hurdzan

By MARK LESLIE

MANSFIELD, Ohio — Golf course architect by day, race car driver by night. That's Dr. Michael Hurdzan of Hurdzan Design Group in Columbus, who competed here Oct. 11 in the Spec Racer Division of the Sports Car Club of America's (SCCA) National Championship.

"It's two different thrills for me," Hurdzan said before the race. "It was an honor to be able to qualify for this, let alone just race in it. I have no delusions at all [about winning]. I could finish dead last and it wouldn't matter to me."

"I wish I were a lot faster. But no one is having more fun than me."

Hurdzan, who has been racing four years, placed in the middle of the pack in the championship, run on the 2.4-mile Mid-Ohio Race Track. That didn't surprise him. "It would be like qualifying for the U.S. Amateur and knowing you have absolutely no chance to win, but it's a thrill to compete," he said.

To qualify for the SCCA championship, a racer must earn a certain number of points in regional competition. The top several drivers from the regionals come together for the finals during one week of racing — the largest amateur sports car race in the world.

Hurdzan was in Colorado during the Rocky Mountain regional competition and used friend Larry Rodgers' Spec Racer, finishing 3rd and 4th at the Double National Race. Rodgers owns Larry Rodgers Design Group, an irrigation design and consulting firm in Lakewood, Colo.

Hurdzan's son, Chris, is an accomplished go-cart racer.



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Snyder-Richardson finish Ariz. Biltmore work

PHOENIX, Ariz. — Jack Snyder and Forrest Richardson have completed reconfiguration and design changes to the William Bell-designed Adobe Course at the Arizona Biltmore here.

The facility is expected to reopen later this month, complete with new 10th, 11th and 16th holes and a larger practice facility.

The project was necessitated because half the 10th hole and the practice range were located on leased land, the owners of that land decided to develop it. KSK Property Management of San Francisco, which owns the two Arizona Biltmore courses and

has a working agreement with the Biltmore, hired Snyder and Richardson to fit the layout into the new perimeters.

"It was a 7,000-yard course and we were able to shorten a couple of holes to make it more playable for the resort golfer," Richardson said. "The 16th is a new hole entirely and the 10th is now a par-3. Jack also built four sand traps reminiscent of Oakmont [Country Club's] 'church pews.'"

Richardson said the track was "a grand traditional old Bell course built in the '30s. No one had touched it [architecturally] for years and years."

Cobblestone construction now underway

KENDALLVILLE, Ind. — Cobblestone Golf Course has started construction and is scheduled for completion in October 1997.

The golf course, developed by Cobblestone Golf L.L.C. Managing Partner Tom Jones, is part of a 325-acre upscale real-estate project being developed by Sturges, Griffin Trent & Co. The course is designed by Burns Golf

Design and built by Fox Contractors Corp. of Fort Wayne, along with Robert Kitchen Contracting of Waynesville, N.C., and Midwest Irrigation of E. Dubuque, Ill.

Situated on moderately rolling to hilly terrain, several holes feature 25- to 30-foot elevation changes. Lakes and streams influence play on eight holes, with natural wetlands on five more.



The 14th hole at Tim Cate's first creation under his own name, Panther's Run. Note Cate's use of indentations, as opposed to mounding, to define the fairway.

Q&A with Tim Cate

Continued from page 31

GCN: What did you learn from Willard?

TC: The mechanics of golf design and the importance of an architect's involvement during construction. The best courses we did were the ones where we were with the shapers every day.

Otherwise, you leave any necessary changes to the contractor and you can end up with something different than you envisioned. Cattail Creek [in Frederick, Md.] and Lion's Paw were the best I did with Willard and it was because we were on site a lot.

GCN: Tell us about Panther's Run.

TC: It's a pretty piece of land. I just wanted to complement it, fitting the course into the nicer areas and enhancing those without strong elements. There's a beautiful hardwood, bottom swamp with dwarf palms and abundant wildlife. We hardly moved any dirt on holes 6-9. In fact, we backed the cart path back off the swamp and turned it onto a sort of nature ride.

The back nine is on flatter upland, through farms and fields. We got a little bolder there and incorporated a lot of ornamental grasses.

I don't particularly like mounding. Nine out of 10 courses in Myrtle Beach have used extensive mounding because the land is so flat.

But I prefer to do the opposite. I dug out grassy depressions along the fairways. They define the holes just as well as mounding, but they blend in more with the natural scenery. The depressions are

visually intimidating if you're in one, but you often get a better lie than you would on the side of a mound.

It would have been real hard for me to go out on my own without knowing I had this course to come to. It was a golden opportunity for me.

GCN: How is work on the third Ocean Ridge course progressing?

TC: It was sort of a puzzle to route. There are wetlands and ponds to deal with. And an effluent system on site made it interesting. But we've come up with a nice plan that could be on the best piece of land yet. When you design around things like this you can actually use them to your advantage.

The course is 50-percent complete. But the owner wants to give Panther's Run a year or two to build up a reputation before bringing another course in. The third course will probably open by fall 1998.

GCN: How important is it that Panther's Run does well in the Golf Digest rankings?

TC: I'd be lying if I said I wouldn't be happy if it won. If it finished in the top 20, I'd be honored. But there's a lot of competition. One of the things I'm proudest of is that we built this course for \$3 million and it's getting more play than courses that cost \$10 million or more to build.

GCN: What are your future plans?

TC: I'd like to stay in the Southeast. My roots are here. I grew up playing golf in Atlanta. I love the South Carolina/Georgia Low Country look.

Of course, I'd design a golf course wherever the work took me. I plan to stay in the golf course design business no matter what.

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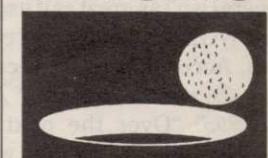
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Ruling deals blow to replica designs

By HAL PHILLIPS

HOUSTON — **Question:** When should a tiger be legally compelled to change its stripes?

Answer: When the tiger is actually a lighthouse standing beacon here in landlocked southeast Texas.

Confused? Well, customer confusion sits at the heart of a lawsuit still pending here in U.S. District Court. Judge David Hittner has ruled that a red- and white-striped lighthouse at Houston's Tour 18 Golf Club — a collection of holes that duplicates some of the greatest in golf — must, at the very least, change its stripes to differentiate itself from the original, which sits behind the 18th green at Harbour Town Golf Links on Hilton Head, S.C.

In his summary judgment Hittner wrote, "This duplication has weakened the lighthouse's propensity to bring to golfers' minds Harbour Town when they encounter the trade dress of the lighthouse." [See story at right for details on the ruling.]

When Hittner issued his judgment Sept. 10, he gave both sides — Tour 18 Inc. and The Sea Pines Co., owner of Pete Dye/Jack Nicklaus-designed Harbour Town — 60 days to work out a settlement or the judge would impose one. However, Dennis Wilkerson, president and chief shareholder of Tour 18, has since filed a motion for rehearing, which the court has not yet addressed.

"I have a feeling we may be taking down the lighthouse, but I don't know," said Wilkerson, whose firm owns another "homage" course in the Dallas area. The Dallas layout also features a replica of the Harbour Town lighthouse so it, too, will be affected by the settlement.

"As two parties who have been fighting a lawsuit for two years, I can't



imagine us working it out completely by the deadline," Wilkerson continued. "There's probably going to be another year or two of lengthy appeals. Nothing is ever completely final and, like all lawsuits, the only people that really win are the lawyers."

The plaintiffs might not agree. The Sea Pines Co., which joined The Pebble Beach Co. and ClubCorp of America in the suit, views Hittner's still-ambiguous ruling as a victory.

"We are very glad the decision upheld our belief that Harbour Town Golf Links' 18th hole and the lighthouse are distinctive landmarks and should not be reproduced without our approval," said Sea Pines Director of Sports Cary Corbitt. "Harbour Town Golf Links is very important to our

overall Sea Pines image and we work very hard to protect it."

The Tour 18 layout in Houston features holes duplicated from Pebble Beach, Pinehurst No. 2, Augusta National, Bay Hill, Inverness, Colonial, Oakmont, Oak Tree, Doral (Blue), Olympic (Lake), Disney World, the TPC at Sawgrass and LaCosta.

The course opened in late 1992 and The Pebble Beach Co. brought suit Dec. 7, 1993, claiming duplication of its 14th hole was, in essence, a copyright infringement. Soon ClubCorp of America — owner and operator of Pinehurst Golf & Country Club — and The Sea Pines Co. joined Pebble Beach in the suit.

Continued on page 38

THE LETTER OF THE LAW

The following are excerpts from Judge David Hittner's ruling on "Pebble Beach Co., Resort of Pinehurst, Inc. and Sea Pines Co., Inc. vs. Tour 18 I, Ltd.," filed Sept. 10, from U.S. District Court, Southern District of Texas:

In addition to barring use of the lighthouse, Judge Hittner's ruling enjoined Tour 18 from "using in connection with the promotion, advertising or sale of golfing services, the service marks Pebble Beach, Pebble Beach Golf Links... Pinehurst, Pinehurst No. 2... Harbour Town, Harbour Town Golf Links."

The defendant, Tour 18, "may use these marks only to the limited extent necessary to inform the public which golf holes it copied. To comply with this section of the injunction, Tour 18 may use plaintiffs' marks on its scorecard, yardage guide and tee box signs. Additionally, Tour 18 may place these service marks in other printed materials only within a simple legend of the course's replicated golf holes. This legend shall include only the Tour 18 hole number, name of replicated hole, par and yardage, similar to the legend contained within Tour 18's current promotional brochure... Tour 18 must remove all other superfluous uses of the marks listed in this section from its written materials, including but not limited to the Tour 18 promotional brochures, mailers, advertisements in independent publications, and restaurant menu."

Hittner also ruled that Tour 18 must place prominent disclaimers on all "advertisements, promotional brochures, scorecards, yardage guides, or other written materials provided to the public as a means of marketing... The disclaimer shall disclaim any association, affiliation, sponsorship, or permission from the owners of golf holes tour 18 copied."

Further, Tour 18 was enjoined from claiming it used "original" blueprints in constructing the holes — unless "such a statement... also includes a disclaimer clearly stating that it neither received the blueprints or maps from the owners of the original golf holes or that the owners of the original golf holes authorized Tour 18's use of such blueprints or maps."

It's the smart course that plans for emergencies

By DONALD GEYER

BRIGANTINE, N.J. — Early one morning at about 8 a.m., I looked out of the front door of our local club, Brigantine Golf Links. A pick-up truck entered the parking lot at a high rate of speed and came to a very sudden stop. The driver jumped out of his truck and raced into the clubhouse.

"Call 911, there is a guy with a heart attack on the fourth hole," he said.

The person working on the desk immediately picked up the telephone and called 911. The conversation ran like this, "This is the Brigantine golf course. There is a guy down on the fourth hole with a heart attack."

This course is laid out with houses on practically every fairway bounded by city streets. Quite naturally the emergency



Access roads are plentiful at Brigantine Golf Links — a mixed blessing, actually.

person said, "What street is the fourth hole on?"

"I don't know," the desk person said. "Wait a minute."

Luckily, the fellow in the pick-up was still there and familiar with the streets. He said he would meet the emergency vehicle at a certain intersection. The golfer was given emergency treatment at the scene (not a heart attack fortunately) and was transported to a local hospital as a precautionary measure. End of the story.

But the episode got me thinking. Our course has 18 holes: the Hagen nine and the Vardon nine. The way this course is laid out, a number of streets run between green and the next tee box. There are a number of streets that run parallel to a fairway with potential access points. This course also has many ponds and waterways subject to tides and running along and across fairways.

Considering this information

Continued on page 54

BRIGANTINE GOLF LINKS EMERGENCY EVACUATION PLAN

The purpose of this plan is to coordinate the efforts of the Golf Course and Rescue Personnel in aiding a person needing assistance. All of us working together will save valuable time, which may save a life.

A. Upon learning of an emergency

1. Determine which hole Hagen 1-9 (front) or Vardon 1-9 (back) and the exact location of the person on the hole.
2. Obtain a brief description of the type of emergency.
3. The exact location on the hole will determine the Fire Rescue Access #.

B. Dial 911

1. This is Brigantine Golf Links
2. We have a possible heart attack or stroke or broken leg.
3. Fire Rescue access Area # is. The emergency is on (See A1 above)
4. Golf Course Personnel will meet you at Access #

C. Call Ranger on the radio

1. We have an emergency. Where are you?
2. Go to Hagen 1-9 or Vardon 1-9. The person is at [give a specific location on the hole.]
3. Please meet the F.D. Rescue Unit at their Access Point to give them directions.

D. Access Points Number Location

1. On Club House parking lot near H1 Tee Box and H9 Green and across Roosevelt Blvd. to V1 Tee Box and V9 Green.
2. On Hagen Road near H1 Green and H2 Tee Box.
3. On East Shore Drive near H4 Green and H5 Tee Box.
4. At Dead End Street off 11th. Street near H5 Fairway and H5 & H6.
5. On Sheridan Place near H6 Green, H7 Tee Box & Green.
6. At Sheridan Blvd. and Washington Drive near H9 Tee Box and on Washington Drive along H9 Fairway
7. On Sheridan Blvd. near V1 Green and V2 Tee Box and Green.
8. Pump House On Roosevelt Blvd. near V3 Green and V4 Tee Box.
9. On Sheridan Blvd. near V5 Green, V6 Tee Box and Green and V7 Tee Box.
10. On Sheridan Blvd. near V7 Tee Box.
11. On Sarazan Road near V7 Green and near V8 Tee Box and Green.
12. On North Shore Drive near the middle of V9 Fairway.

E. Pro Shop

1. Dispatch at least one person and cart to the emergency site

— D.G.

Armstrong polishes off new Maine nine

SANFORD, Maine — Construction has been completed on the 9-hole addition to Sanford Golf Club here, according to Marvin Armstrong of Frankestown, N.H.-based Armstrong Associates.

"Considering the very wet fall [1995] and this spring, the project has moved along smoothly," said Armstrong.

International Golf Construction of Arlington, Mass., completed the work only slightly later than agreed, even with the

weather delays. The ownership hopes for an aggressive grow-in, resulting in a July 1, 1997 opening.

Armstrong Associates was able to design the new holes so that play on the existing course would not be interrupted. Only a pond — on the existing 7th (future 16th) — required a temporary tee last fall for permitting reasons.

In other Armstrong Associates news, the firm has been retained by the City Worces-

ter, Mass., to complete a renovation master plan that will explore the incorporation of a driving range and relocation of the clubhouse.

Also, Armstrong continues to complete renovations at Longshore Park Club for the Town of Westport, Conn. Armstrong said he expects to continue work for Three Rivers Golf Club in Woodbury, Conn. and Cold Springs Golf Club in Belchertown, Mass. Also, feasibility work was recently completed for 17 holes for the Town of Plymouth, Mass.

Tour 18 ruling: Owners prevail

Continued from page 37

According to Wilkerson, Judge Hittner took more seriously the claims of Sea Pines because "Harbour Town uses the lighthouse as a corporate logo, which is treated differently than just a golf hole. With the Pinehurst and Pebble Beach holes, the judge ordered some modification in our advertising, bigger disclaimers and less prominent use of their names. But he did allow us to continue using their names in our holes."

ClubCorp viewed the decision as better than nothing.

"It's not as broad as we would like to have seen it," said Terry Taylor, general counsel for the Dallas-based club management giant. "The decision establishes a new application of the trade dress law, which is exactly what we wanted to establish. We think it doesn't go far enough. We haven't come to a decision on an appeal."

Stephen Wille, vice president of marketing for The Pebble Beach Co., is similarly ambivalent with Hittner's ruling.

"While we didn't agree with everything the judge ruled, we were pretty happy with the primary ruling, which we take to mean that copycat courses can only use non-famous, non-distinctive holes," Wille said. "The ruling, as I understand it, says he must indicate the origin of the hole design in various listings — like scorecards or yardage books. What he can't do is say, 'You may have always wanted to play Pebble Beach. You don't have to go to Monterey. You can do it at Tour 18,' which he was doing in advertising all over the place."

In addition to the Tour 18 courses in Houston and Dallas, there are several other "homage" courses up and running, including the Donald Ross Memorial at Boyne Highlands Resort & Country Club in Highland Springs, Mich., and Golden Ocala (Fla.) Golf Club. Taylor said there are no similarities between the Ross project and Wilkerson's.

"We were contacted and asked to participate in [the Donald Ross] project," Taylor explained. "The big difference, in our view, is the Ross Memorial was put together to honor the spirit and legend of Donald Ross, not to copy otherwise popular holes without any sort of licensing in place. We see absolutely no similarity between the two."

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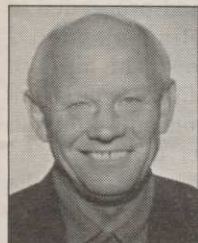


CASPER TO MANAGE PRICE LAYOUT

BEALSVILLE, Md. — Developer Joseph Meyerhoff and the design team of golfer Nick Price and architect Steve Smyers are teaming up to build Four Streams National Golf Club, 20 minutes northeast of Washington. Billy Casper Golf Management will manage the facility once it opens. Meyerhoff's company, Magna Holdings, also developed The Links at Challedon in nearby Mount Airy, Md. Four Streams National is scheduled to open in spring 1998.

TRAFTON JOINS VGM

WATERLOO, Iowa — Mark Trafton has been named director of membership/sponsorship for VGM Golf Inc., a national buying alliance for golf establishments.



Mark Trafton

Trafton comes to VGM from the National Golf Course Owners Association, where he held the same position for two years. Trafton, 46, will continue to be

based in Pine Bluff, N.C. Prior to NGCOA, he was employed at The Landings in Skidaway Island, Ga.

ARYA BUYS NJ COURSE

FREEHOLD, N.J. — Arya Golf Properties has purchased Holly Hills Golf Club, an 18-hole layout in Alloway Township. AZ Golf Management Corp. will manage the facility. AZ Golf and Arya Golf Properties are partnerships between Ram Arya and former PGA Tour professional Mike Zack. Arya is president of a home-building and land-development company in Freehold. Zack played the PGA Tour from 1977-82 and has 20 years experience in course design, construction and management. Arya Golf Properties is seeking to buy additional courses.

MARRIOTT SIGNS COUPLES/BATES

CHANTILLY, Va. — Westfields International Conference Center, a Marriott-managed facility, has signed Fred Couples and Gene Bates to design an 18-hole daily-fee course. Nine holes have been cleared and the new facility is scheduled to open in early summer 1998. Niebur Golf of Colorado Springs is the builder. The 233-acre site is located six miles from Westfields, one of the country's leading meeting facilities.

GOLF COURSE NEWS

Buena Vista focusing on total hospitality industry

Florida firm acquires Sun Valley golf resort

By PETER BLAIS

TAMPA, Fla. — "We're not just a golf company" might be the slogan for Buena Vista Golf Holdings (BVGH). The founders of the Tampa-based firm, which recently acquired Elkhorn Golf Club in Sun Valley, Idaho, made their reputation in the resort industry before expanding into the golf market. BVGH's principals have developed and managed such widely known facilities as the 1,028-room Buena Vista Palace Resort & Spa near Walt Disney World in Florida and Seabrook Island Resort in South Carolina.

"We have no qualms about getting involved in a residential/resort golf community, whereas the firms we compete with for golf projects generally want to concentrate on just golf," said Chief Executive Officer Michael Frost. "We are as comfortable with the food and beverage aspects of the business as we are with operating the golf course."

That isn't to say Buena Vista doesn't know beans about golf. University of Florida graduate Larry Webber, a superintendent for 14 years and independent agronomist

Continued on page 51



The 18th hole at Elkhorn Resort, a recent Buena Vista acquisition.

Former Marriott exec Maxwell starts own management firm

SCOTTSDALE, Ariz. — Scottsdale golf executives Richard West, Roger Maxwell and Bill Corn have created In Celebration of Golf Management (ICGM), a new golf course management company.

"The golf industry today is extremely fragmented," said West, ICGM's Chairman and president of Carefree Partners, a Phoenix-based master-planned community developer. "Very few management companies hold more than one golf course in their portfolios and they operate with large staffs and on-site management at each course. This is very inefficient. Our goal is to re-engineer this process to cre-

ate significant competitive advantages for the golf courses and better quality at a more affordable price for our guests."

Coyote Lakes Golf Club and Arizona Traditions, both located in northwest Phoenix, have signed management contracts with ICGM.

The close proximity fits perfectly with ICGM's plans to "cluster" its courses within specific geographic districts, according to Maxwell, ICGM's president and owner of the In Celebration of Golf retail operation in Scottsdale.

Maxwell said clustering will enable

Continued on page 43



Richard West (left) and Roger Maxwell

MAN(AGER) ON THE STREET

Management firms mixed bag for superintendents

Should superintendents see the growing influence of management companies as a good or bad thing in terms of career development, professional responsibility, salaries, benefits, etc?

• **Josh Lesnik, Marketing Manager, Kemper Sports** — In our case it's a good thing. We stress the importance of maintenance, which means a talented superintendent would mean as much or more to us than at a single-course operation. Superintendents are very appreciated [well paid].

Our superintendents are in charge of their individual courses. They may answer to someone in the home office. But they make up their own budgets and submit them to people here [corporate office] who understand what they are talking about. You could compare it to the relationship to a managed health care setting.

• **Marc Bergschneider, Chairman, National Fairways Inc.** — It's definitely a plus. There are more opportunities for career development by enhancing the services provided at a single course, grow a particular operation, manage multiple courses or go back to school.

Entry-level positions may not be as lucrative [as salaries at non-management company courses]. But that's

Continued on page 42



Josh Lesnik



FREE LIGHTNING EXPOSURE ANALYSIS FOR GOLF COURSE FACILITIES

Golf courses can contact Global Atmospheric Inc., owner and operator of the National Lightning Detection Network, for a free lightning exposure analysis which pinpoints and maps all cloud-to-ground lightning strikes detected within a 10-mile radius of their facility for a given time period. Global markets the Electrical Storm Identification Device (ESID), which is an integral part to a formalized lightning policy at over 240 golf courses internationally. Most recently, Bob O'Link Golf Club (Highland Park, Ill.), Castle Pines Golf Club (Castle Rock, Colo.), The Country Club (Cleveland), and Saint Charles (Ill.) Golf Club have purchased an ESID to protect staff, patrons, and electrical equipment from the damaging effects of lightning.

PERSONNEL PERSPECTIVES

Lead with your brain, not fists

By VINCE ALFONSO

Have you ever seen a golf professional, general manager or golf course owner in a fist fight with one of their patrons or members? Probably not. But I'd bet my bippy (By the way, what the heck is a bippy, anyway?) that you have witnessed a shouting match or

two along your golfing way. Is there a better way? I think so.

We had just proclaimed ourselves the first daily-fee course in the Memphis [Tenn.] metropolitan area. It was my first big outing at Golf Holiday Club and I was a bit nervous. About half the groups were through the turn

and all was going well.

Suddenly, my eye caught three bags on a golf car pointed at No. 10 tee. I thought, "Did a car break down? Did a player have to walk from who knows where? Could it have been the meeting planner?"

Immediately, I scurried through the snack bar area trying to locate the affected player. Finally, I found him. After I offered a new golf car and apologized profusely for the breakdown, this guy stands up

(BIG GUY) and says: "My golf car didn't break down. I never had a golf car. I'm walking. I just have my bag on there."

I explained how relieved I was that there was no breakdown, as I looked him in his shirt placket. I then proceeded to ask him politely to remove his bag since we only allowed two bags per car. Well, let's just say he said a lot of things, but the last thing he said and did was poke his pointer fin-

ger in my chest repeatedly, telling me that if I wanted that bag off the golf car, I'd have to take it off.

The entire episode happened in full view of other patrons and my staff. In spite of his size, for a brief moment — a very brief moment — I contemplated retaliation of the obvious kind. However, my Daddy's words as to how to handle problem customers flooded my brain: "Be smart. Don't stoop to their level. Think your way out." And even though Daddy didn't say much about what to do if some big palooka poked his finger in your chest a few times, I was absolutely sure of what not to do.

As he left the shop pointing at me and telling me to come and take his bag off the golf car if I thought I could, young Billy Spartenberger, one of my golf car crew, said, "Let me have him, Vince." Then little Golden Glove flyweight champ Tommy Newsome, the other member of the golf car crew, said: "Let me bag him, Vince. He'll never know what hit him."

"Now, now fellows," I said, "let's quit smelling blood here. There's a better way to handle this. Just be patient."

After Mr. Palooka strolled down the 10th fairway, I jumped in a golf car and proceeded to find the meeting planner. I caught him about to hit his third shot on a par-five. I politely interrupted his concentration with my story. After being sure he understood how upsetting the event had been to me, I explained he had two options, and only two: Remove the offender from my golf course and bar him from returning, or round up all 60-odd players and leave as a group. Either way suited me, but he had to do one or the other, and he had to do it now.

I returned to the clubhouse to Billy's and Tommy's questions about what happened and what I had done. I simply said, "Wait."

Sure enough, in a few short minutes the meeting planner came riding past the clubhouse with Mr. Palooka in the passenger seat with his clubs between his legs. They proceeded to the parking lot, where Mr. Palooka was deposited and told to leave. Mr. Meeting Planner returned to the shop, apologized on his company's behalf for the incident and assured me that Mr. Palooka would not be joining them on their next golf outing.

If you are a golf professional, general manager or golf course owner, expect to have to take a little abuse every once in awhile. But when it happens, remember what my Daddy said, "Take a deep breath, stay calm, don't stoop to your offending customer's level and think your way out." It's a lot better way than all the other options. Just ask Tommy and Billy.

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Meadowbrook

Continued from page 1

California-based Golf Resources, Inc., which will become the Western Division of Meadowbrook Golf Management.

A third acquisition, an eight-course management firm in the Philadelphia area, is in the works, according to Meadowbrook Chief Executive Officer Roger Behrstock. Behrstock hoped to finalize that deal by November.

Meadowbrook Golf Group is a publicly-traded (OTC) golf development and management company based in Beverly Hills. The corporate business plan is to become an international industry leader, especially in the financing, development and operation of upscale, daily-fee facilities.

The combined impact of the NAGI and GRI acquisitions gives Meadowbrook an experienced management team, with more than 25 current development, operations and consulting clients.

"We're experienced in growing companies," said Behrstock, who along with his partners, has financed and developed businesses in a variety of fields. "You can have all the money in the world in the golf business, but if you don't have the experience, it's hard to close deals. Now we have that experience through our Eastern and Western subsidiaries."

North American Golf has been active

Brassie acquires total ownership of Va. track

FREDERICKSBURG, Va. — Brassie Golf Corp. recently fulfilled terms of an agreement with UA Canadian Pipeline Industry National Pension Plan (UA Pension Fund), Brassie's former lender and part owner of The Gauntlet at Curtis Park Inc., whereby Brassie purchased 20 percent of the outstanding stock of Curtis Park and giving Brassie 100 percent ownership of The Gauntlet at Curtis Park here.

The Gauntlet contains a P.B. Dye-designed 18-hole course and clubhouse on property held by Curtis Park under a long-term lease arrangement

with Stafford County. Brassie also paid down an existing \$1.6 million second mortgage loan from the UA Pension Fund to Curtis Park by \$1.33 million. The remaining loan balance has been purchased by, and assigned to, another entity thereby completely terminating the UA Pension Fund's interest in Curtis Park.

"We expect to benefit from our outright ownership of Curtis Park," said Brassie President Bill Horne. "Since opening in June 1995, earnings from golf operations and related activities have shown continued improvement."

Michael C. Rippey, founder and president of North American Golf, becomes president of Meadowbrook Golf Management - Eastern division. Steve Adams, president of Golf Resources, Inc., will have the same responsibilities for the Western Division. Senior management teams in both companies will remain intact.

"Strong management, solid experience in golf course development and operations, and access to capital are the building blocks for growing Meadowbrook Golf into an industry leader," Behrstock said. "By bringing two of the industry's best

management teams into Meadowbrook, we are in a position to succeed with any development, acquisition or management opportunity that fits into our business plan.

"We plan to incentivize our company for our employees with cash and stock purchase plans. We believe in proprietary management and personnel. And we have two of the best in the business in Mike and Steve to lead us in that direction."

Behrstock said Meadowbrook plans to build two to three courses a year and to sign a like number of management contracts with existing courses annually.

The Eastern Division office of Meadowbrook will continue to manage the development and operation of nine daily-fee and municipal golf facilities in the Midwest and East. The Western Division office manages or owns more than 10 golf facilities along the West coast, including Rancho Murieta Country Club and Gold Hills Country Club in California, and Shield Crest Golf Course in Oregon.

This new union includes six facilities in the development stages; including three Midwest projects, two of which are designed by the Hurdzan Golf Design Group, and a new Tom Fazio course near San Diego that will be owned and operated by Meadowbrook. The company has offers pending on a 27-hole course in Southern California and a 36-hole facility in Chicago.

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Kemper Sports makes first foray into California market

NORTHBROOK, Ill. — Kemper Sports Management is set to make its mark in the West with a pair of golf properties in the California market. Kemper is part owner and will manage Hidden Valley Golf Club in Riverside when the 18-hole, daily-fee course opens in early 1997. Casey O'Callahan designed and Kajima Construction built the high-desert layout.

Kemper has also been selected to manage a

pair of Palm Desert municipal courses. Mike Hurdzan designed both layouts, the North Course scheduled to open Feb. 1 and the South Course due to come on line a year later. Golf Dimensions is developing the 36-hole project for the city. Prior to these California projects, Kemper's farthest westward penetration was Falcon Ridge in Kansas City, a Craig Schreiner design that will open sometime in 1997.

Man(ager) on street

Continued from page 39

offset by salaries paid head superintendents and those overseeing multiple courses.

• **Tommy Witt, GCSAA board member, chairman of GCSAA Career Development Committee and head superintendent at Wynstone Golf Club in Chicago** — Manage-

ment companies may represent a threat to one superintendent and an opportunity to another.

They generally provide more job security, the opportunity to move to another job without leaving the company and benefits that often surpass those at individually-owned golf courses.

But salaries tend to be lower. When a management company enters an area, they tend to pull down or slow salary increases at surrounding courses. And when a management company superintendent is put in charge of several courses, the increased salary often doesn't match the increased responsibility.

Management companies are here to stay, but they still control a small part of the marketplace [an estimated 5 percent of U.S. courses]. Superintendents should view them as another option. The key is to figure out what the upside potential is and then make an intelligent decision.

• **Tim Hiers, head superintendent, Colliers Reserve in Naples, Fla.** — There are places where management companies can be successful, especially in large, multi-hole facilities. However, I believe it could be extremely difficult for a management company to equal the quality output, level of care, constant attention to detail and the overall efficiency of an experienced, qualified and skillful golf course superintendent on his/her home turf.

If management companies continue to emerge, there could be fewer traditional superintendent jobs.

However, other opportunities within a management company, such as a consultant, could present themselves.

Depending on the variety of situations and circumstances, a superintendent who continues to demonstrate value to his/her organization through ongoing education, top-quality management, desire to excel, and a balanced personal life, shouldn't be overly concerned.

There will be exceptions to this. But if the superintendent produces a quality product for a competitive amount and communicates it to the necessary powers, that person will probably continue to be a successful individual in this profession.



Tommy Witt



Tim Hiers

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Mich. super ascending corporate ladder at TimberStone Golf Club

By PETER BLAIS

IRON MOUNTAIN, Mich. — Superintendent David Van Auken's rise to general manager at TimberStone — a new golf resort scheduled to open next spring on Michigan's Upper Peninsula — was a "matter of taking the bull by the horns."

"I was always pro-active," said the 39-year-old executive, who was named TimberStone's chief executive in September. "I always offered my input and made myself available to my employer, and it's paid off."

Van Auken was named superintendent at TimberStone in April 1995 after stints in similar positions at Kohler Inc.-owned Blackwolf Run in Kohler, Wis., and Gaylord Inc.-owned Broadmoor Golf Club in Colorado Springs. An accountant by training and superintendent by choice, Van Auken learned as much as he could about the corporate environment of those two firms and applied those lessons at TimberStone.

"I came to appreciate how different departments intertwine," he said, "and the importance of being able to collect and disseminate information. For instance, I started to realize where the marketing guy is coming from when he says this might not be a good time to aerify, even if [agronomically] now might be the perfect time to do it...My job depends on golfers coming here."

"Management never asked me for information when I started at TimberStone. So one of the first things I did was ask for a computer and put a budget together. I went to them with a list of what I needed to run my part of the operation and asked

how that would fit into their expectations for the course. That floored them."

Van Auken took a non-traditional route to the superintendent's profession. He graduated with an accounting degree from the University of Wisconsin and was employed as an accountant in Colorado Springs, Colo., when the golf bug bit him.

"There I was working in a second-floor office with no windows in one of the most beautiful places in the world," Van Auken remembered. "I told my wife I couldn't stand it anymore, that I had to get a job outside. We didn't have any kids at the time, and she told me if I needed a change, this was the time to go for it."

Through a friend of his wife's, Van Auken met the head superintendent at Broadmoor and got a job on the grounds crew. "My first day I was out on the course with a rotary mower and a string trimmer," he recalled.

Over the next seven years, he took agronomy classes at Colorado State University and volunteered for various tasks to broaden his experience. He eventually became Broadmoor's irrigation foreman and advanced to construction superintendent during a greens reconstruction project.

In 1989, Van Auken moved to Blackwolf Run in his native Wisconsin, where he oversaw the grow in of the River Course's final nine holes. He was named assistant superintendent when the River course opened in 1990 and eventually head superintendent.

TimberStone's developers hired Van Auken in April 1995 shortly after the start of construction. Van Auken said he has enjoyed significant input into the course design and construction process with Matthews' on-site design associate Paul Albanese and builder Ryan Inc. That input, coupled with his own initiative, led TimberStone to give him additional responsibility for the entire course operation.

"I realized there was an opportunity to move up to the next level when I came here," he said. "I thought it would take five to eight years, which would have been just about right. I'd be around 45 and probably tired of chasing teenagers around the course. I'm not sure I'm ready to give up being a superintendent...My goal in five years is to just be happy doing what I'm doing here."



David Van Auken (center) discusses clubhouse design with Duane Santi (left) and Jim Blomquist.

This is the first of what we envision as a regular feature highlighting individuals who have made the jump from superintendent to a higher management positions. With the Golf Course Superintendents Association of America's growing emphasis on career development, we feel the efforts of such people deserve recognition. If you have suggestions for potential subjects for this space, please contact us at 207-846-0600.

Maxwell

Continued from page 39

ICGM to eliminate redundancy and eliminate other inefficiencies at its courses without compromising management's effectiveness or the quality of the golf experience.

For example, instead of having a separate management team at each golf course, ICGM plans to have two managers supervise the operations in each geographic district. Each district will consist of four to eight courses. One of these managers will be in charge of merchandise sales, golf rounds, advertising and operational issues. The other will oversee the maintenance of the golf course facilities.

Additionally, ICGM will seek to further streamline its management functions by outsourcing. "Managed the traditional way, golf courses are very expensive to operate, and green fees have to be high

for the company to make a profit," said West. "However, studies have shown the biggest growth potential lies in the development and operation of affordable golf facilities (those with green fees of \$50 or less) because they are less expensive to build, require smaller management staffs and are less susceptible to economic fluctuations. The only trick is to run them efficiently enough to be profitable. We're confident our system will accomplish that."

During the next five years, ICGM plans to own, operate or manage up to 50 courses in selected markets across the country. Initial growth will be focused in and around Phoenix with expansion to other markets including California, the Northwest and the Midwest. ICGM's offices are within the In Celebration of Golf retail operation at the Scottsdale Seville, 7001 N. Scottsdale Road, Scottsdale, AZ 85250. For information, call 602-951-4444.

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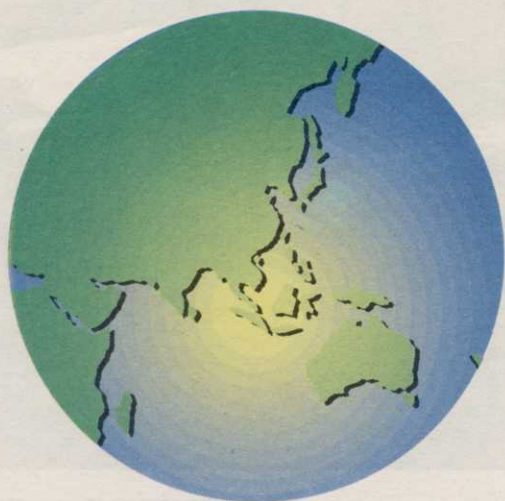
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**TILLER OWNERS: CONTACT KUBOTA**

TORRANCE, Calif. — Kubota Tractor Corp. is attempting to contact all owners of walk-behind tillers, model #'s AT60, AT70S, AT70S-E and AD70. These tillers have been the subject of an important safety campaign that is related to the operation of the power clutch lever. If you own one of these machines, contact your local Kubota dealer immediately to arrange to have it updated at no cost to you. Kubota offers a toll-free number to assist you in locating your nearest dealership (888-458-2682 ext. 1000).

CANZIARI JOINS SUSTANE TECH STAFF

CANNON FALLS, Minn. — Sustane Corp., a Division of Natural Fertilizer of America, Inc., has announced the hire of Paul F. Canziani of Fair Oaks, Calif., as western technical representative. Canziani will oversee Sustane's product service, sales and marketing activities in states west of the Rocky Mountains and western Canada, working with distributors and customers.

JACKLIN HIRES RUSCONI, JOHNSON

POST FALLS, Idaho — Steve Rusconi has joined Jacklin Seed Co. as a grower services field consultant here. His main responsibilities will be contracting acreage of turf-type tall fescue, perennial ryegrass and bent-grass proprietary varieties for Jacklin and Medallist America. He will also focus on field consulting. In other Jacklin news, David Johnson has joined the company as a grower services field representative for Jacklin's Columbia Basin operation.



Steve Rusconi

NIBLETT TO REP AQUATROLS IN FLA.

CHERRY HILLS, N.J. — Alan Niblett of Lecanto, Fla., has joined Aquatrols as its Florida territory manager. Niblett, a graduate of University of Massachusetts, brings more than 22 years of experience in the green industry to Aquatrols, based here. Niblett will work with turf professionals and support Aquatrols' product distribution efforts in Florida.



Alan Niblett

Toro to acquire Hardie Irrigation for \$130m

BLOOMINGTON, Minn. — The Toro Co. and James Hardie Industries Limited of Australia have jointly announced they have signed an agreement whereby Toro will purchase the James Hardie Irrigation Group (JHI).

The purchase price of approximately \$130 million is subject to adjustment, based on changes in working capital and closing balance sheet audit adjustments. The purchase is expected to have a modest dilutive effect on earnings per share during the first year only.

"We are excited by the opportunities of joining forces with a worldwide leader in irrigation products and services," said Kendrick B. Melrose, chairman and chief executive officer of Toro. "James Hardie Irrigation Group's core competencies complement Toro's and the resulting synergy will greatly enhance our ability to serve our customers and grow our business profitably. Toro believes this acquisition will strengthen our ability to grow in this market, providing added value for

Continued on page 46



Mike Hoffman



John Szafranski

Hoffman to head Toro Commercial; Szafranski retires

BLOOMINGTON, Minn. — The Toro Co. has announced John Szafranski, vice president and general manager, Commercial Division, will retire Nov. 1, after 23 years with Toro.

Michael J. Hoffman has been named general manager, Commercial Business. In his new role, Hoffman has overall responsibility for the commercial business and direct responsibility for managing the marketing, sales, engineering and after-market parts and service functions. Previously, Hoffman was managing director for Toro's recycling equipment business. Hoffman joined Toro in 1977.

Szafranski began his career at Toro in 1973 as a senior product manager for snow removal products with the Consumer Division. He was appointed vice president and general manager, commercial products in 1979, and has led the commercial division continuously since 1984.

Michael E. Anderson has been named managing director, recycling equipment business, replacing Hoffman. He had been director, marketing and service, commercial business. In his new role, Anderson will be responsible for leading the development and execution of the business' strategy and operational plans.



Participants in Grubmania '96 (above) pause after a hard day of digging at Ohio State University. In photo below, Dr. David Shetlar examines the raster pattern of a grub to determine its species.

RohMid reps take immersion course in grub-control

WAYNE, N.J. — With introduction of the company's new turf insecticide for grubs anticipated for 1997, members of RohMid's sales force took to the road from Sept. 30 through Oct. 3 to learn first-hand about grubs from university and industry researchers and product end-users.

Thirty representatives from RohMid — the joint venture between Rohm and Haas and American Cyanamid — took part in the "GrubMania '96 Bus Tour," a four-day event designed to provide the group with information on grubs, cutworms and other turf pests from the people whose job it is to control them.

Tour participants included members of the two joint venture companies' sales forces, as well as the RohMid board of directors. The itinerary for "GrubMania '96" included:

Sept. 30 — Discussion with Dr. David Shetlar, extension landscape entomologist at Ohio State University (OSU), and a tour of OSU's outdoor turf lab.

Oct. 1 — Participation in the annual "grub dig," conducted by OSU. Dr. Harry Neimczyk, OSU entomologist, has held these digs for more than 25 years, and this year's was the biggest ever with nearly 30 "diggers." (MACH 2 turf insecticide, RohMid's grub insecticide anticipated for EPA approval and product availability in 1997, fared very well in the plot tests, according to RohMid officials, achieving control ratings of 85 percent — 100 percent on eight separate plots at the

Continued on page 49



NEW PRODUCT OF THE MONTH

Turf-Tec International and Precision Small Engine Co. have jointly developed a new device for eliminating small drainage problems on golf greens and other turf areas. Using water from any irrigation system, the Turf-Tec Drain-Jet Kit makes a clean, vertical hole (32" deep, 3" in diameter) by dissolving, then exhausting the soil through a hose to a non-use area. The clean hole is then filled with gravel or coarse sand. After replacing a plug, the green is ready for play. For more information, contact Turf-Tec at 800-258-7477. For more new products, see page 50.

Emerald Isle, Bio Turf Gro sign distribution pact

ANN ARBOR, Mich. — Emerald Isle, Ltd. and Bio Turf Gro Products have signed a cooperative distribution agreement whereby Emerald Isle will distribute Bio Turf Gro's premium line of liquid micronutrients, foliar fertilizers, natural organic supplements and granular fertilizers through its network of independent T&O distributors.

The agreement will allow Bio Turf Gro Products greater distribution of its products which utilize a new chelating technology developed by Dr. Gene W. Miller, professor *emeritus* of Utah State University.

According to Mark G. Grigg, president of Bio Turf Gro Products, the firm's materials have performed beyond expectation in test markets. The products are ideal for golf course superintendents and other turf professionals who seek superior fertilizer efficacy and efficiency using

environmentally responsible products.

"Emerald Isle is ideally positioned to help us dramatically expand distribution," Grigg said. "Their existing product line is largely complementary to ours, and Emerald Isle's committed distributors are capable of explaining the unique features, advantages and benefits of Dr.

Miller's state-of-the-art cheating and complexing technologies."

Bill Middleton, President of Emerald Isle, Ltd. explained, "We're excited about the very real potential for creating agonomic synergy and economic efficiency by combining some of our materials with theirs."

Gary T. Grigg, CGCS, vice

president of Bio Turf Gro Products and immediate past president of the Golf Course Superintendents Association of America (GCSAA), said he is also pleased with the new distribution arrangements, "Because our companies share a unique philosophy of developing scientific and natural products, our combined efforts will help advance the science and art of turf maintenance," he said.

IMC TEAMS WITH GEIGER

WINTER HAVEN, Fla. — IMC Vigoro, Inc. has announced a new partnership with The Geiger Companies of Harleysville, Pa., to represent IMC Vigoro's horticultural fertilizer products (the Woodace line) throughout the Northeast and Mid-Atlantic.

Toro/Hardie

Continued from page 45

our shareholders."

Richard Parod, president of JHI, added: "Our product lines are complementary to Toro's, and the combination will create a highly effective supplier to the international irrigation industry."

JHI is the leading worldwide supplier of irrigation controllers and Toro is the leading worldwide supplier of irrigation sprinkler heads. Combining both groups will position Toro as a stronger, more cost effective competitor, according to Melrose.

Completion of the transaction is expected upon the satisfaction of customary conditions including regulatory approval.

JHI is headquartered in Laguna Niguel, Calif., and boasts production facilities in Texas, California, Florida and Australia. The company has approximately 1,100 full-time and temporary employees. JHI is positioned as a leading provider of irrigation products to the residential and commercial markets, with a core competency in the design and manufacture of valves and controllers, with strong market share positions worldwide in agricultural drip systems, garden hose, hose-end and micro-irrigation products.

The majority of JHI sales are to wholesale and retail customers in the U.S., with an additional established presence in Europe, Australia and Latin America. JHI has several product brand names including Hardie, Lawn Genie, Irritrol, Richdel and Hardie Pope.

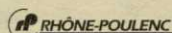
Toro's irrigation division is headquartered in Riverside, Calif. with manufacturing conducted at the same facility.

A FEW WORDS ABOUT NEW CHIPCO ALIETTE SIGNATURE.

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Scotts now taking nominees for Tradition of Excellence Award

MARYSVILLE, Ohio — The Scotts Co. is accepting nominations for the 1997 Scotts Tradition of Excellence Award, which recognizes outstanding achievements among golf course superintendents in advancing the science of course maintenance and in making golf the best it can be.

Nominations must be postmarked by Jan. 2, 1997, to be considered for the 1997 award. The recipient will be announced in February at the Golf Course Superin-

tendents Association of America (GCSAA) 68th International Conference and Show in Las Vegas.

To be eligible for the award, nominees must currently be or previously have been actively employed as a golf course superintendent. The other criteria include:

- The nominee's course must be (or have been) well maintained;
- The nominee will have demonstrated good teaching and mentoring qualities;

- The nominee will be a leader and have raised the visibility of the profession through speeches to local or professional groups, writing for publications, etc.;

- The nominee will demonstrate environmental responsibility and have implemented sound cultural practices;

- The nominee will have been involved with research and/or be innovative in cultural practices;

- The nominee will be involved profes-

sionally at the local level.

GCSAA has distributed nomination forms to all 114 chapter organizations. Forms are also available by contacting Jack W. Schwartz, GCSAA director of development at 913-832-4465; or Mindy Greene of Lord, Sullivan & Yoder at 614-846-7777, ext. 317.

The selection committee: GCSAA President Bruce Williams; and Vice President Paul MacGinnis; David Heegard, VP of ProTurf for Scotts.; and Donald Hearn, and Dennis Lyon,, past presidents of GCSAA.

Pursell joins Environmental Steward team

SYLACAUGA, Ala. — Pursell Industries, Inc. has become the newest corporate sponsor of the annual Environmental Steward Award, a program that fosters environmental awareness in golf course management.

The program recognizes golf course superintendents for their work to protect and enhance their local environments. It is co-sponsored by corporate partners Ciba Turf & Ornamental Products, Jacobsen Division of Textron Inc., Rainbird's Golf Division and now Pursell, and benefits the Golf Course Superintendents Association of America (GCSAA) Foundation. The program is administered by Ceres Communications of Burnsville, Minn.

National award winners are named in three categories: private, public and resort golf courses. In addition, up to 21 regional winners are named, up to three in each of the United States Golf Association's seven national regions. Up to three Canadian and three international winners are also named. All winners must be members of GCSAA or an equivalent international organization.

Winners are selected by independent judges based on such criteria as overall course management, outstanding programs to maximize fertilizer and pesticide efficiency, irrigation and equipment efficiency and wildlife preservation and enhancement.

"We're a fourth-generation family company; I'm the father of six children," said David Pursell, executive vice president of Pursell Industries, Inc. "Our commitment to helping preserve the environment for future generations isn't just a business position, it's a personal responsibility. We were very pleased to be asked to join such distinguished company as sponsors of this important award program."

Pursell Industries, Inc. — a leader in the technology of controlled-release fertilizers — is a 93-year-old, family-owned company headquartered here.

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Jake/Bunton

Continued from page 1

tucky. Bunton has long been perceived as fifth or sixth on the "iron" totem pole, behind (in no particular order) Jacobsen, Toro, John Deere, Ransomes and, perhaps, Kubota and National Mower. While close to 90 percent of Bunton revenues are derived from the commercial landscape market, its golf course product line is expected to dovetail nicely with Jake's.

"The way we look at it, Bunton gives us a real nice presence in the commercial market. That's the thrust of the deal," Robson explained. "But they've got a following in the golf marketplace. The superintendent at Shinnecock Hills [GC in Southampton, N.Y.], Peter Smith, has a lot of Bunton products up there. If your products are good enough to be used at a U.S. Open site, you must have quality products... Bunton is an excellent strategic fit for Jacobsen. In marketing terms, Bunton fills

some gaps in the Jacobsen product offering."

The Bunton golf line consists of walking green, triplex green, light, medium and heavyweight fairway mowers, along with hydraulically driven gang mowers and aeration units.

"We view the Jacobsen and Bunton product lines as distinct and separate," Robson continued, "and our plan going into the acquisition was to maintain the product lines and distributions as distinct. We haven't developed strategies for melding identities."

"However, a significant volume of Jacobsen sales are outside the United States. We want to look at enhancing Bunton's distribution outside North America with our existing [Jacobsen] distribution."

Distribution is the key, according to Gary Shampeny, who left The Toro Co. to become Bunton's vice president of sales & marketing in 1992. Shampeny left Bunton in 1995 to oversee turf sales at California Turf, a Toro distributor in Bermuda Dunes, Calif.

"This deal is good for the employees at Bunton, in that it provides the company with the potential for a broader distribution base," Shampeny said. "Distribution is vital to any manufacturer, and broader distribution will definitely help Bunton. It should increase their volume."

"The company should grow, and that will benefit the employees. The people within the organization are good people. They're dedicated to Bunton, dedicated to the product line."

Prior to the sale, Bunton had maintained strategic relationships with several overseas com-

panies, including Hayter in the United Kingdom, and Tsuychia, the Japanese greens mower manufacturer.

"The purpose of this acquisition, of course, was to enhance our presence in the commercial turf and golf markets," explained Jacobsen's Harold Pinto, vice president of sales and marketing worldwide. "Certainly, some of these affiliations or marketing alliances, which Bunton maintained before the deal, offer us an opportunity to grow overseas. We're reviewing these relationships and seeing what we can do together."

"In the U.K., for example, Jacobsen already has some common distribution with Hayter. So this sort of cooperation is certainly nothing new to us."

...

Bunton's acquisition contributes to a pair of related trends now evident in the turf industry: the continued consolidation of turf equipment manufacturers and the

A brief history of Bunton

LOUISVILLE, Ky. — Bunton's purchase by the Jacobsen Division of Textron, closes the final chapter in Bunton's interesting history.

W. Price Bunton Sr. formed Bunton Distributing Co. in 1948 to distribute Goodall rotary mowers. That same year, Ira J. Mitchell, manager of the Cave Hill Cemetery in Louisville, asked Bunton to develop a power trimmer just wide enough to fit between the headstones. Bunton and his sons, Herb and W.P.,

came up with a successful design, began production and renamed the firm Bunton Co.

In 1954, Mitchell again approached the Buntons, seeking a larger capacity mower that would also be maneuverable. This suggestion led to development of the highly successful Bunton Lawn Lark.

In 1969, Bunton purchased Goodall. In 1991, Bunton was purchased by Larry O'Connell, who served as chief executive officer until Bunton's sale in late September.

increasing vulnerability of smaller, family-owned operations.

In the 1980s, Cushman purchased Brouwer and Steiner, only to be purchased — along with Ryan — by Ransomes in 1990. Toro has since acquired Olathe, Lawn Boy, and now Hardie Irrigation (see story page 45). Deere has consistently acquired and sought alliances with smaller companies. Now Jacobsen has absorbed Bunton.

"All this consolidation makes it very hard for small manufacturers, like us, to find distribution," said Stan Kinkead, owner of St. Paul, Minn.-based National Mower, one of the few remaining family-owned "iron" operations in the golf business. "The consolidation is scary, and I don't think it's done."

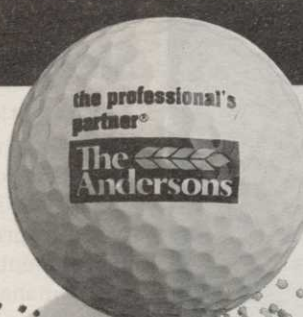
Shampeny pointed out that large manufacturers are always trying to broaden their bases via internal development or simple acquisition. However, Jacobsen and its competitors are increasingly opting for the latter.

"You wonder how the smaller companies are going to survive as independents," Shampeny said. "You need to invest in product development to stay current in the marketplace and to make sure you're in [emissions] compliance with all the regulatory agencies. How are smaller companies supposed to keep up?"

"Another example: To ship abroad, you basically have to have certification to sell within each specific country. Smaller companies will have trouble meeting all those regulations. It's easier for larger companies."

Overseas concerns are important, but competing effectively in the U.S. market, by far the world's largest in terms of golf course and lawn care, continues to drive industry consolidation.

"What seems to be happening," Kinkead opined, "is the large manufacturers want it all. They all want to be full service. On the golf side, it's driven by new golf course construction — the package deals. They all want to be able to supply everything in that initial package."



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Smithco moves to protect its patents

WAYNE, Pa. — Smithco, the manufacturer and marketer of golf course maintenance equipment based here, has nearly completed the process of obtaining final patent rights on two of its new products.

The first of these patents will cover the concept and mechanics of their Sand Star E electric bunker rake, with its battery-powered ultra-quiet operation and silent raking system. This unit was introduced last year and, according to Smithco officials, is the only one of its type in the world.

The second patent being processed covers a new speed control system for bunker rakes which governs the speed of the unit during raking operations. When the rake assembly is lowered into the sand, the new system cuts in and automatically limits the pre-set and adjustable operational speed during the sand finishing process.

When the raking implements are returned to the up position, the speed control disengages and the full ground speed of 10-12 mph is again available. This speed control system will be standard on all Smithco bunker rakes in the near future and can be retro-fitted on existing Smithco bunker rakes.

Sandoz Agro reorganizes its sales force

DES PLAINES, Ill. — Guy Mikel, vice president of Specialty Business for Sandoz Agro has announced new appointments for the following sales and marketing team members.

Gene Hintze, has been named the eastern district turf and ornamental sales team manager, in addition to his current role as turf and ornamental business manager. Leo Schoenhofen, business manager for the vegetation management division, expanded his sales management territory to include the mid-south and

southwest turf and ornamental group.

In addition to her current responsibilities as the marketing services manager, Terri Lohmann joined the Business Management team to provide additional support in developing and implementing turf and ornamental marketing programs.

To support Sandoz Agro's national lawn care customers, Sandoz appointed Sean Lynch to undertake the responsibilities of the National Account Manager. He also will continue in his current capacity as marketing services associate.

EXCELSIOR BUILDS NEW FACILITY

FRIDLEY, Minn. — American Excelsior Co., a manufacturer and distributor of erosion control and evaporative cooling products, has broken ground on its new branch facility here. The new facility will serve as both a manufacturing and distribution center for the company's product lines. For additional information, contact Ken Starrett, director of marketing, American Excelsior Co. at 800-ECO-FOAM.

Grubmania '96

Continued from page 45

Twin Lakes Golf Course site. Five of those plots had control ratings of 100 percent).

Oct. 2 — Toured TruGreen/ChemLawn production and research facilities in Westerville, Ohio and Delaware, Ohio, respectively. Dr. Amy Suggars, TruGreen/ChemLawn research entomologist, was the group's host. Later in the day, the group attended panel discussion in Covington, Ky., composed of four professional lawncare operators and four golf course superintendents. Panel members discussed their jobs, the herbicide and insecticide products they use and the factors on which they base their product purchases.

Oct. 3 — Visited Dr. Dan Potter, University of Kentucky (UK) entomologist, at UK's suburban Lexington research and development facility. Potter talked about MACH 2's effectiveness in controlling black cutworms.

According to Dr. John Thomas, manager of RohMid, the tour was a unique opportunity to provide the sales force with field and classroom training.

"The grub dig at OSU not only provided important information on product efficacy," said Thomas, "it also gave RohMid's sales force a terrific opportunity to 'get their hands dirty' and learn from Drs. Shetlar and Niemczyk, two nationally respected entomologists. At UK, we learned about some very interesting work Dr. Potter is conducting with cutworms.

"This exciting, fast-paced four days was a great way to prepare our sales force for the anticipated introduction of MACH 2 in 1997," Thomas concluded.




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Deere lightweight fairway mowers improved

John Deere's 3215 and 3235 Turf System I & II Lightweight Fairway Mowers have been improved and renumbered as 3215A and 3235A Turf System I & II. But Deere believes these mowers are no lightweights when it comes to increased performance and features.

Improvements include the Viscous Fan Drive and Air Intake Silencer, which reduce the sound levels at the operator's ear. The viscous drive lowers the sound by running the cooling fan at high rpm only when needed. The air intake silencer reduces engine air intake noise.

Several improvements have been made to the RFS (Rotate for Service) system to increase its durability. The casting has been lengthened, resulting in more support for the cutting unit yoke. The ramp surface for the release spring has been improved and there is a wider base for support of the spring-loaded pins. The

spring-loaded pins have been redesigned and enlarged to provide better operation and longer pin life. The release spring has also been reformed to provide more consistent operation. The backlapping knob has also been redesigned and will be offered as a detachable service part.

The 3215A is equipped with standard 22-inch cutting units and 5-inch diameter reels. Height of cut ranges from 1/4 inch to 1 inch and frequency of clip is .060 inches/mph.

The 3235A can be equipped with either standard cutting units or 22-inch ESP (Extra Strength and Precision) cutting units that feature standard 7-inch diameter reels. Height of cut ranges from 1 inch to 3 inches. Frequency of clip is .084 inches/mph.

Customer requests and sales inquiries to: John Deere Inquiry Department, P.O. Box 12795, Research Triangle Park, N.C. 27709-2795.

CIRCLE #301

Greenschoice heals compacted soils

Greenschoice soil amendment was developed to help improve the overall health and durability of golf greens. Developed for standard topdress procedures and deep-tine aerification systems, this premium amendment "breaks up" compacted soils, leaving a permanently aerated root zone. Based on the increased pore space created by the introduction of Greenschoice into the root zone, percolation rates are dramatically improved. Moisture/nutrient retention and capillary rise rates are also substantially increased by the material's natural porosity. For more information on Greenschoice, contact Premier Environmental at 800-953-0215.

CIRCLE #302

ReJeX-iT repels unwanted geese

After as little as one application of ReJeX-iT, field trials by the Denver Wildlife Research Center show that geese quickly leave the treated areas for other food sources. ReJeX-iT products are developments of RJ Advantage, Inc. and represent a humane alternative to harming birds.

Developed with testing assistance from the USDA's Denver Wildlife Research Center, ReJeX-iT products have unique abilities to repel geese and other birds while being harmless to humans. When geese eat ReJeX-iT products applied to grass or water, an irritation reaction takes place in the birds. The presence of ReJeX-iT makes their food source unpalatable and causes them to leave in search of more acceptable areas.

ReJeX-iT products designed for the turf industry include AG-36 and TP-40. ReJeX-iT AG-36 is a non-phytotoxic liquid to repel geese from grazing on golf courses. ReJeX-iT TP-40 is a liquid designed to repel birds including seagulls and mallards from bodies of water like retention, decorative, and sediment ponds.

For more information on ReJeX-iT Bird Aversion Agents, call 800-HAD BIRD.

CIRCLE #303

Sustane introduces growth supplement

Sustane Corp. a division of Natural Fertilizer of America, Inc., has announced availability of Bolster from Sustane plant growth supplement in water soluble packaging (WSP) and Bolster Basic from Sustane for ornamentals.

The WSP formulation comes in an easy-to-use 3-pound packet. Applicators simply drop the packet into a spray tank during mixing without the need to premeasure. One WSP packet treats one acre of a variety of transitional, warm-and cool-season turfgrasses and other crops. Bolster Basic from Sustane was recently introduced for ornamentals. It is available in 1-pound water soluble packets and in liquid packaged in 2.5-gallon jugs and 55-gallon drums.

Bolster from Sustane products are concentrated plant growth supplements specifically developed to prepare plants for improved growth in sub-optimal and stress conditions. They are a scientifically balanced formulation of cold processed seaweed extracts, humic acid and plant nutrients, which provide optimum growth potential.

For more information, contact a Sustane distributor representative or call 1-800-352-9245.

CIRCLE #304

SyncroFlo's pump station software

SyncroFlo has introduced EagleEye, the newest superintendent software for remote monitoring of its Eagle Pump Stations from a PC. The software displays full performance data, including flow rate, total gallons pumped, system pressure, set point and variable frequency drive (VFD) speed. The user can also set individual alarm presets.

A convenient, menu driven display enables the superintendent to quickly obtain status of individual pump station components such as individual pump performance, VFD operation, speed control mode, and individual selector switch settings. The user can now better specify the level of detail he or she wants on the screen or printer. Results can be sent to a printer, or filed to a disk for later access. A 16-bit version is compatible with Windows 3.1 & '95. A full 32 bit version is available for Windows '95 & NT. For more information about the company's factory built pumping systems and software, contact David Thrailkill at 800-886-4443.

CIRCLE #305

Do You Believe?

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CIRCLE #306

Buena Vista Golf

Continued from page 39

based in Sarasota since 1983, serves as Buena Vista's director of agronomy.

In addition to Elkhorn, he oversees the work of on-site superintendents at Buena Vista-managed Spanish Hills Golf & Country Club (G&CC) in Camarillo, Calif.; Steele Canyon G&CC in San Diego, Calif.; LPGA International in Daytona Beach, Fla.; PGA National Resort & Spa in Palm Beach Gardens, Fla.; and Westwinds G&CC in Newmarket, Md. He is also overseeing construction of a Jack Nicklaus-designed course scheduled to open in spring 1998 at Rocky Gap State Park in Cumberland, Md., and a Ron Garl-designed layout scheduled to start construction next spring as part of a 252-room luxury resort called Cayo Largo located in Fajardo on Puerto Rico's east coast.

While Buena Vista will develop courses like Rocky Gap and Cayo Largo, it prefers to acquire existing properties because of the financial and environmental obstacles to building new courses, Frost said. The company concentrates on the resort and daily-fee market, although it will look at private facilities, like Spanish Hills, when the situation is right.

"Spanish Hills was a unique opportunity," Frost explained. "The area was just spectacular and we were able to negotiate a considerable discount. It's not something we could have easily duplicated for anywhere near the price we paid."

Buena Vista Golf Holdings is a general partnership consisting of two corporate general partners — Hanover Properties Inc. and Buena Vista Golf Properties. Formed earlier this year, the company plans to acquire high-end, daily-fee golf properties in which the original developers have overinvested or have undermarketed and then build cash flow and property values through the company's "proven marketing techniques, a strong service focus, ongoing course and facility enhancements, and cost-control efforts."

Buena Vista has no firm numerical goals in terms of course acquisitions, Frost said, although it plans to acquire 10 to 15 projects within the first year, according to company literature. "You work on a lot of things that never happen," Frost said. "And then a bunch of things come together all at once... We could set numerical objectives, but they aren't very meaningful. Our objective is to acquire courses that are good deals for us, whether that be one or 10 a year. If we had to meet a certain number, we could start chasing things that we shouldn't."

Frost's background leads one to think he knows what he's talking about. The company's CEO has headed Buena Vista Hospitality Group since its inception in 1986. He has overseen the development pre-opening, marketing, management and consulting services for nearly 50 projects during that time. Prior to forming BVHG, he was one of the principals in Shimberg, Kennedy and Frost, where he headed the company's hotel group.

Buena Vista is bullish on the golf market, pointing to the 25 million "Baby Boomers" who will turn 50 within the next eight years (golfers aged 50-69 on average play nearly twice as many rounds per year as the 30-49 age group); relatively slow consolidation pace (100 holdings per year, less than 1 percent of the total U.S. golf inventory) within the golf

Continued on page 54

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8 — GCSAA Seminar on Preventive Maintenance of Turf Equipment in Southfield, Mich. *

9 — 7th Annual Turfgrass Awards Banquet in New Brunswick, N.J. Contact Cook College Office of Continuing Education at 908-932-9271.

11 — GCSAA Seminar on Turfgrass Stress Management in Myrtle Beach, S.C. *

11 — GCSAA Seminar on Calibration and Safety of Pesticide Application Equipment in Myrtle Beach, S.C. *

11 — GCSAA Seminar on Preventive Maintenance of Turf Equipment in Rhinelander, Wis.

12 — GCSAA Seminar on Drainage Systems in Rochester, N.Y. *

12-14 — Penn State Golf Turf Conference in State College, Pa. Contact Peter Landschoot at 814-863-3475.

12-14 — Kentucky Turfgrass Council Conference and Trade Show in Lexington, Ky. Contact 606-622-2228.

12-15 — Turf and Grounds Exposition in Rochester, N.Y. Contact NYSTA at 800-873-TURF.

13-14 — GCSAA Seminar on Preconstruction and Construction Management in Bolton, Mass. *

13-14 — GCSAA Seminar on Spanish for Golf Course Management in Temecula, Calif. *

14-15 — GCSAA Seminar on Writing IPM and Environmental Monitoring Programs in Salt Lake City, Utah. *

17-21 — Green Industry Expo/96 in Cincinnati. Contact Elanor Ellison at 770-973-2019.

18-19 — GCSAA Seminar on Golf Course Restoration, Renovation and Construction Projects in Cleveland. *

18-19 — GCSAA Seminar on Plant Nutrition and Fertilizers in Long Island, N.Y. *

19-21 — Turfgrass and Ornamental Seminar in Lafayette, Ind. Contact Bev Bratton at 317-494-8039.

20-21 — GCSAA Seminar on Public Relations and Presentation Skills in Guelph, Ontario, Canada. *

21 — GCSAA Seminar on Developing Your Hazard Communication Program in Taytown, N.Y. *

December

2-3 — GCSAA Seminar on Basic Principles of Turfgrass Management in Albuquerque, N.M. *

3 — GCSAA Seminar on Reel Mowers and Grinding Methods in Bolton, Mass. *

4-5 — Rhode Island Turfgrass Show & Conference in Providence.

4-6 — Rocky Mountain Turf Conference in Denver. Contact Julia Marie at 719-489-3222.

3-4 — GCSAA Seminar on Golf Greens: History, Theory, Construction and Maintenance in Albuquerque, N.M. *

5 — GCSAA Seminar on The Superintendent as Grow-in Manager in Gainesville, Fla. *

6 — GCSAA Seminar on Practical Tree Management in Des Moines, Iowa *

9 — GCSAA Seminar on Human Resource Management in Atlantic City, N.J. *

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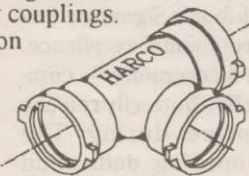
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Calendar

Continued from previous page

9-12 — *New Jersey Turfgrass Expo at Atlantic City.* Contact 908-821-7134.

10 — *GCSAA Seminar on Irrigation Scheduling Techniques in Columbia, Mo. **

10-11 — *GCSAA Seminar on Design, Renovation and Construction for IPM in Elliott City, Md. **

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10-12 — *Georgia Turfgrass Conference and Show in College Park.* Contact Doug Moody at 770-975-4123.

10-13 — *Ohio Turfgrass Foundation Regional Conference and Show in Columbus.* Contact 614-261-6750.

11 — *GCSAA Seminar on Human Resource Management in Lincoln, Neb. **

12 — *GCSAA Seminar on Maximizing Turfgrass Disease Control in Jacksonville, Fla. **

12-13 — *GCSAA Seminar on Golf Course Restoration, Renovation and Construction Projects in Harrisburg, Pa. **

16-17 — *GCSAA Seminar on Golf Greens: History, Theory, Construction and Main-*

* For more information contact the GCSAA Education Office at 800-472-7878.

The Hayter Cup

Continued from page 30

summer had made for poor growing conditions on the close cropped fairways. All of these factors suggested the superb West Lanes course would provide a stern enough test, gales or no. View the description "pussycat" in a purely relative sense. . .

The range of playing ability was wide, from plus-1 handicap to more than 12. This in mind, the opportunity for some one-sided matches was very real. As this would have been contrary to the spirit of the contest, organizers and team captains agreed to avoid such a scenario by the implementation of two devices: First, the matches would be played full handicap; second, the captains would, as near as possible, order their players in roughly ascending handicaps.

As the results show, this was a successful move with only five matches out of 18 being reasonably described as "comfortable victories/uncomfortable defeats."

The morning four-balls were extremely closely contested, four of six went to the 18th, one to the 17th, with only Dean Morrison and George Renault of the Americas cruising to a 6 and 5 victory (see complete scoring results on page 30).

Opening salvos were jocular and generous with 3-foot "gimmies" fairly commonplace. By about hole seven the *bonhomie* was a good deal thinner on the ground. "That's good, take it away," had been replaced with a calculating silence. Tension was mounting.

By hole 14, the sole Canadian, Thom Charters, had his shoe off decrying a mystery toe injury. Was this building an early excuse? If the ailment affected his putting, it might have explained his three-jack on the 18th — when two putts would have won the game. By his own admission, "The Canadian choked it!"

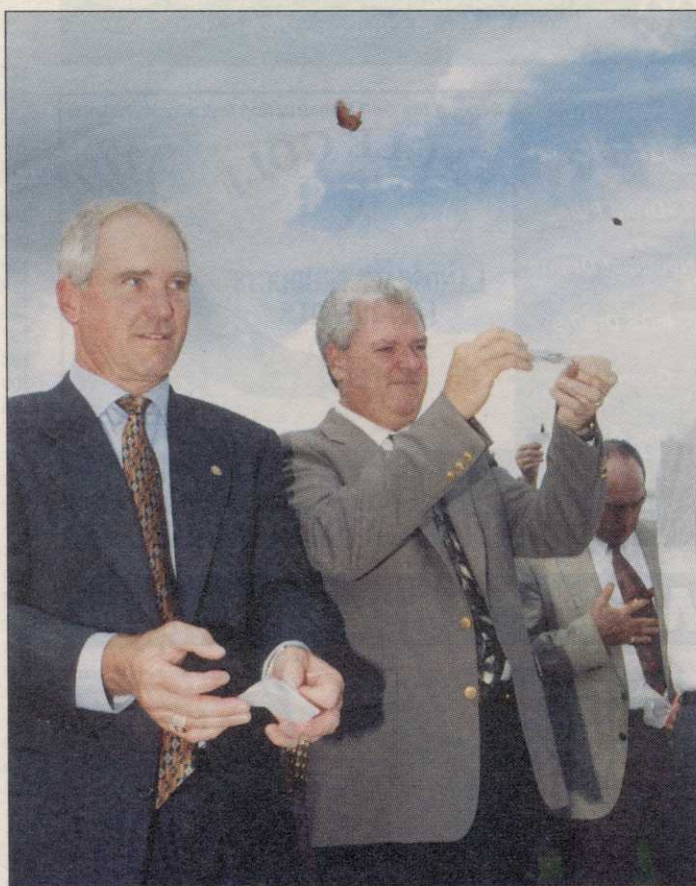
Charters was not alone in a nervous display on the last. Alex Reid of Scotland missed from 2 feet and thus achieved a half, instead of what might have been a vital win.

The Cup went down almost to the wire. If Ian Buckley had not been 3 off the tee at the 18th, the result may have been different.

However, in truth, the result was perhaps not as important as one might imagine. Surely the excitement was felt as both team captains were waiting on the 18th with information and encouragement for the final few matches. But the real buzz was felt by everyone by dint of being involved in such a brilliant event.

Hayter's Macfie was delighted with the way things panned out, declaring that even the weather was great: "This is everything I hoped it would be," he said.

This correspondent would go one better: The event surpassed all expectations.



PGA of America Secretary Will Mann (left) and PGA Chief Executive Officer Jim Awtrey let loose with their butterflies during the Audubon ceremony.

PGA's Reserve augments Fla. butterfly population

PORT ST. LUCIE, Fla. — Audubon International has presented its top award to the PGA Golf Club at The Reserve — only the fifth in the nation to receive Audubon's Signature Status for environmental excellence.

The award ceremony — complete with a live butterfly release — took place during The Reserve's opening dedication celebration attended by hundreds of PGA delegates from across the country, special guests and the news media.

PARAMUS, N.J. — Ridgewood Country Club has become the second course in the state to achieve designation as a "Certified Audubon Cooperative Sanctuary" by the Audubon Cooperative Sanctuary System.

"Our efforts and accomplishments are part of an overall plan to not only maintain The Ridgewood Country Club as one of the top

golfing facilities in the U.S. but also to make our club environmentally sound," said Ridgewood President Fred Nydegger.

"The club is extremely committed to preserving the natural habitat on its 275-acre complex," explained Ridgewood superintendent John J. Gasper, "and our long-range environmental plan was created so that RCC can improve and sustain our desired level of environmental quality for years to come."

RYE, N.Y. — Westchester Country Club has been designated a Certified Audubon Cooperative Sanctuary by the Audubon Cooperative Sanctuary System. Westchester is the third course in New York to receive the honor. "We are proud to have reached this status and look forward to maintaining and further enhancing our Audubon program," said superintendent Joe Alonzi.

Emergency plan

Continued from page 37

along with worst-case scenario of a golfer — heart failure with a lack of oxygen — how much time is required to start immediate first aid, summon trained emergency personnel with equipment, and deliver the golfer to a hospital? Not hours, but minutes.

This scenario required a plan to coordinate all potential participants. Pat Vanderstine is general manager of the golf course. It was appropriate to discuss my concerns with her. She readily agreed from a humanitarian standpoint that I should proceed.

The beginning of the plan required traveling the golf course with paper and pencil viewing the course with an entirely new perspective. Example: The Hagen first hole has water crossing the fairway at 90 degrees

halfway between tee and green. The water is crossed by a bridge whose integrity is adequate for golf carts, but surely not for a heavy emergency vehicle. An emergency situation would require the exact location of a golfer needing assistance. Is the golfer between the tee box and the water or is the golfer between the water and the green?

This exercise started the creation of many pages of notes. It was now quite apparent a layout of the golf course, along with the adjacent city streets, would be needed. A trip to the fire department and the tax office located the needed street layout. The Fire Chief Darryl Platt was very enthusiastic about the development of this plan; he offered any needed cooperation by his department.

On one of the layouts the water, macadam paths tee boxes and greens were established and

colored. Water was blue, paths were black while tee boxes and greens were green. With the notes gathered prior, access points were established in red on the layout. This was accomplished after many meetings with the fire chief and deputy fire chief. The layout had a total of 12 access points.

The next order of business was to set forth a simple set of instructions for course personnel (see related story). Copies of these instructions and the course layout with the access point were reviewed with Chief Platt for his final approval. A copy was turned over to the police department. The fire department conducted training sessions with their personnel to familiarize them with it. At no cost to the golf course, Chief Platt offered to run training sessions on CPR and artificial respiration for all golf course personnel — paid and volunteer.

All golf courses should have an emergency evacuation plan. Just because a course has a number of holes that aren't close to public roads is no excuse. There should be a plan in place and personnel familiar with its operation.

Here, this issue has been discussed from the humanitarian standpoint. There is, I believe, a legal side to the question. A player goes down with a heart attack and dies on the course 15 minutes later. The only people in attendance were his fellow players who were untrained. A negligence suit is waiting to happen. An attorney for the deceased's heirs can and would raise many critical questions of the golf course and possibly the local emergency department. With my training in risk management I saw a potential problem, but I also saw a practical way to reduce and minimize the problem.

Buena Vista Golf Holdings

Continued from page 51

course management industry; and favorable indicators that the game will enjoy increased participation in nearly all market segments.

"Because of the demographics of the U.S. population, we view golf as a growth business from the demand side," Frost said. "With the increasing financial and environmental roadblocks to building new golf courses, it will be difficult for the supply side to keep up."

Along with its management arrangement for the 36-hole LPGA world headquarters, the company has been named the exclusive development and management company for the LPGA. "We're working on plans to expand the LPGA's golf course identity in other parts of the world," Frost said. "It won't be too dissimilar to the way the PGA Tour has developed the TPC (Tournament Players Club) concept."

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