

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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#### OLD TOM & MORE

Ben Crenshaw will receive the GCSAA's Old Tom Morris Award next month in Las Vegas. But there is so much more on the docket: Tournaments, elections, seminars... For a preview, see pages 27-30.

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## New wetlands regs impact development

By MARK LESLIE

WASHINGTON, D.C. — The U.S. Army Corps of Engineers has changed a wetlands permitting regulation that will affect commercial and residential developers across the board.

Ten percent of golf course projects built the last few years would have been affected by the new parameters had they been in effect, according to Dr. Stuart Cohen, president of Environmental & Turf Services, Inc. of Wheaton, Md.

The regulation is Nation Wide Permit (NWP) 26, which is routinely re-issued every few years. In recent years, it has allowed projects

affecting 1 to 10 acres of isolated wetlands or stream headwaters. People could impact as much as 1 acre of wetlands without seeking permits. Under the new parameters, which went into effect in December, the 10-acre maximum of wetlands that a development can affect has been reduced to 3 acres and the 1 "free" acre

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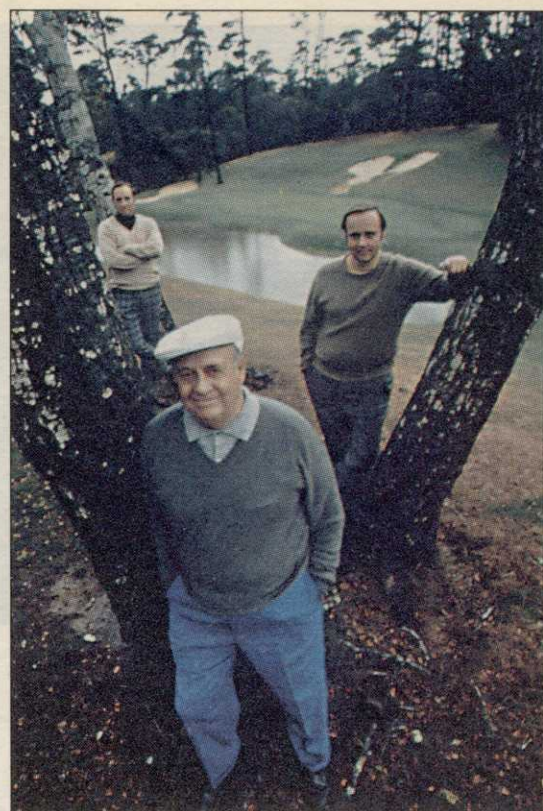
## Pesticide-free courses not in the cards?

By MARK LESLIE

COLUMBUS, Ohio — Faced with the rigors of foot traffic and golfer demands for low cutting heights, consistent ball lie and roll, superintendents' attempts to be pesticide-free are futile, according to a panel of scientists.

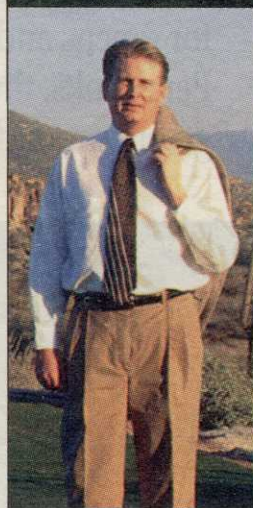
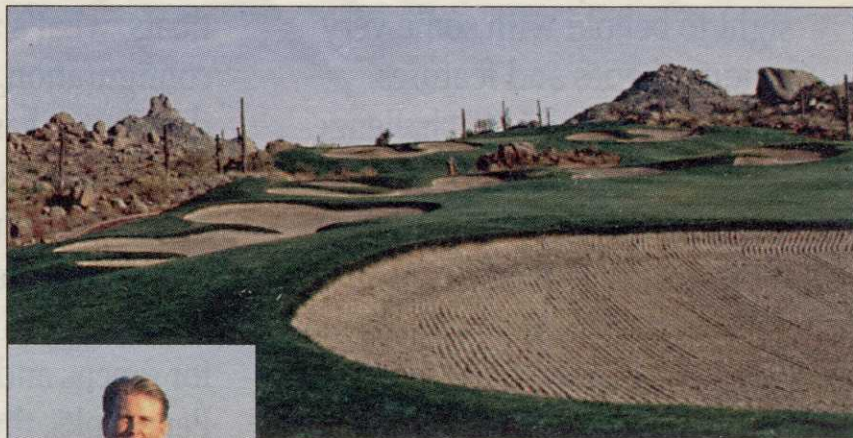
Speaking here at the Ohio Turfgrass Foundation Show & Conference, Drs. Dave Shetlar and Joe Rimelspach of Ohio State University and Dr. Stuart Cohen of Environmental & Turf Services concluded that, with a handful of exceptions, no golf course is pesticide-free.

Continued on page 22



#### A FAMILY AFFAIR

The Jones Boys — sons Rees (left) and Bobby flanking dad Trent at Spyglass in the 1960s — are perhaps the best-known examples of design legacies. While the Jones Clan has been honored as the NGF's Family of the Year (p. 11), course architecture is filled with father-son teams. See story p. 35.



Above: The 18th hole at Troon North's Pinnacle Course. Inset: Troon Chairman Dana Garmany.

## Newly capitalized Troon Golf targets upscale daily-fee market

By PETER BLAIS

SCOTTSDALE, Ariz. — Formation of a new partnership between Scottsdale-based Troon Golf Management and Starwood Capital Group LLC of Greenwich, Conn., should help Troon expand its golf course management portfolio and acquire additional properties.

"We're looking at the East and Midwest," said Troon Golf President and Chief Executive Officer Dana Garmany. We'll probably double our size to about 20 properties in the next 12 months."

Troon Golf's new partner, Starwood, is a 50-50 partner with Goldman Sachs in Westin Hotels. It also

Continued on page 51

## McGinnis: Supers need more credit, support

By PETER BLAIS

PEORIA, Ariz. — Getting course owners and club members to appreciate the contributions of their superintendents will be the primary goal of new Golf Course Superintendents Association of America President Paul McGinnis.

"Superintendents simply don't receive the support and credit they deserve," said the head superintendent at Moon Valley Country Club here, who will assume the GCSAA presidency at the association's annual meeting in Las Vegas this February.

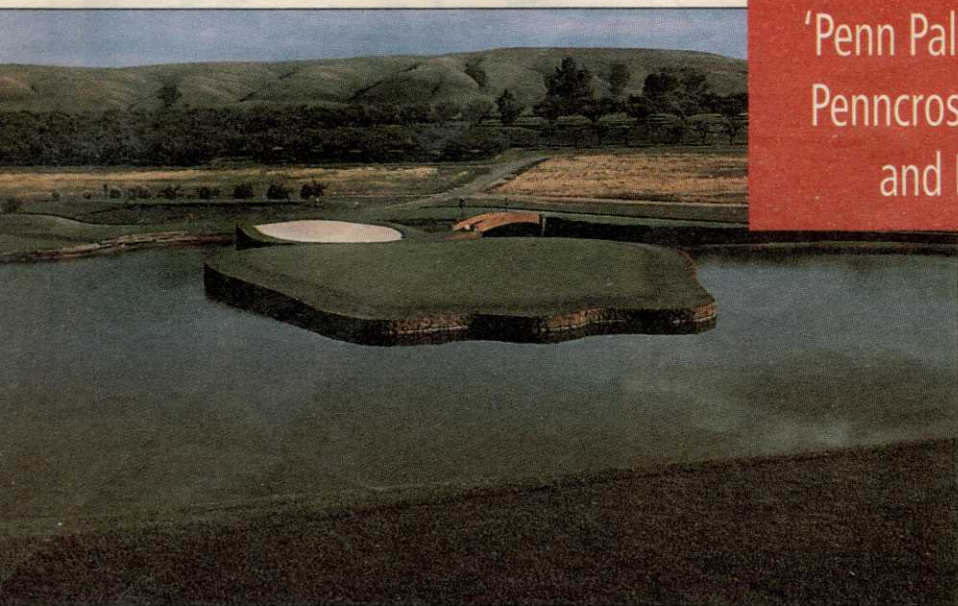
"We have quotes from Ben Crenshaw, Tom Watson and Rees Jones testifying to the superintendent's importance. But the word hasn't gotten out enough, yet. We're planning educational seminars for owners and green chairmen at both the annual meeting and at regional seminars around the country.

"We'll continue to use *Newsline* [the GCSAA newsletter], which is mailed to

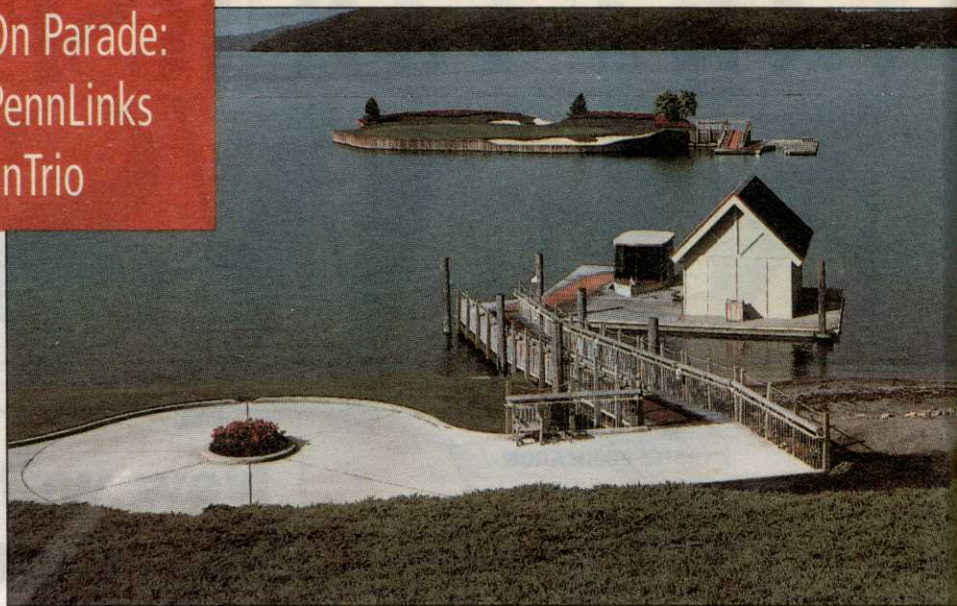
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*PennTrio No. 17, Apple Tree GC, Yakima, WA*



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

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## IN BRIEF

**ATLANTA, Ga.** — Boys & Girls Clubs of America (B&GCA) honored course architect Tom Fazio and two other supporters Dec. 17 with the Champion of Youth Award for outstanding service, support and accomplishments on behalf of the national youth organization. A B&GCA national trustee since 1991, Fazio was instrumental in starting a club in his hometown of Hendersonville, N.C., providing financing for both the club's construction and first year of operations. He is the club's board president and works several days a week with the young people at the facility.

♦♦♦

**MYRTLE BEACH, S.C.** — Architect Tom Fazio and PGA Tour player Lanny Wadkins will team up to design and build Myrtle Beach's 100th golf course, the Tournament Players Club at Myrtle Beach. The course, to be located on Highway 707 one mile west of Highway 17 South, will replace The Dunes Golf and Beach Club as the future site of the Senior PGA Tour Championship. Wadkins will act as player consultant on the course. Construction is set to begin this spring.

## Fla. courses gouged by stormwater assessments?

By PETER BLAIS

SARASOTA, Fla. — Twenty-three Sarasota County courses have filed a lawsuit to block a tenfold increase in their stormwater assessments.

"The new assessments treat golf courses as if they are homes," said Linda Talbot, vice president and managing director of Foxfire Golf Club. "There's no scientific basis for it. But the county com-

missioners look at golf courses as a deep-pocketed source of revenue. Our rates have jumped 850 percent since 1993."

Foxfire's assessment went from \$5,400 three years ago to \$46,605 in 1996, Talbot explained. Sarasota Golf Club's assessment escalated from \$5,400 to \$38,000, while Meadows Golf Course leapt from \$5,400 to \$72,000. Foxfire and Sarasota GC are 18-hole layouts while Meadows is

a 27-hole track.

The new assessments resulted, Talbot said, from a 1989 federal mandate requiring counties to clean up their water and air. Sarasota County spent millions of dollars updating its stormwater systems and has increased assessments to pay off the bonds that financed the upgrade, she said.

The problem is that the increases were passed by county ordinance rather than by voter approval. An Orlando engineering firm developed the rate structure for the county. The county enacted the new structure after conducting hearings in which certain groups, particularly agricultural organizations, lobbied for and received lower rates.

The per-acre rate for groves and orchards, Talbot said, is approximately one-eighth that of golf courses. Tilled agricultural land is assessed at approximately one-fifth the rate of golf courses, she added. Courses were assessed at the same rate as single-family homes, where it is estimated that 14.8 percent of all rainfall runs off and is handled by public sewer systems.

"We know that runoff from golf courses is much less than from homes and much closer to agriculture," Talbot said. "The agricultural industry is well organized in Florida and had representatives sit in on all the county board meetings when they

Continued on page 11



### KUDOS FOR KERN'S EAGLE KNOLL

Gary Kern-designed Eagle Knoll Golf Club in Jefferson City, Mo., topped off its first year of operations with a kudo from Golf Digest, which named the course one of its "best new affordable courses for 1996." Tim Cox built the course and superintendent Rodney Distler maintains it.

## Golf and Recreational Finance

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## Washington course owner seeks waiver for hillside goat/mower

LEAVENWORTH, Wash. — The owner of a new putting course here hopes that four-legged animals can do a landscaping job that motorized, four-wheeled machinery can't.

Rob Johnson is asking the Leavenworth City Council to amend a city ordinance prohibiting farm animals within city limits so he can use two or three goats to maintain a steep hillside at his new Enzian Falls putting course.

Johnson would like to plant grass on the hillside, now covered in weeds, which slopes from a sidewalk along a highway down to the edge of the putting area. The inclined area, which is less than an acre, is too steep for a conventional mower. Johnson said he got the idea of using goats after traveling in Europe and seeing them munching

across steep hillsides. He said he would put bells on the goats and they would be a tourist attraction.

Leavenworth City Administrator Mike Cecka said the idea has not generated any opposition from neighbors and that a revised ordinance will be created.

## Hawaiian town grants course valuable water rights

WAILUKU, Hawaii — The Maui County Council has passed several bills allowing the Lanai Co. to use underground drinking water to grow new grass on the greens here at Koele golf course.

The council previously barred the use of drinking water for the golf course. Company officials said, however, they needed the additional water for a limited time to cultivate the new grass. The company is normally restricted to using treated sewage water, surface water and brackish water

to irrigate the golf course.

The council imposed a number of conditions in the bills, including using up to 27,000 gallons of drinking water a day, and allowing the reseeded of no more than four fairways a year.

The council also allowed the company to use drinking water for the golf course in emergencies. In return, the company agreed to develop a plan within two years for additional storage of water at Koele.

## SF Mayor Brown supports future golf development

SAN FRANCISCO — Apparently, outspoken Mayor Willie Brown isn't just interested in the ups and downs of the local professional football team. Brown, who made headlines last fall for negative comments about San Francisco 49ers quarterback Elvis Grbac, has now gone on the record pushing for more golfing facilities in the City by the Bay.

Brown's golfing plank includes the following ideas:

- Finding a suitable site for a 24-hour, inner-city driving range along the lines of New York's Golf Club at Chelsea Piers, where New Yorkers can tee it up from 6 a.m. to midnight and whack away at a 200-yard-long riverside range with netting at the far end.

- Breaking a 15-year deadlock to get a new public 18-hole golf course built on the Crystal Springs watershed.

- Restoring the city's municipal golf course clubhouses to the point where they "rival anything the expensive country clubs have to offer."

- Creating a San Francisco Golf Commission and having revenue from city-owned courses go back into the golf operation rather than into the general fund.

City public golf activists, such as longtime backers of a new San Mateo County course and members of the Harding Park Men's Club — both close ties to the city's parks and recreation department — are reportedly ecstatic over Brown's latest pronouncements.

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## Presidio sues Nat'l Park Service

**S**AN FRANCISCO — The Presidio Golf Club has sued the National Park Service (NPS) in an effort to save a turn-of-the-century building that served as the clubhouse when the golf course was operated by the U.S. Military.

In a federal lawsuit, the club claims the National Park Service failed to conduct a proper envi-

ronmental review when it submitted a proposal to build a new clubhouse.

The old clubhouse — a Tudor-style building which sits just outside the boundaries of the Presidio — was not included in the 1994 transfer of the area from the Army to the National Park Service.

The club, now operated by



Palmer Golf Management, contends the Park Service's proposal for a new clubhouse may lead to the destruction of the historic clubhouse.

## Trip-and-fall case goes against Wis. course, despite 13 drinks

**WAUSAU, Wis.** — A golf course has been found at fault in a legal case involving a golfer who had 13 drinks before tripping on his golf spikes, falling face first onto a brick path outside the clubhouse, breaking his jaw and shattering his teeth.

The golfer, Dale L. Larson,

needed nine root canals, 23 crowns and had his jaw wired shut for months. He was awarded \$41,540 in damages even though his own lawyer had said it was rare for a drunk person to win a negligence case.

The appeals court upheld a trial judge's ruling that Indianhead Golf and Recreation, Inc. of Mosinee was 51 percent negligent because of its terracotta brick ramp that led from the clubhouse bar. The judge said the gaps in the bricks could have caused even a sober person to fall. The appeals court agreed the gaps were an initiating factor, especially since the ramp was built in 1976 to save \$1,440 over a recommended 4-inch thick concrete slab.

Larson, wearing golf spikes, fell on the ramp as he left the bar the night of May 16, 1990. He argued the gaps were unsafe because a spike caught in one, causing him to lose his balance. An asphalt surface was installed a year later.

A doctor testified Larson was in a stupor, with a blood-alcohol level of .28 percent 90 minutes after the accident. But Larson said he was not significantly impaired by the eight beers and five mixed drinks he had over a period of six hours before the accident.



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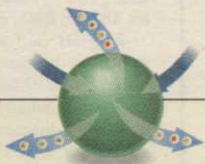
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## Ogden course mulls fence to fend off vandals

OGDEN, Utah — Fed up with repeated vandalism and children running onto fairways and greens to steal balls and tee makers, city officials here are seriously considering a \$120,000 chain-link fence around the 18-hole Mount Ogden Golf Course.

Officials estimate about \$8,000 in damage is caused yearly by vandalism to the well-manicured public course located in an upscale East Branch neighborhood nestled at the base of Ogden's namesake peak. There were at least 14 incidents of vandalism in 1996. Probably the nastiest incident occurred on Sept. 15, when the cup on the No. 11 green was filled with fecal matter.

Mount Ogden is a popular course. In 1996, it earned \$333,000 from greens fees. An additional \$143,000 was made in contracts with restaurants and golf cart rental companies.

At least one city official is not too excited about the idea of fence surrounding the entire course. He said it would make the course look and feel "like a military compound." He recommended more course marshals.

## Utah developer gets go-ahead

DRAPER, Utah — An 18-hole course here on Traverse Mountain will open for public play next summer thanks to a \$9.4 million agreement between South Mountain developers and Chicago-based Crown Golf Properties.

The 18-hole South Mountain golf course is the centerpiece of a 1,700-home development that will be in private hands but open for public play. South Mountain developer Terry Diehl said the golf course remains in the "grow-in" stage but should be ready for play by late summer 1997.

The deal ends controversy over whether Salt Lake County taxpayers would subsidize the upscale course and development, and whether the 253 acres would someday be developed residentially or commercially. The site will remain a golf course or as open space even if Crown decides to sell in the future.

Diehl and partner Dee Christiansen will own 49 percent of a new limited liability company called CGP-South Mountain Golf, L.L.C. Their partner is Crown Golf Properties, which will manage the course and own 51 percent of it. The corporation also manages 23 other golf courses, two of which host PGA Tour events.

## S. Carolina golf car crasher settles, sort of; then sues

SPARTANBURG, S.C. — A golfer has filed suit against the Oak Ridge Country Club over a golf cart accident the club thought had been resolved.

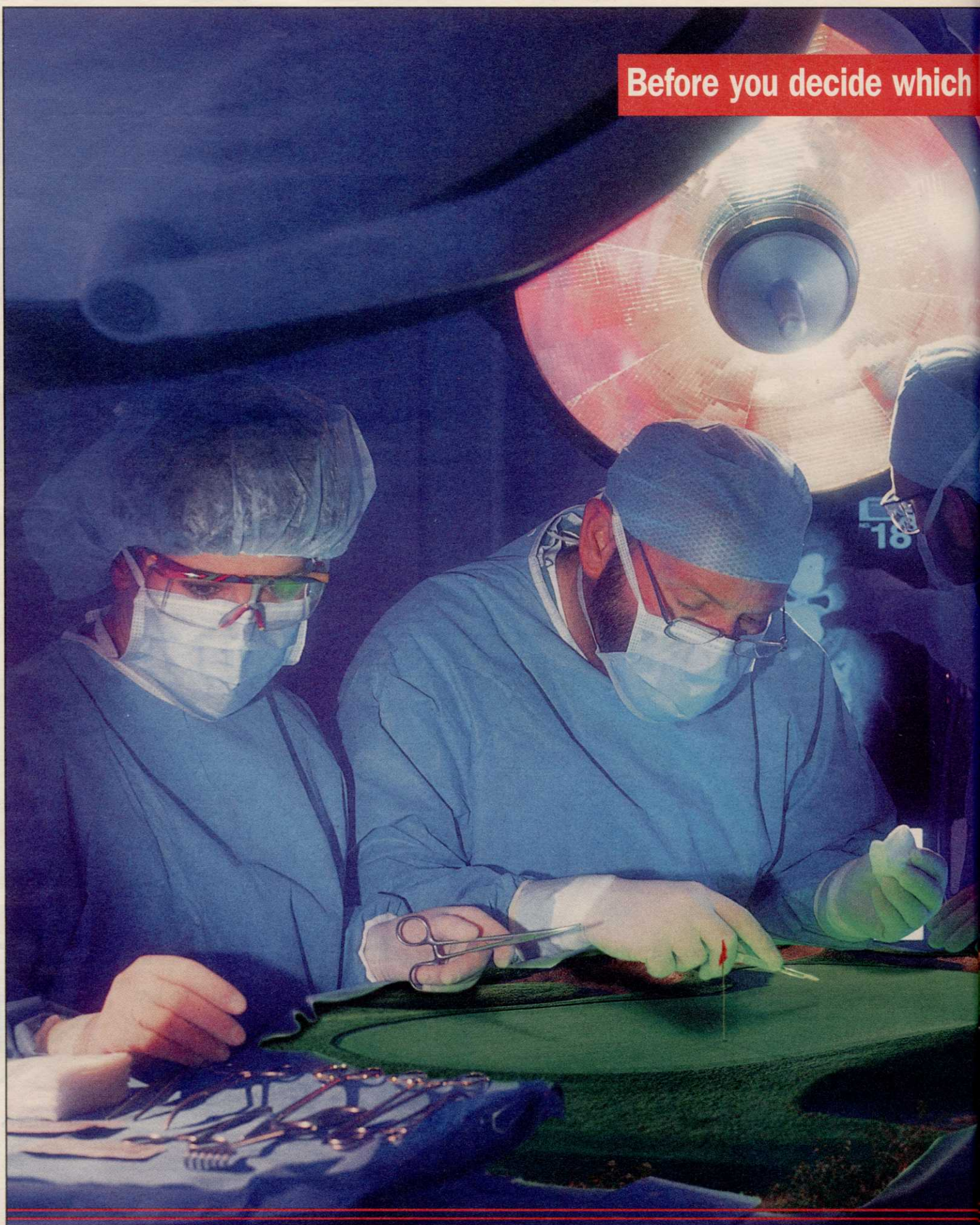
James West, the golfer, had promised to pay the club \$450 for damages to a cart after an accident that occurred while he was driving the rented vehicle. But West recently sued the country club in civil

court, claiming the Oak Ridge Country Club was negligent in not warning golfers of a steep cart path at the 14th hole, where the accident occurred.

Owners of the country club said they have signed waivers showing that West promised to pay for the damages to the cart. They also say West was warned and told to slow the cart down prior to the accident.

West alleges that "the dangerously steep cart path caused the plaintiff's golf cart to accelerate in an unsafe manner." He claims he applied the brakes but was not able to stop the cart and was then "thrown violently about the golf cart and ejected from the golf cart."

West alleges Oak Ridge was negligent because it failed to notify him of the risk at the 14th hole, failed to eliminate risks and failed to properly design and maintain the cart path in a safe manner.





### Ill. town turns to operations firm

STREAMWOOD, Ill. — In an effort to bring 6-year-old Streamwood Oaks Golf Course into the black, the village board has contracted with Links Management of Elgin to manage the municipal course.

The nine-hole facility had been operated by Doug Long, an in-house manager/superintendent, since it opened in 1990. Long

resigned last February and the village had been debating whether to replace him with another golf course manager/superintendent or to privatize management.

The village has agreed to pay Links Management \$27,500 for the first year of a three-year contract, with incentives for future years.

### Mass. Palmer deal falls through; town remains in the market

AMESBURY, Mass. — Just months after it appeared it would be getting the first-ever Arnold Palmer-signature course in New England, town fathers here are seeking new proposals for an 18-hole layout on land known as Woodsom Farms.

The town recently cut off negotiations with Championship Golf Enterprises, which had originally promised to develop a Palmer-designed course but ultimately failed to follow

through to the town's satisfaction.

Even though voters approved construction of a golf course in a non-binding 1991 referendum, many local citizens raised opposition to the golf course after it appeared a Palmer-designed layout would be built. Amesbury Mayor Nick Costello said the town will not build a golf course at the farm if it does not receive adequate proposals.

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### Cape company to manage Olde Scotland Links

BRIDGEWATER, Mass. — Olde Scotland Links moved closer to its July 1997 target opening date by naming a management company to run the course.

Corcoran Jennison Hospitality Co., Inc., of Brewster, Mass. was chosen by the town of Bridgewater's Golf Course Development Committee to oversee operation of the still-under-construction, Brian Silva-designed 18-hole, daily-fee course. The company was awarded a \$2.1 million, three-year contract covering management of food and beverage responsibilities and general maintenance.

Scott Stettner, president of Corcoran Jennison, called Olde Scotland Links a "very well conceived golf course development." The golf course committee said it was looking for a company that would provide "a standard of service to golfers equal to a private club and not a typical municipal course."

### Omni floats Colo. conference center

BLOOMFIELD, Colo. — Omni Hotels, Inc. has signed a letter of intent to build a \$53 million hotel with a 27-hole golf course and conference center here in a technology business park near Denver. The course will be designed by Graham & Panks International.

Construction on the hotel at Interlocken Advanced Technology office park, located about halfway between Boulder and Denver, is expected to begin in the spring. The hotel-resort marks the first move to expand west since TRT Holdings, Inc. bought Omni, a four-star hotel company, in February 1996, and moved its headquarters to Corpus Christi, Texas.

Omni is best known for its upscale properties in Eastern and Midwest cities like Boston, New York and Chicago. The hotel-resort, a joint venture with an Interlocken developer, will be similar to the Omni Tucson National Golf Resort & Spa, which also has a 27-hole golf course. Omni will operate the hotel.



## Management troubles close city course

BIRMINGHAM, Ala. — The city-owned Boswell Highland Park Golf Course here is officially closed until the Park Board finds another group to assume operations.

Park officials have fired the private management group, Birmingham Greater Golf Associates (BGGGA), that was running the golf course. The Birmingham Park Board had received repeated complaints about ruined greens, unsafe conditions on the golf course, insufficient maintenance equip-

ment, sloppy record-keeping and a poorly stocked golf shop. BGGGA had managed the golf course since 1987. Its contract wasn't set to expire until 2007.

The management company had contracted to pay the Park Board a sum no less than \$2,000 a month, or 10 percent of its gross receipts to run the golf course. But park officials said the group has not paid anything since September.



## Former Kemper site slated for remodel, again

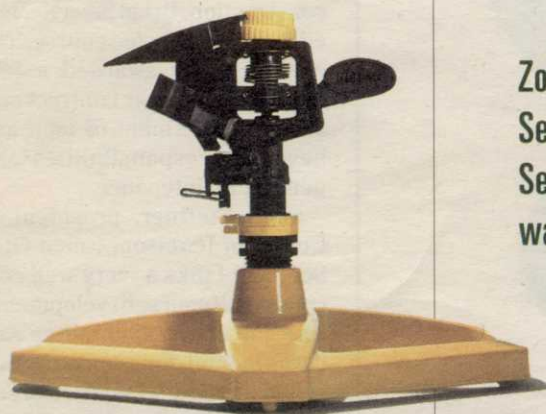
CHARLOTTE, N.C. — Extensive renovations are underway at Quail Hollow Country Club, an 18-hole private layout which has hosted the PGA Tour's Kemper Open (1969-1979) and the Senior Tour's Paine Webber Invitational (1980-1988).

Tom Fazio is overseeing this latest round of renovations on the 35-year-old course, originally designed by George Cobb, reworked by Tom Jackson, and re-

vised later by Arnold Palmer and Ed Seay.

Plans call for dramatic changes to several holes. Three on the front nine — Nos. 6, 7 and 8 — will be lengthened and have a stroke added to their par, while the former par-5 9th will become a par 4. If everything goes as planned, Quail Hollow could reopen for play in September. There is strong speculation the course will try to host a major golf event in the near future.

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## Nicklaus finally gets go-ahead in New York

MONROE, N.Y. — Construction has started on the Mansion Ridge Golf Club here, a 6,800-yard Jack Nicklaus design that has been three years in the making. The course should be ready for play by fall 1997 or spring 1998.

The second component of the development — a "golf community" of 29 single-family homes and 80 golf villas — is still before the local planning board, but approval is expected soon. The Monroe project is only the second Nicklaus design project in New York.

The villas will be clustered directly on the fairways. Their country manor architectural style will reflect the character of the Mansion Ridge clubhouse, a refurbished stone barn that was one of the original properties on a turn-of-the-century estate.

## SD grass roots deal goes sour

MANVEL, S.D. — Retired farmer John Sweeney and several friends who helped build the nine-hole Manvel Golf Course are calling it a slap in a face.

However, the Grand Forks Park Board is moving ahead with plans to sell the golf course here. The board says the golf course cost the Park District about \$50,000 each of the three years it's been open. The board estimated it has spent about \$400,000 on the facility. Only 10,000 rounds of golf were played there in 1996 while the course needs 15,000 rounds to break even.

Sweeney and those who pitched in to build the course in 1991 are upset with the decision. It was Sweeney's vision that created the course. He was struck by a piece of land along the Turtle River near Manvel and organized neighbors and Grand Forks County to sign on to the project.

Finances became a problem, however, and the Manvel group turned the nine-hole course over to the Grand Forks Park District to own and operate in 1992. The idea was to keep it publicly owned and open to the public.



## Pebble Beach to redesign its 5th

MONTEREY, Calif. — The Pebble Beach Golf Links will undergo a major change this year when a new 5th hole is built. The existing 5th hole plays uphill through a chute of trees away from the water. The new 160-yard hole will be perched on a cliff above Stillwater Cove, adding another dramatic hole to an already dazzling layout.

The original 5th hole was the only one in a stretch from the 4th to the 10th that didn't bring the cove or Carmel Bay into play. That's because, when Samuel Morse built the course, a private landowner demanded \$20,000 for the parcel of waterfront property. Morse decided against buying the land and routed the course inward at the 5th. The Pebble Beach Co. recently purchased the chunk of land for \$8.9 million, clearing the way for the new routing.

Construction will start after the 1997 AT&T Pebble Beach Pro-Am in early to mid-February. The new 5th hole is expected to be ready in time for the 1998 AT&T.

## Joneses named 1996 Nicklaus Golf Family of the Year

JUPITER, Fla. — The Robert Trent Jones family, a driving force in golf course architecture for nearly 80 years, will receive the NGF Jack Nicklaus Golf Family of the Year Award for 1996.

The family award is an outgrowth of an NGF golf promotion campaign that was created in 1986, with the help of Jack Nicklaus, to increase public awareness of golf as a game that can be enjoyed by the entire family. The award last month was presented during the nationally televised Office Depot Father/Son Challenge.

Between them, Trent Jones and sons Bobby and Rees — both of whom have earned their own reputations as first-class course architects — have participated in the design and redesign of more than 700 golf courses, all around the world.

As one observer put it: "The three Jones design firms have altered the landscape of every continent but Antarctica; they have shaped dunes on the shores of every ocean and most minor seas; and they have introduced golf to several archipelagoes."

In addition their design work, Trent

and his sons have been instrumental in helping set the standards for their profession and, in so doing, advancing the role architects play in golf course development and operations today. Most of this has been accomplished through the American Society of Golf Course Architects which Trent helped found in 1946. Trent later served as its president, as have both Bobby and Rees.

They've also been at the forefront of the industry's ongoing efforts to ensure that courses continue to emerge and operate in harmony with their natural environments.

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## Texas expansion delayed one year

BASTROP, Texas — A nine-hole expansion of the golf course here at Bastrop State Park, initially set to open last fall, won't be completed for at least another year.

Heavy clearing and earthmoving work is done, according to Dwight Williford, a project manager with the state's parks and wildlife department. Williford attributed the delay to two factors: a \$500,000 federal grant arrived late and periodic shortages of workers, some of whom are volunteers and prison workers.

The \$1 million project includes a new clubhouse and cart paths. Bastrop State Park's original nine-hole course was built in 1938. The expansion fulfills a promise made in 1966 to the city of Bastrop, which donated 1,145 acres to expand the popular park. The nine new holes were designed by Craig Metz.

## Stormwater costs

Continued from page 3  
were setting the rates.

"But golf course owners never seem to be able to band together on any issue. It was the same here. I saw this coming two years ago and we filed the lawsuit to protect our right to object to our assessment. If we didn't file it within a certain time period, we would have been stuck with these rates with no right to appeal."

Talbot is one of seven members of a golf course steering committee that was scheduled to meet with county officials in mid-December. Talbot warned that golf course owners elsewhere should be aware of the situation. "Sarasota County is planning to sell its assessment plan to other counties," she said.



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# Turf speakers bureau the next step in battle for public opinion

For years we've urged superintendents to take a larger role in their communities, to join local conservation commissions, to speak to garden clubs, to share their knowledge of turf and the environment with potentially skeptical neighbors. What better way to convince people that course managers aren't the spray-wielding, leach-happy, pesticidal maniacs they're often portrayed to be?

In this vein, we offer our applause to RISE (Responsible Industry for a Sound Environment), the Golf Course Superintendents Association of America (GCSAA) and the Pro-

fessional Lawn Care Association of America (PLCAA). These three organizations have taken it upon themselves to form a speakers bureau, supplying turf-industry toastmasters, if you will, to groups in the Midwest and, eventually, nationwide (see story page 53).

Modeled after a similar and successful program administered by the American Crop Protection Association, the Ambassador Speakers Program is a vital step forward in the battle for public opinion.



Hal Phillips,  
editor

However, even a program as admirable as the Ambassadors will not succeed on its own. While national or regional exposure is never a detriment, we are convinced that golf's positive environmental story must be disseminated on a local level to truly take hold. In other words, a superintendent can make as important an impression on his or her Rotary Club as any heavyweight can at the Pennsylvania Legislative Summit.

Think and act national. Think and act local.

## The perils of a second Clinton Administration?

While a Republican Congress and Democratic president cross swords over the next four years, and maybe share lock-up cells, perhaps the golf industry will survive. But will it be more difficult?

Although Congress has fulfilled 80-odd percent of the Republicans' Contract with America, there is no sight of major tax reform — no across-the-board cuts, no corporate gains tax reductions, no elimination of the estate tax, no flat-tax proposal, let alone campaign finance reform.

Election-year promises? Seems so, so far. And though conservatives may lick their chops at the thought of our president in the slammer, I can think of no more disruptive occurrence for our society. That would put the nation — and the economy — in limbo... or worse. The golf industry continues to move along, probably about 400 more courses in 1996, and it does not need a national emergency of this magnitude. Contemplate it just for a minute, please.

Plus, the Bible urges us to "pray for your leaders..." so that you can live in peace. With the New Year being ushered in, this appears to be a good time to begin.



Mark Leslie,  
managing editor

One sign of the impact a second-term Administration can have is new limits on the U.S. Army Corps of Engineers' Nation Wide Permit (NWP) 26, which considerably tightens development around wetlands (see page 1). What can be wrought by a second-term official — they need only be a Cabinet member — who needs not worry about re-election?

"When the Democrats got re-elected, the regulatory people felt a little more aggressive," surmised Ron Boyd, president of Williamsburg Environmental Group, Inc. when talking about NWP 26. "Once Clinton got re-elected they tightened up on these 'Nation Wides' and took the chance the Republicans wouldn't override it."

Speed kills: According to U.S. Golf Association Green Section Mid-Continent Director Paul Vermeulen, in 1976 Seattle GC had the fastest Stimpmeter readings on the West Coast: 8 feet, 5 inches. San Francisco and Bel-Air were at 6-10 and Los Angeles Country Club was at 7-0. At an increased speed of a foot every 10 years, pretty soon we can all putt on the NASA launching pad.

Never say golf course architects are humorless. Asked what effects the Baby Boomer

generation will have on golf courses, American Society of Golf Course Architects comic Jeffrey Brauer mentioned one impact I bet you never thought of: "The course managers will have to stock more Maloox and Pepto Bismal." Not to be outdone, colleague John LaFoy recalled: "At Birmingham CC they put railroad ties along the perimeters of all the golf holes. The members said it really was nice but it was hard getting the carts up over them."

Some of my favorite comments from the Maintenance Track at Public Golf Forum (see Forum-related stories on pages 15 and 62).

• "You can spend a long time in a filing cabinet, or you can get a computer." — Kevin Ross, superintendent at Country Club of the Rockies

Continued on page 14

## Letters

### FLORIDA MAYOR'S ACTIONS TOUCH NERVES IN WISCONSIN

To the editor:

The Tallahassee, Fla. mayor obviously thinks, as do so many politicians, that rules apply to others and not to him [*GCN*, November 1996].

In my opinion he is the one who should be suspended without pay, not the golf course employee who was doing the job he's paid for. If the rules apply to other residents, members and non-members, why don't they apply to the mayor?

Scott Krause,  
owner/manager  
PGA Master Professional  
Course operations  
consultant  
Muskego Lakes CC  
Muskego, Wis.

To the editor:

Mike Osley, the employee of Hilamare Golf Course in Tallahassee, Fla., who turned the sprinkler system on Mayor Ron Weaver ought to have been commended instead of disciplined with suspension and loss of pay [*GCN*, November 1996].

Does Weaver, being the mayor, believe he is above abiding by course rules which others are expected to follow? Apparently he had no business playing before the 7 a.m. opening hour and fully deserved the soaking, perhaps even a reprimand.

Les Willard, owner  
Eden Valley Par 3  
Richland Center, Wis.

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# 'They wouldn't let me wear my shoes, your honor'

The alternative-spike revolution may have its pitfalls

By GARY M. CRIST

Given the "soft spike revolution," which is whisking the metal golf spike the way of the dinosaur, sooner or later the words in the title to this piece will be uttered in court. People like me are supposed to know what the legal outcome will likely be when they are. How's this for \$150 per hour: "I don't know?"

What strikes me most about the "revolution" is its rapidity (or is it that I'm getting old, and things just seem to happen faster than they used to)? In any event, more and more courses are going "metal spikeless." And many of the clubs adopting the "soft spikes only" policies are storied places, otherwise steeped in conservatism and tradition, like Muirfield Village in Ohio and The Loxahatchee Club in Florida... the kinds of places where a few years ago if a player walked across a hard surface without his metal spikes crunching along, he would have seemed just as glaringly "out of uniform" as a businessman showing up for a board meeting in bermuda shorts.

So what's the deal, legally. Are the

*Gary M. Crist practices sports and entertainment law in Jupiter, Fla. The above column has been reprinted from his monthly newsletter, "Down the Middle," with permission.*

facilities adopting "no metal spike" policies unwittingly incurring a new area of potential liability, in the wake of the inevitable "slips and falls" that may be attributed to mandated soft spikes? Are some shoe manufacturers heading for legal problems as well?

As unpopular as it may sound, in my opinion the answer is probably "yes," on both counts. Although I have heard of no current litigation on the "soft spikes only" issue and my insurance industry contacts indicate that "slip and fall" claims activity does not appear to be particularly on the rise, I fear it's just a matter of time.

To date, discussion of the liability ramifications of soft spikes in the golf media has been sparse, and in my view superficial. Such as they are, the conclusions of the commentators so far appear to be that the liability concerns stemming from soft spikes are not thought to be very significant.

I wonder. There would seem to be two basic areas of exposure: (1) "premises liability" on the part of

facilities (particularly ones that adopt mandatory policies), and (2) "products liability" on the part of soft spike manufacturers, distributors and sellers.

Premises liability, in essence, relates to the "duty of care" owed by a property owner to persons on or about the property. This duty is highest in the case of so-called "business invitees", i.e., people who come onto the premises to do business. Patrons of a golf facility would "fall" into this category (pun intended). The obligation is to maintain the premises in a reasonably safe condition, taking into account the foreseeable activities the business invitees will engage in on the property.

Products liability has to do with defective or badly designed products that cause injury under foreseeable conditions when being used in their intended manner.

So where do soft spike (and "spikeless") shoes and "soft spikes only" policies fit into all this? As I admitted at the top, I don't presume to know the ultimate answer, but I do note

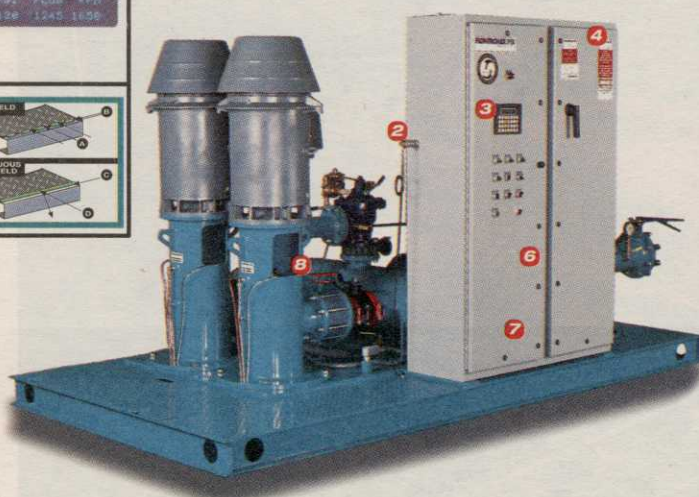
a few things in reading up on soft spikes that give me some concern. First, nearly everyone says that the greatest benefit they provide is the positive effect they have on the condition of greens, e.g., no spike marks, the ball rolls truer, poa annua isn't tracked from the fairway onto the greens, etc. Second, almost no one says they provide an equally secure stance to that provided by metal spikes. It is virtually conceded that soft spikes are inferior in terms of traction, particularly in wet conditions. Some, more outspoken critics, like Tom Watson, have stated flatly that soft spikes are dangerous.

To a personal injury lawyer, (you know, the ones who often advertise on television) the preceding constitutes valuing property above people, i.e., "so a few people fall down, big deal, look how smooth the greens are; I'm putting a lot better." I know jurists who begin to salivate just thinking about such situations. God knows what they will try to reap if the actual cases ever happen.

Nevertheless, the attitude industry-wide appears to be "damn the torpedoes," and the revolution to outlaw metal spikes proceeds "full speed ahead." My crystal ball reveals "learned counsel" out there who will name boats, pay for braces and send kids to expensive schools, thanks to

Continued on page 14

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## Crist: Legal footing?

Continued from page 13

the soft spikes revolution, if its implementation is not carefully managed.

In my view, two main things are needed: (1) education of the consumer who buys the shoes, e.g., pamphlets and warnings in the shoe box, such as Foot Joy and Etonic are already doing, and (2) generous use of signage at facilities, posting areas and conditions that may be dangerous to soft spike wearers.

The bottom line is that soft spikes do not impart as good a "grip" as metal spikes do. And people are going to slip and fall using the soft

spikes in the precise activity for which they were designed and sold. If an injury is serious, given the nature of our system, litigation will follow. The shoe companies and the facility operators will do much better in resolving the liability dilemma if they can point to an appropriate consumer education program about the risks associated with soft spikes, and adequate on-course signage informing and warning players about particularly dangerous areas and conditions.

"Yes, your honor, I'll never play golf, or even walk again. But on the other hand, their greens are beautiful."

I wouldn't want to be sitting in court somewhere hearing those words.

## Leslie comment

Continued from page 12

and *GCV* editorial advisor.

• "It's agronomics [not the beauty of a course's trees] that will carry you into the future. You all like trees, but I'll tell you: The game of golf is played from blade to blade — not from limb to limb." — Bob Brame, director of the USGA Green Section North-Central Region.

• "It's wrong to think of golf course maintenance as a deep

black hole. The golf course operation is the [facility's] biggest money-producer." — Tommy Witt, superintendent at Wynstone Golf Club and a director of the Golf Course Superintendents Association of America.

• "We all have customers. Our customer is the employee." — Ted Horton, vice president of resource management, Pebble Beach Co.

Also from Horton: "Golf course superintendency is a tough job. Don't wear yourself out. Don't wear your employees out. Take care of your health first, your family next, and the job will take care of itself."

...

The father-son relationships in the world of golf course design are educational (see story, page 35). Jay Morrish sent son Carter off to study landscape architecture, then to work for Wadsworth Golf Construction Co. for several years. As the elder Morrish explained: "One day Brent [Wadsworth] called me and said, 'You either have to take him back, or I have to promote him.' So I took him back and told him, 'You think your education is done, but it's not. So he enrolled in a Tulsa school specializing in drafting and took a crash course in turf management. You still are not even close,' I told him, so I sent him to work with [superintendent] Gary Grigg at Shadow Glen and told Gary, 'You have a slave for the growing season. Teach him.' Then he came back and I said, 'Now, you are in a position to start learning something.' He has done it all now."

Asked if his 18-year-old son, a student at the Air Force Academy, has shown interest in joining his golf course architectural firm, Design 3, W. Bruce Matthews III said: "Yes, he has. I look at him as being the corporate pilot."

...

The chemical revolution in the golf industry has died, overthrown by a new type of revolutionary, according to Tom Mead.

Mead, formerly of Crystal Downs and now an agronomy consultant with course architect Tom Doak, reported the trend is toward using fewer chemicals and more biologicals — because of pressure both from superintendents and the government.

"Of our clients, everybody is more aware of the environment in 1997," Mead said. "The environment is discussed from the beginning. It's a key part of the discussion."

"I started in 1969 and land-use issues weren't even known at that time. It has evolved to where we are right now: Everyone is fairly sophisticated; there are a lot of different viewpoints; and it's become more complicated because there is more input from different backgrounds, which makes the product better overall."

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STEVINSON, Calif. — Stevinson Ranch's Savannah course has achieved Audubon Signature status, as bestowed by Audubon International, and was presented this honor at a ceremony held Nov. 3. Stevinson Ranch was the first golf course outside of Florida and one of only four golf courses in the nation to receive Audubon Signature status. During the building of the Savannah Course, 100 acres of wetlands were restored and an unprecedented 120 new acres of wetlands were created.

**FTGA ELECTS BATES**

TAMPA, Fla. — The Florida Turfgrass Association (FTGA) has elected Roy Bates president of its more than 1,200-member organization. Bates is superintendent at Imperial Golf Club in Naples, where he supervises 32 people at the 36-hole facility. In the past few years, six of his assistants have become superintendents

A member of the FTGA since 1981, Bates has held a position on the FTGA's board of directors since 1988, serving as vice president in 1995-96.

**HAHN SUCCEEDS FEINDT**

ROCHESTER, N.Y. — The retirement of Bob Feindt from Country Club of Rochester (see story page 16) has brought a shakeup at other clubs as well. Joe Hahn, a staple for 14 years at



Joe Hahn

Oak Hill Country Club in Fairport, succeeded Feindt when Feindt retired on Dec. 31, and John Gasper of Ridgewood Country Club in Paramus, N.J., is replacing

Hahn. Hahn served as a director of the Golf Course Superintendents Association of America for a term beginning in 1992 and has served on several of its committees.

**IGM CITES MARSHALL**

MERRITT ISLAND, Fla. — Bob Marshall, superintendent at The Savannahs golf course here, has earned a Total Quality Management (TQM) award from International Golf Management (IGM) for the overall quality of the Brevard County-owned golf course. Before coming to the county-owned golf course a year ago, Marshall served four months as superintendent at Palm-Aire Spa & Racquet Resort in Pompano Beach.

**Empowerment proves effective on grounds crews**

By MARK LESLIE

LINCOLNSHIRE, Ill. — Autonomy and empowerment are the operative words in assembling the most effective employees, according to Pebble Beach Co. Vice President Ted Horton.

Horton was one of several national figures offering succinct and deliberate advice to superintendents and other golf course managers at Public Golf Forum here in October.

Pebble Beach received a federal grant to develop a training program for its 1,000-plus employees. Drawing from that

study, Horton has implemented a plan encompassing partially to fully empowered teams of workers, "town meetings," comprehensive training for managers and crews alike, and using managers as trainers, among other measures. All of this to "master peak performance."

"We're talking about autonomy and empowerment," he said. "I have several teams that are fully empowered. It frees me to work with teams not yet fully empowered and to concentrate more on day-to-day business."

Horton urged managers to create a

standard, then lean on or improve upon that standard. He recommended that the superintendent, after hours, walk his crew to training on the course — for instance, to a putting green where he can discuss what he wants and how to accomplish it.

"Give freedom to your best employees to do the job right," he said. "Coach and direct, but give them freedom and get out of the way."

The heart of the Pebble Beach system? "Feedback: The Breakfast of Communi-

Continued on page 24

**OTF takes leap of faith into future**

By MARK LESLIE

COLUMBUS, Ohio — The new president of the Ohio Turfgrass Foundation (OTF), who at one time oversaw all six City of Dayton golf courses, intends to



Hank Chafin

lead the organization through the initial steps of its new strategic long-range plan calling for "major changes in how we function."

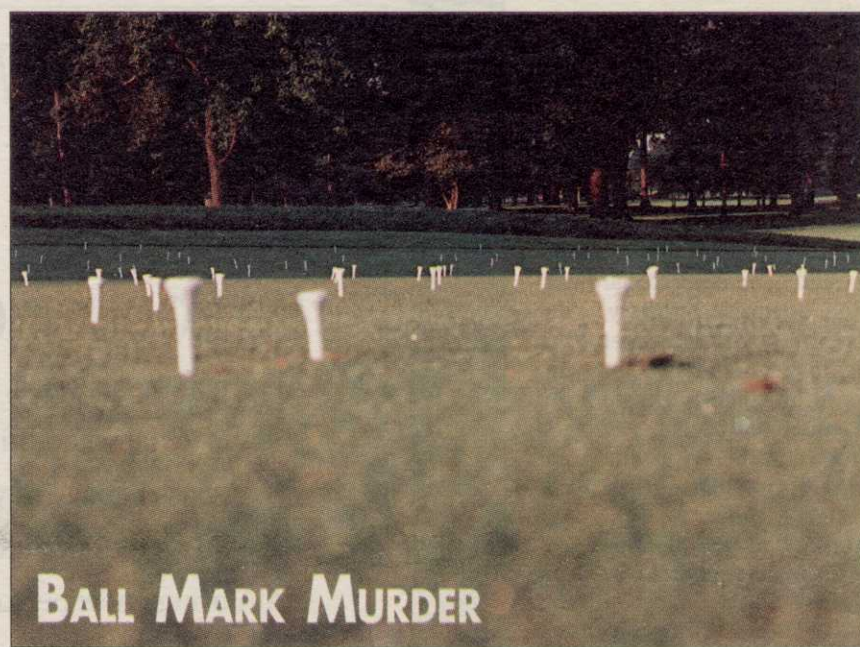
"I devoted a lot of time to OTF in 1996 and will do whatever is necessary this year," said Hank Chafin of Dayton, who stepped into the presidency at the OTF Conference and Show here in December. The board of directors adopted the strategic plan in November.

An accomplished golfer, Chafin has been in the industry 33 years, including 1988-93 as general superintendent over the six Dayton municipal facilities. He was superintendent at Dayton's Community Golf Course, Madden Golf Course and then Kittyhawk Golf Center from 1975 until his promotion in 1988.

Now a full-time minister and agronomic consultant, he said: "I'm planning to be on call whenever there is anything to be done. I'll be driving to Columbus a couple times a week, speaking at various functions, and appearing before state legislative committees on various environmental and golf-related issues."

First on the plate of the long-range plan is setting up a full-time staff, including an executive director, to implement the strat-

Continued on page 19



**BALL MARK MURDER**

A plethora of tees (634 in all) spot unrepaired ball marks on a North Shore CC green.

**Shamed golfers repent — for now**

GLENVIEW, Ill. — When the number of unrepaired or ill-repaired ball marks on the putting greens became abominable, North Shore Country Club superintendent Dan Dinelli took an action that paid dividends — for the course, golfers and grounds crew alike.

At one of the greens, Dinelli placed a golf tee in every visible ball mark (634 tees on a 6,300-square-foot green). There were so many tees that it was difficult to putt from one part of the green to another. Dinelli then enlarged a photograph of the hole to poster size, framed and hung in the

clubhouse next to a U.S. Golf Association poster about ball marks.

Seeing the damage on one green struck home with members of this private club, convincing them to repair their ball marks.

The USGA poster said: "A fresh ball mark repaired by a player takes only five seconds. A freshly repaired ball mark will completely heal in 24 hours. A fresh ball mark left unrepaired for only one hour requires 15 days time before the ugly scar has satisfactorily healed. Please repair all ball marks and divots."

"We went spikeless this year and it was a big success. The only problems on the greens now are these ball marks," Dinelli said.

The poster "worked," he said, "at least for awhile."

**Riordan: Buffalograsses more accepted, making greater contributions**

Terry Riordan is a professor at the University of Nebraska and a leading expert on buffalograss, a native turf that has received considerable attention because of its drought resistance and slow-growing nature. Beginning with a \$4,000 grant back in 1984, the university turfgrass science team has received approximately \$500,000 in United States Golf Association Green Section research funding for buffalograss. Riordan received his doctorate in turfgrass plant breeding from Purdue University, worked eight years as an O.M. Scott researcher, and has taught at the University of Nebraska for the past 18 years.

**Golf Course News:** How has the acceptance of buffalograss as a golf course turf progressed in recent years?

**Q & A**



Dr. Terry Riordan

**Terry Riordan:** A little slower than I thought it would. Total annual sales from turf farms and seed producers are running between \$1.5 to \$1.7 million. That's not insignificant, but not quite what I expected.

**GCN:** Who has been the major supplier?

**TR:** Crenshaw & Doguet Turfgrass [of Austin, Texas] by far. I thought sales by other suppliers in Arizona, California and Colorado would have been stronger. But they haven't.

**GCN:** Why not?

**TR:** The industry just isn't ready for it. The water crisis hasn't gotten severe enough, except in places like Austin and San Antonio.

Homeowners in Austin can get a \$250 rebate from

Continued on page 25



# Retiring Feindt's lesson for a lifetime: Take turf seriously

By MARK LESLIE

ROCHESTER, N.Y. — When Pennsylvania State University Professor Bert Musser laid it on the line back in 1959 — choose turfgrass or nursery management — Bob Feindt quickly picked turf. And he hasn't been sorry — except perhaps that college summer when he had the chance to work for a nursery for a lot more money than at Seaview Country Club in Warwick, R.I. He could have used the money, but his famed professor had disdain for jobs that didn't steer his pupils toward turf.

"He told me, 'That's fine. Take the nursery job and when you come back you won't be in the turf program. You'll be in nursery management. You think about it and let me know,'" Feindt recalled.

"When I gave him my answer, Bert said: 'You don't fool around in the turfgrass industry. You jump into it with both feet. You have to be dedicated and you have to be sincere. He went on and on. When I left his office I didn't think there was anything else in this world but grass. That was Bert Musser.'

And that is Bob Feindt.

After dedicating his career to turfgrass maintenance — nine years at Otter Creek golf course in Columbus, Ind., and 26 at Country Club of Rochester — the Penn State alumnus retired Dec. 31. No regrets, except one.

"I will miss the course itself," he said. "I won't miss coordinating tasks, the day-to-day routine things. But you get to the point where the course becomes part of your life, your family."

That particular part of his family has become more challenging — and exciting — to work with over the last three decades, Feindt said. A former Indiana Golf Course Superintendents Association president, and member of the Midwest Regional Turfgrass Foundation and Pennsylvania Turf Council, Feindt pointed to innovations that have led to more sophisticated turf care.

"I think maybe we've created a monster," he said. "The golfer says, 'This is what I want,' and we say, 'We can accomplish this,' and we go to the manufacturer and tell them what we need. Twenty or 30 years ago we never heard of greens being cut at 1/8 inch. Since we started doing this, we've created other problems — moss on greens, more diseases, things of this sort."

The U.S. Golf Association, he said, is now saying the pendulum has gone too far in trying to reach tournament conditions for the Tour professionals, and that the trend should reverse. "They're now saying to raise the height of cut, not stress the grass as much, and manage the water," Feindt said. "You have courses today that

are hand-syringing fairways. This was unheard-of [in the past]."

Perhaps today's toughest challenge, along with administrative duties and turf care, is finding and keeping qualified crew members, he said.



Bob Feindt

"The equipment is so much more sophisticated and costly, you have to have a more qualified, or better-trained operator," he said. "The days of getting high school or college kids here for the summer are gone.

I keep preaching to our people: You've got to use common sense out there..."

"It's like working in a fish bowl. People see what you're doing. Three or four kids edging a bunker is not acceptable. You and your assistant have to stay on top of things like that."

He will miss his course as well

as a rapidly advancing industry.

"What is so exciting about the industry is, we're going through some great changes," he said. "There are great opportunities: the Audubon Cooperative Sanctuary

Continued on next page



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## N.J. environmental alliance hires Sadlon as executive director

WARREN, N.J. — The Alliance for Environmental Concerns (AEC) has selected Nancy P. Sadlon as its new executive director. The AEC will also have a new address and phone number.

Sadlon has been involved with environmental issues and regulations for 14 years, most recently for the U.S. Golf Association (USGA) as its environmental specialist. She has provided guidance on wetland issues,

habitat enhancement, pond management, erosion control, integrated pest management, water conservation and other environmental regulatory issues.

She holds a bachelor's degree in landscape architecture/environmental planning and design from Rutgers University, where she continued her postgraduate studies focusing on wetland ecology and environmental issues. She is a principle of Sadlon

Environmental, a consulting firm providing professional expertise on various issues.

Sadlon takes the reigns of the AEC from its former executive director, Ilona F. Gray, who held the position since 1985. Gray leaves the position to relocate to Germany with her husband.

Contact the organization at P.O. Box 4292, Warren N.J. 07059-4292; phone 908-563-9252 or fax 908-560-8588.

## Feindt retires

Continued from previous page

Program, some of the new grass varieties, naturalizing the golf course with prairie grass and things like that. On one hand, it's a little scary and you have to be careful. But you have to look at the other side of the coin, too."

CC of Rochester members will miss Feindt, who joined the club in 1970 and has been working with architect Arthur Hills since 1980 on a long-term semi-renovation of the Donald Ross-designed course, including modifying some holes and redoing bunkers.

The club celebrated its centennial anniversary last year.

Since Bert Musser forced Feindt's hand 36 years ago, he has seen changes at his club and nationally.

Demands for highly maintained courses have come from members watching tours on TV, traveling and seeing tournament conditions and expecting that on their own facilities.

"We're not a tournament-type course like Oak Hill or Oakmont," he said. "A lot of the older members are pretty understanding. They wanted to keep it low-key and no tournaments — no lightning-fast greens. Some of the younger members are asking for more than the older members. It has changed, but not as severely as some of the other courses."

"Not that people are stupid. But they don't understand agriculture. So many things are not black and white. There are so many gray areas. They ask, 'Why can't our greens be cut as tight as somebody else's? Why doesn't the ball stand up on our fairways like such-and-such course?'"

"Even though there's cooperation between superintendents, there's competition among clubs."

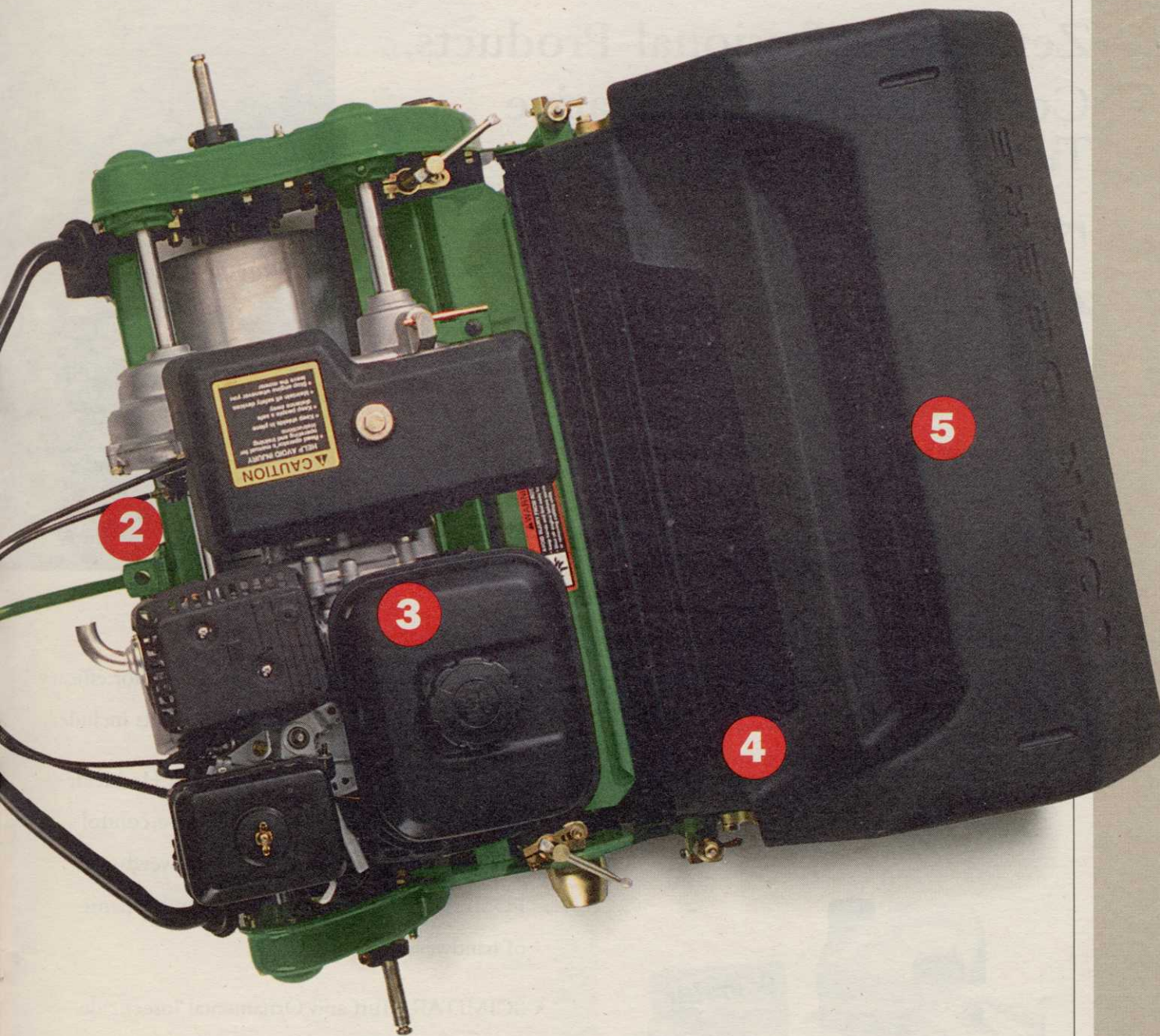
When members bring guests to the club they want the course to look picture-perfect, Feindt said. "They want to be proud of their facility. That is what's expected of us. It always has been the case, but more so now."

"Plus, when members get away from the daily pressures of the office, where do they go to relax? The golf course. They don't want to see an aerifier or a mower. Instead of seeing a psychiatrist, they golf — for peace and solitude."

Better conditions are also being demanded of superintendents at resort and daily-fee courses, Feindt said. "A lot of resort courses today are gearing up for the golfing customer," he said. "They are promoting the course and want better conditions because they want people coming back. A lot of the public and resort courses are in much better condition today than 30 years ago. The public golfer is demanding the same things the private golfer is."

But Feindt doesn't have to shoulder those concerns any more. He can relax, reflect on his career, and focus on such chores as publishing the *Penn State Turfgrass Alumni Club newsletter*. That's enough, he says.

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## Pebble Beach effluent study to begin after AT&T event

By J. BARRY MOTHES

MONTEREY, Calif. — Work is expected to start here at the Pebble Beach Golf Links next month on a sophisticated research project that Monterey Peninsula superintendents and several agronomists hope will provide answers for dealing with the higher salt content of reclaimed water and its affect on annual bluegrass (*poa annua*) greens.

The proposed project — which could cost between \$400,000 and \$500,000 over a 4- to 5-year period — will seek funding from a range of high-profile golf and environmental groups, including the U.S. Golf Association, the Golf Course Superintendents Association of America (GCSAA) and state and federal environmental protection agencies. Project leaders said the research findings would have wide implications.

“The work is quite important not only for golf courses on Monterey Peninsula, but really any golf course,” said Mark Mahady, an agronomic consultant based in Carmel Valley, Calif., who directs the project, “and particularly courses in the Southwest that use concepts of reclaimed water on Poa or bentgrass greens and trying to come up with good strategies of reclaimed water and its use.”

Ted Horton, vice president of Resource Management at the Pebble Beach Co., believes the study would prove widely beneficial.

“I think the information from this research would be easily extrapolated to use even on, say, bentgrass or Bermuda greens,” said Horton, a leader in developing the research protocol. “There are very few greens in America that don’t have some kind of Poa annua in their greens.”

The Pebble Beach research project was generated in the wake of difficulties on putting greens at seven Monterey Peninsula golf courses, including some of the most famous in the world. Under a \$34 million recycled water project launched by the Pebble Beach Co. nearly three years ago [GCN, June '94], each of the courses has used reclaimed water to irrigate its tees, fairways and greens. But starting in the fall of 1995, superintendents noticed discoloration, wilting and disease on their greens. The problems have been linked to a higher concentration of salt in reclaimed water.

Putting surfaces at the seven, high-profile courses are annual bluegrass (*poa annua*), which has proved the best turf to cope with the peninsula’s cool, foggy climate. But *poa annua* is also very sensitive to salt.

For now, Peninsula superintendents are using restricted

amounts of potable water to flush their greens of damaging salts.

As another short-term fix, the Carmel Area Wastewater District has invested \$150,000 to inject gypsum into the recycled water — a process which helps move

salt away from the vulnerable root zone.

However, the ultimate goal is to find a way to use reclaimed water entirely without compromising course conditions — at sites where expectations are ex-

traordinarily high. The answers may lie in greens construction, or in several new state-of-the-art strains of annual bluegrass that could tolerate salt, or somewhere in between.

The research protocol pro-

poses a test site be built between the 11th and 12th holes at the Pebble Beach Golf Links, according to Mahady. Three different test greens and other plots of turf would be built on approximately an acre of spare land.

Each of the three test greens would represent a different construction style with different drainage characteristics. One would be built to current USGA

Continued on next page

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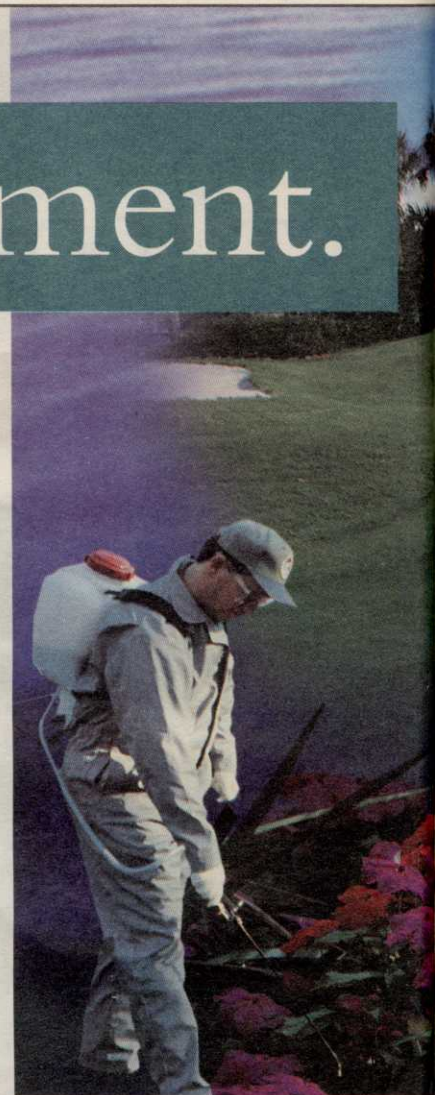
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## OTF's Chafin hopeful

Continued from page 15

gies. That task, Chafin hopes, will be completed in 1998.

The long-range plan—a working document that will be updated and changed as the OTF nears its goals—outlines the organization's vision:

- earning international recognition for the results of turfgrass research it sponsors through Ohio State University;
- conducting and supporting a world-class edu-

cational program to prepare turfgrass managers in all specialties; this would entail lining up speakers from abroad;

- providing more than \$500,000 annually toward research and scholarships, including monies earned by its endowment; OTF now gives around \$150,000 to \$200,000 a year.
- featuring a trade show with 1,000 booth spaces and 10,000 attendees.

The vision, Chafin said, is a tall order that will take years to accomplish. But he fully expects great strides to be taken this year toward those goals.

## Pebble Beach ready for study

Continued from previous page

specifications, with layers of sand and gravel.

A second test green would be a pure sand-based "California" green similar to those at courses like Spyglass and Spanish Bay. The third would duplicate "push-up" style greens that mimic those at Cy-

press Point, Monterey and Pebble Beach.

The turf selection would vary on the greens and plots. Mahady said the project would use four different creeping bentgrass selections, one annual bluegrass similar to what Peninsula courses now use, and three new annual bluegrass strains developed by University of Minnesota Professor Don White.

White would be one of the project's co-leaders. The other would be Tom Cook of Oregon State University.

Another obvious variable would be the water used to irrigate test areas—effluent or reclaimed water vs. potable water. But as of press time, it was unclear what role water would play in the project.

Mahady said project organizers aren't sure they can rely on a constant, predictable supply of effluent over a 4- to 5-year period. If they can't, he said, the project will have to be re-vised.

"Some form of the trial will continue—exactly what all the final variables will be have to be decided," said Mahady, who added that helpful information could be gleaned from the study within a year or two; other information could take as long as five or more years.

Mahady, Horton and others involved with developing the research proposal hope to get answers from potential funding sources in time to start work after Pebble Beach hosts the AT&T Pebble Beach Pro-Am in early February.

Each individual golf course and the Pebble Beach Co. is also expected to contribute funding.

"This is research that could and would be very valuable in the future across the country as more and more courses go in this direction [toward reclaimed water]," said Horton. "The more we learn the better it will be."

Horton said he and the Monterey superintendents are committed to finding workable solutions for using reclaimed water, especially in the face of shrinking potable sources and ongoing public pressure for environmentally friendly maintenance practices.

"There are challenges that we face but this project is very successful," Horton said. "We know we have a great water system."

"We have the drought years behind us. But we know we have to use it [the reclaimed water] better. Our objective is to use 100 percent reclaimed water."



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# Mounted hose reels make hand-watering quick, easy

By KEVIN J. ROSS

VAIL, Colo. — In all my years in golf course management, I have yet to see the perfect irrigation system. I do not believe this is due to a lack of irrigation design or equipment, but rather of agronomic science. Let's face it. No irrigation system can replace the agronomic benefits of a good hand-watering program. If you're not hand-watering on a consistent basis (when needed), perhaps you should evaluate your watering practices.

Hand-watering is a pain, but it can make or break the condition of your golf course. Hand-watering has been a major part of my management program for many years and at different courses. I have tried to simplify hand-watering as much as possible. Peers who visit my facility often comment about our hose reels which have been adapted to simplify the process.

Hose reels simplify the operation of hand-watering greatly, saving both time and frustration, and many superintendents already use them. No one wants to



Photo by Kevin J. Ross



ON THE GREEN

Three types of hose reels used at Country Club of the Rockies: mounted to an E-Z-GO (left); mounted to a Kawasaki Mule (center, in use); and mounted to a fabricated trailer.

untangle a spaghetti-like watering hose, and this is never the case with hose reels.

Many types of hose reels are on the market. We prefer to use one made by Hannay of Westerlo, N.Y. We use one base reel that comes with two options: hand-crank windup, or electric windup. Both are excellent, but the electric windup costs double.

My equipment manager, Mike Koehn, fabricates hose-reel framing that we mount inside certain utility vehicles and small trailers. We simply bolt the reels

to the framing or trailers. On one end of the reel there is a 1-inch pressure swivel joint. A 1-inch or 3/4-inch hose can be used on the reel, depending on your preference.

At this point, we use a 1-inch MPT by 3/4-inch insert fitting (we like 3/4-inch hose), threaded into the swivel joint. Then we attach a 5-foot-long section of hose with a female end and clamp it on the 3/4-inch insert side of the fitting. At the end of this hose we mount a quick-coupling key. The interior of the

hose reel has a 3/4-inch FPT mounting area, where we thread a 3/4-inch MPT by 3/4-inch insert fitting into this mount. We then clamp our desired hose length(s) to the insert side of this fitting. Make sure this hose has a male end, so you can attach additional lengths of hose and any watering nozzles you might like to use. We install 150 feet on most of our reels and that works fine. The reels we use are capable of holding 250 feet.

Using these reels is simple. Drive your vehicle close to the

quick-coupling valve and attach the key end with the 5-foot section into that valve. Then pull as much hose off the reel as desired to do the necessary watering. When finished, unplug the quick-coupling valve and wind the hose onto the reel. The speed and efficiency is impressive. You can unwind or wind 100 feet of hose in about 20 seconds, and that beats any other method I know.

If you are not using hose reels, give one a try. It makes the hand-watering game much easier.

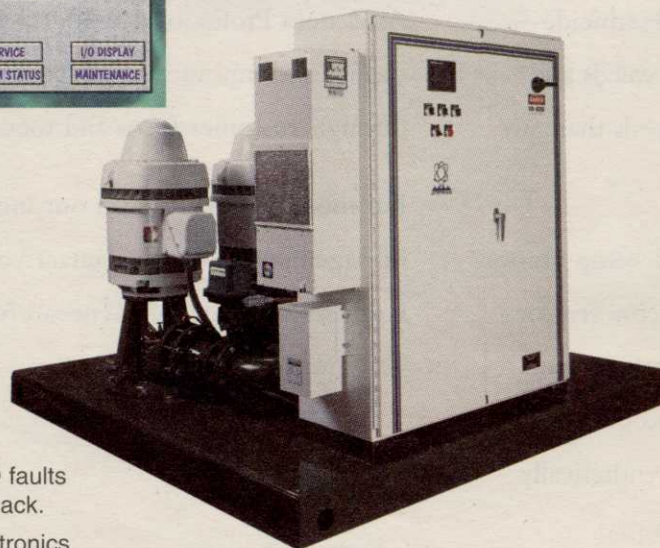
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# Zeglin succeeds Clarkson, who moves to Raven GC

PHOENIX, Ariz. — Bob Clarkson has been named superintendent here at the Raven Golf Club at South Mountain, a facility managed by Scottsdale-based Raven Golf. Clarkson was replaced as superintendent of the Raven Golf Club at Sabino Springs in Tucson by former assistant superintendent **Bill**

## Zeglin.

Clarkson had overseen the construction and opening of the golf course of the Sabino Springs course in early 1995. He was involved in the construction of the Valley Course and the renovation of the famed Stadium Course at the TPC Sawgrass in Ponte Vedra, Fla.

Prior to joining the Raven in August 1995, Zeglin was an assistant superintendent at the TPC at Las Colinas in Irving, Texas.

...

AURORA, Colo. — The city's Golf Division has named **Joe**



**McCleary** head super of the new Saddle Rock Golf Course. A nine-year veteran of the Golf Division, he oversaw construction of Saddle Rock Golf Course last year. He is a 1987 Kansas State University graduate

in horticulture.

...

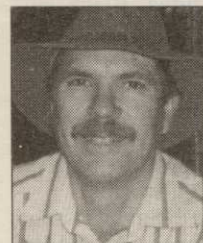
SCOTTSDALE, Ariz. — SLV Golf Properties has appointed **Ron Proch** head superintendent of the new Mountain Brook Golf Club in Gold Canyon. A native of Waterbury, Conn., Proch was head superintendent for Karsten Golf Course at Arizona State University in Tempe and at The Pointe Hilton Golf Club on South Mountain.

## Ravis opens consultant firm

By MARK LESLIE

WINTHROP, Maine — Chuck Ravis, past president of the Maine Golf Course Superintendents Association and superintendent for 19 years at nearby Augusta Country Club, has formed an agronomic consulting firm.

A certified golf course superintendent and certified Maine Guide, Ravis intends to work with golf courses and homeowners in agronomic matters. In the winter he plans to offer guide services through his company Maine Wilderness Adventures.



Chuck Ravis

"This is something I've wanted to do for awhile," Ravis said of his Country Club Lawns business. "I'm excited about the possibility of doing turf consulting, putting the knowledge I've gained over the years to use for other people... I've had a lot of positive feedback from people."

Ravis will target northern New England, where there are "a lot of smaller courses that don't have high budgets and could be looking for a way to get top-notch information at a reasonable price," he said. "I could help practically any course out there."

Each consulting visit, he said, will give clients useful information that will lead to a better understanding of their golf course, increase the efficiency of their maintenance operation, and provide opportunities to save money or better use their resources.

Before joining Augusta CC, Ravis was an assistant superintendent at Oak Hill CC in Rochester, N.Y., from 1975-1978.

He holds a bachelor's degree in agronomy, specializing in turfgrass management, from Pennsylvania State University. He is a member of the Golf Course Superintendents Association of America's Career Development Committee.

His office is located at Route 2, Box 7000, Winthrop, ME 04364; telephone 207-395-4717.

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## Pesticide-free

Continued from page 1

Squaw Creek in California and Applewood in Colorado are both pesticide-free, and the price they pay is extraordinary labor ex-

penses for such duties as hand-picking weeds and at times heavy turf damage from disease, said Cohen.

"The bottom line," said Shetlar, "is that it is almost impossible to operate a golf course pesticide-free. But you can dramatically reduce the level of pesticide, the amounts of pesticides ... and the kinds of pesticides you use that might increase environmental risk."

To go pesticide-free, Rimelspach said, "we would have to re-

duce management standards."

Some superintendents, Cohen said, think they don't use pesticides, not knowing the full definition: any substance or mixture of substances intended for preventing, destroying, repelling or mitigating any pest ... or as a plant regular or defoliant. Many people don't realize that plant growth regulators are pesticides. Pheromones, insect growth regulators, salts of fatty acids, Bt and herbicides all fit the definition, he said.

Cohen said if a turfgrass is

grown in quickly and kept healthy, the need for pesticides is minimized. He cited one superintendent who used no herbicides on his course for the first four years.

Cohen suggested that superintendents have risk assessments done at their courses, evaluating chemicals and the probability of harm or of exceeding some action level. These assessments consider toxicity and exposure (because "the dose makes the poison") and evaluate pesticide mobility of the chemical in water, persistence,

human and aquatic toxicity, runoff, erosion and other factors.

During construction, Cohen recommended: creating wetlands, moving golf holes, tilting or berming fairways to funnel drainage to certain areas, building greens to U.S. Golf Association specifications, installing catch basins for leachate from greens, and upgrading irrigation systems.

The three scientists recommended a variety of methods and materials that can reduce a golf course's toxic level:

- Although Bts have not worked well on cutworms and moderately well on sod webworms, new Bt materials have given excellent control of both. Condor Bt has provided the best control.

"But," Shetlar warned, "although Bt is a biological control, it is identified by EPA as a pesticide, so don't promise to be pesticide-free if you use it."

- Raise mowing heights.
- Reduce fertilization of areas near bodies of water.

- Judiciously and heavily use potassium, especially sulfate of potassium (for less burn).

- Hang the spray boom out over the edge of the green or tee and spray the fringe area when applying pesticides. Black cutworms do not originate in greens and tees, but wander there when they reach 1/2 inch in size.

When using this strategy, beware of sod webworms because they have appeared in tests in the absence of cutworms.

- Cruiser and Savior Nema nematodes effectively control surface insects. They are not considered pesticides and are not regulated.

"We are not convinced that parasitic nematodes are good for white grub control," Shetlar said.

- Use the traditional organophosphates, which are neurotoxins.

- Use botanical insecticides as insect growth regulators. They have very low use rates.

- For white grub control, the biological Mocap 10G works well at a rate of 2 pounds per 1,000 square feet.

- Top dressing helps control dollar spot, red thread and snow mold.

"Our goal," said Rimelspach, "is to use compost materials with other medium — like sand or peat — to minimize pesticides on greens right from the beginning."

"One of the biggest problems with compost is that there is often little consistency in the product. There are some fabulous composted materials and there are some that are practically toxic waste. I caution using them on a continual basis unless you have extremely high confidence in the consistency and quality of that material."

While the goal of pesticide-free golf courses appears most often unattainable, the chemical industry's advances in reducing amounts of active ingredient bode well for the future.

As an example Shetlar said: "Our standard pesticides are used at multiple pounds of active ingredient per acre. As Merit has come along we have been able to drop that down to .3 pound per acre."

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# Manmade pesticides now less toxic than natural

By MARK LESLIE

COLUMBUS, Ohio — Saying the market no longer has a pesticide with an active ingredient more toxic than the coffee they drank that morning, Dr. Joseph Vargas asked an audience here to be conduits of informed environmental response.

Delivering the keynote address at the Ohio Turfgrass Foundation Conference and Show Dec. 11, the Michigan State University professor pointed out that the same "medicines" used for athlete's foot, yeast infection, strep throat and the like are used as "pesticides" on turfgrass.

"You can use these on the most tender parts of your body," he said, and yet people spread fear about them being used on the ground.

"How do you present this information?" he asked. "When someone asks, 'Is this dangerous?' ask them if they use antibiotics... Then tell them you use the same chemistry to control dollar spot as you do for athlete's foot."

Vargas said progress is being made educating "lower-level" employees of the federal Environmental Protection Agency (EPA) about the environmental friendliness of golf courses.

Inviting EPA officials to attend and address superintendents' conferences has helped, as have the U.S. Golf Association-funded studies of golf and pollution and the EPA's own national ground-water study, he said.

The USGA has spent more than \$5 mil-

*You use the same chemistry to control dollar spot as you do for athlete's foot.'*

— Dr. Joseph Vargas

lion for university studies to discover if golf courses are polluting the environment.

Among the findings were that fertilizers and pesticides applied to mature turf present little danger of ground-water pollution; thatch is important to holding nutrients and pesticides in the soil; sandy soil is more susceptible to leaching; 2-4,D and CPP are the chemicals most susceptible to leaching; and light irrigation should be done after chemical applications.

The EPA ground-water study concluded that the greatest number of pesticides in contaminated wells were found in the Midwest.

The number-one pesticide found was atrazine, used by farmers. "I don't know of too many superintendents in the Midwest who use atrazine — not if they want to keep their jobs."

Pounding on the theme of perception versus reality, Vargas pointed to the chemicals used for both plant and human health:

- triazole-based fungicides used for athlete's foot and yeast infection as well as turf diseases;
- antibiotics for human as well as turfgrass bacterial diseases;
- carbaryl, an insecticide used to fight cutworms as well as in flea spray for dogs and cats; and
- lindane, a miticide used for head and body lice.

Saying that plants protect themselves from pests by producing natural pesticides, Vargas said a University of California at Berkeley study found that 99.9 percent of the pesticides consumed by humans are naturally produced.

"Which would you prefer" he asked, "a tomato plant with a fungicide applied to the outside that can be washed off, or a tomato with fungicide inside it, and you have no choice but to eat it? But that's not where the debate is."

Very few naturally occurring pesticides have been tested for carcinogenicity, he

said, adding that the Berkeley study of 42 plants found that 20 were carcinogenic: apples, bananas, tomatoes, oranges and other foods.

Indeed, black pepper has the strongest naturally occurring pesticide known: peperine.

Yet, dose makes the poison, he said. And he quoted a study that found that an application of 1 pound of pesticide per acre is equivalent to 1 teaspoon of sugar spread over 40,000 5-inch cereal bowls.



Technology today is able to measure the presence of a material in parts per trillion which, he said, is equal to 1 inch in 15 million miles. "And yet," Vargas said, "somebody says, 'But how will it affect the children?'"

Claiming fear-mongering among environmentalists, he cited the issue of CFCs and the ozone layer. "If CFCs are destroying the ozone layer ... and most manmade CFCs are produced in the Northern Hemisphere, how come the hole in the ozone layer is at the South Pole?" he asked.

"The answer is the active volcanoes in the Antarctic."

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# Empowerment

Continued from page 15

cators," said Horton, borrowing from the theme from Wheaties.

Correctly practiced, feedback results in:

- More accurate communication and understanding between management and employees.
- A friendly, more open, fulfilling relationship.
- Discovery of the issues that are most important to employees — usually not pay and benefits, but the working environment.

"Encourage feedback," he said, "Ask for and use it... Listen to what is said without rationalizing or justifying... Paraphrase to test for understanding... Think about the feedback you received and decide how you want to use it."

Horton suggested that superintendents hold "town meetings" with employees.

"It's all positive. No tearing down is allowed," he said. "It's absolutely amazing what employees will say. And you'll say, 'I never knew that bothered them. I can fix that easily.'"

He also recommended a chart for each employee, depicting a continuum of where they stand in their training. "It shows if they are improving, or if they may be due a promotion," he said.

Enhancing job roles, he said, develops people in areas that interest them; motivates the empowered employees; reduces turnover; and increases human resource productivity and effectiveness.

•••

"Why use computers?" Kevin Ross asked in a Public Golf Forum session on Computerizing Your Golf Operation. "One: You can become incredibly organized. Two: It is essential to record-keeping. One plus two keeps you efficient. And it creates professionalism."

Citing the fact that he has even downloaded photographs from a photo company, he asked, "Who knows what the future holds?"

Very helpful, he said, are TurfNet, formulas for fertilization, budgeting, documentation for employee records, factory-direct feedback from equipment manufacturers, parts inventory, and PowerPoint — a program that is "great if you're going to give a presentation to your greens committee or board."

"If you don't let computers scare you, they're easy," said Jerry Lemons of GolfLinks, who initiated the GolfLink weather and information network. "A click of a button brings you right to the information you need."

The cost? "If you don't have a clue as to the weather in the next eight hours and you are planning to irrigate or a pesticide application, computers can pay for themselves quickly. One fun-

gicide application for your greens can cost \$600 to \$800 and get washed away. But having that Doppler radar in your hands and knowing what the weather will do, can prevent that."

Speaking of using computers for remote sensing and disease forecasting, Dr. Randy Kane of the Chicago District Golf Association said: "With micro-computerization, we will be able to monitor on a much more precise basis."

Inputting information from soil and weather into the computer can help predict the occurrence of some diseases. If we get these [prediction models] dialed up properly, we may be able to accurately predict to within a couple of days the disease you have to deal with," he said.

Meanwhile, U.S. Golf Association Green Section Mid-Continent Director Paul Vermeulen spoke out about green speed.

Deciding how fast the greens should be should be predicated on more than one criteria, Vermeulen said. That criteria? His answer is in the acronym SPEED. SPEED stands for: Status of turf. Principle resources available. Environmental conditions (at certain times of the year you can get away with more). Expertise of the golfer (how good the club's golfers are). Design of the greens.

"As you increase green speed, you decrease the area available for setting the cup," he said.

Green Section's North-Central Region Director Bob Brame suggested removing rollers from greens mowers during the summer. "They sink the cut down another 1/64 inch and that can make a big difference," he said.

Brame added: "If you've got the roots, the tops will follow, and that's where we play golf."

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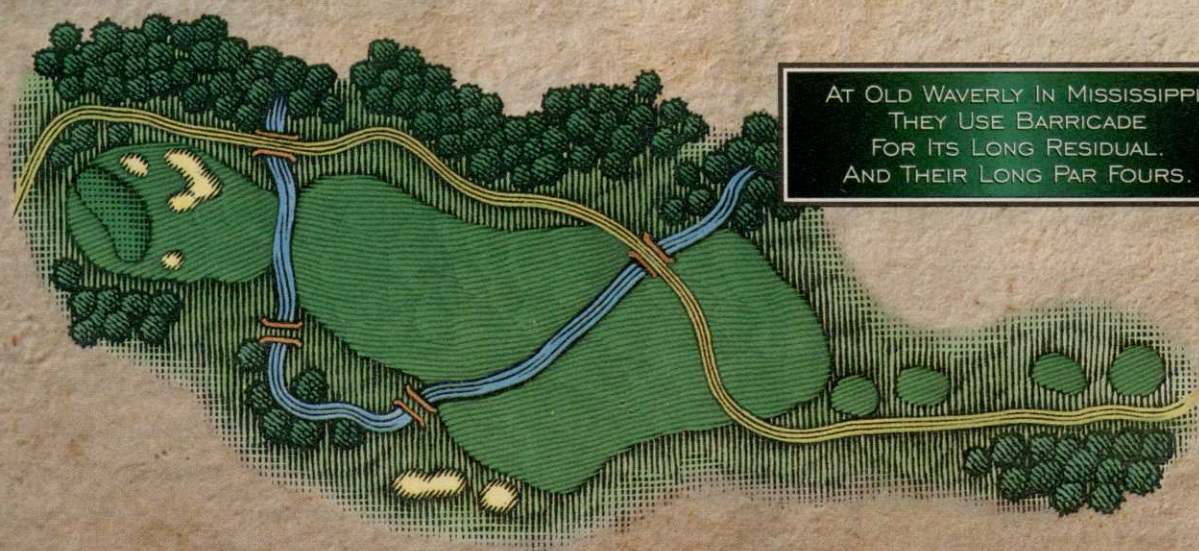
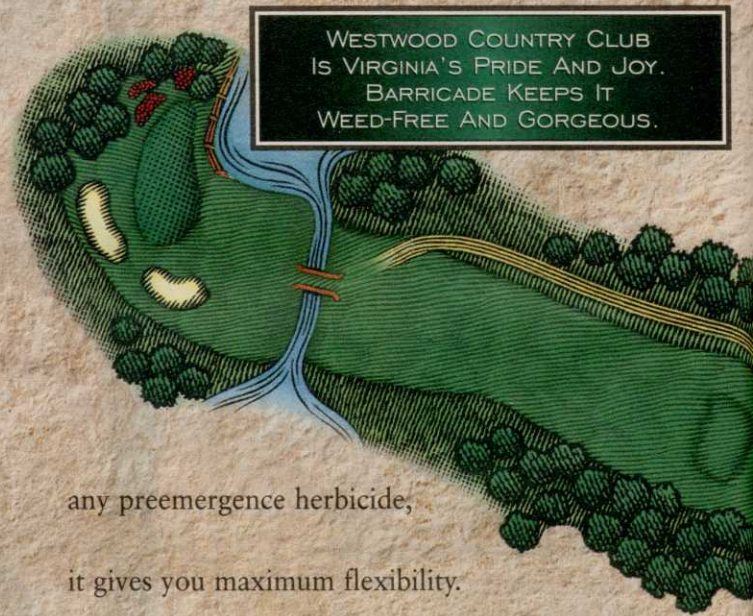
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**Q&A: Riordan**

Continued from page 15

the water utility if they transplant with buffalograss or a water-saving Bermudagrass.

San Antonio is considering a law that would allow homeowners to only plant buffalograss or Bermudagrass and would forbid St. Augustinegrass.

That sort of thing will begin to

happen elsewhere. We're not looking to get buffalograss spec'd everywhere. But changing even 10 percent of the turf areas to buffalograss would result in a major water savings.

**GCN:** Where have golf courses been using buffalograss?

**TR:** I just got back from Phoenix and there were three or four courses there that had used it in the rough around landing areas, in the secondary rough, and bordering tees and bunkers. The Raven Golf Club and DC Ranch were two courses using it. It works well in out-of-play areas where you'd normally use Bermudagrass.

There's a course I visited recently in southern Illinois that used it in most of the rough area and surrounding the bunkers.

**GCN:** Do you expect to see it used more often in the future?

**TR:** There have been many

improvements in the last five years and we're working on a buffalograss that could eventually be used in the fairway. But the demand isn't there, yet. In 25 years, especially if the water shortage worsens, it will be much different. We're looking at this as developing a grass for the next century.

We've started the patent process on three new varieties. One is very similar to 609, but is more

cold-hardy and could be used as far north as Nebraska. We've also developed two Northern types that have looked good as far north as Minnesota. They have good cold hardiness, good density, dark-green color and can tolerate cutting heights of 5/8-inch, which is a normal fairway height. Sod farms are increasing their vegetative supply. They should be available on a limited basis this year and on a full-scale basis by 1998.

There is still a tremendous potential for buffalograss and other new grasses, like the sea-shore paspalums being developed at the University of Georgia. They will pay dividends in the future.

**GCN:** Are some architects more likely than others to use buffalograss?

**TR:** Scott Miller has used it on four courses he's done recently. Ken Dye said he's tried it and liked it very much. But I haven't been contacted by many architects. If they did, I'd be glad to give them my support and visit their sites if need be.

**GCN:** Do golfers have any aversions to buffalograss?

**TR:** Most golfers wouldn't notice the difference between buffalograss and Bermudagrass in the golf course rough. Superintendents have shown some reluctance to convert to it because they aren't sure how to maintain it. It's easy to maintain. But it's hard to convince a superintendent whose job depends on the grass being green all the time. The golf course superintendent has enough challenges without having to switch to a new turfgrass species.

**GCN:** Is there a way superintendents could experiment with buffalograss without endangering their jobs if it didn't grow as expected?

**TR:** I'd try planting some on 2 or 3 acres in an out-of-play area, or maybe on a severe slope that rarely comes into play. Some of the new seeded varieties could make it easier.

**GCN:** Does the university and USGA receive anything from the buffalograss sales?

**TR:** Yes. We split our royalties 50-50 between the university and USGA. Eventually we'd like to make enough to break even on the research support we receive from the USGA, but we're not quite there yet. Currently we receive about \$100,000 annually in royalties and give half to the USGA.

**GCN:** Does the USGA do a good job of allocating its research dollars?

**TR:** Yes. And they manage, check and monitor every year, too. If you're not doing a good job, they let you know and help get you pointed back in the right direction.



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## REGIONAL NEWS

### Northeast

#### VERHEY MAINE'S NEW PRESIDENT

BRUNSWICK, Maine — Mark Verhey, superintendent here at the Naval Air Station Golf Course, will lead the new slate of officers for the Maine Golf Course Superintendents Association this year.

Verhey, who succeeded Norm



Hevey to Dutch Elm Golf Course in Arundel as president, will serve along with Vice President Gerry White of Point Sebago Resort in Casco and Secretary/Treasurer Scott Cybulski of Falmouth (Maine) Country Club.

New directors are John Laprey of York Golf & Tennis Club in Cape Neddick, Jeff Hevey of Dutch Elm Golf Club and Bob Myers of Union (Maine) Country Club.

### North Central

#### KANSANS ELECT MCKAIN

MANHATTAN, Kan. — The Kansas Golf Course Superintendents Association has elected Custer Hill Golf Course superintendent Mark McKain as president for 1997. McKain will serve alongside Vice President



Cliff Dipman of Manhattan Country Club and Secretary/Treasurer Mark Willmore of Shawnee Country Club in Topeka, who was re-elected. Kevin Kamphaus of Junction City Country Club here and Mark Lytle of Salina (Kan.) Municipal Golf Course were elected to the board of directors, joining Steve Hollembeak and Randy Siroky, who are serving the last year of their terms.

### West

#### SIERRA NEVADA ELECTS OFFICERS

WOODBIDGE, Calif. — Jim Husting of Woodbridge (Calif.) Golf & Country Club here has been elected president of the Sierra Nevada Golf Course Superintendents Association, heading a new slate of officers.



The Sierra Nevada GCSA also elected Vice President Dave Laurie of Old Brockway Golf Course in Kings Beach and Secretary/Treasurer Joel Blaker of Tahoe Donner Golf Club in Truckee. Immediate Past President Bob Francischine of Greenhorn Creek Golf Club in Lodi joins a board of directors consisting of Pete Fredeen of Brookside Country Club in Stockton, Neil Hladik of Twelve Bridges Golf Club in Lincoln, Gary Williams of Meadowood Resort Golf Club in Vacaville and Phil Brown of Stockton Golf & Country Club.

Steve Kent of Southern Links is associate director. Hladik is the association's media relations liaison.

### Southeast

#### CAROLINAS ELECT WILLIAMS

CLEMSON, S.C. — The Carolinas GCSA has elected John K. Williams of Keith Hills Country Club in Buies Creek, N.C., president and Donald C. Garrett Jr. of Dataw Island Club in Beaufort, S.C., vice president.



Joel A. Ratcliff of Sedgefield Country Club in Greensboro, N.C. was elected treasurer, and David S. Downing III of Wild Wing Plantation; Myrtle Beach, S.C. was elected secretary.

Directors are Dennis L. Bowsher of Spring Valley Country Club in Columbia, S.C.; John Davis of Secession Golf Club in Beaufort, S.C.; Rex Floyd of Wilson (N.C.) Country Club; Randall Long of Thornblade Club in Greenville, S.C.; Mickey McCord of Carolina Trace Country Club in Sanford, N.C.; Alton Sheffield of North Ridge Country Club in Raleigh, N.C.; Mark S. Stoddard of Charlotte (N.C.) Country Club; and Steven M. Wright of Long Cove Club in Hilton Head, S.C.

#### DR. ALEXANDER HONORED

MYRTLE BEACH, S.C. — Dr. Paul M. Alexander, retired, received the Distinguished Service Award from the Carolinas GCSA at its 30th Annual Conference and Show here in November.

Alexander served many years as teacher of turf pathology at Clemson University and Horry-Georgetown Technical College.

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# Dusch defending crown against heavy competition among peers

By BARRY MOTHES

LAS VEGAS, Nev. — More than 700 golf course superintendents from around the country will gather in Las Vegas next month for a week of seminars, socials and trade-show forays. The idea is professional improvement and enrichment, and exposure to the latest trends and technology.

But there's also the matter of a 36-hole golf tournament called the GCSAA Golf Championship, where an increasing number of competitive, single-digit handicap superintendents will shoot for the championship and 19th-hole bragging rights.

A record field has already signed up for the 1997 GCSAA Championship, scheduled for Feb. 6 and 7, on six different golf courses in Greater Las Vegas.

Jim Dusch, head superintendent at the Atlanta National Golf Club, will defend the 1996 title he won in Orlando. Dusch shot 76-73-149 to win last year's championship. He will attempt to be the first back-to-back champion since Roger Null — a veteran superintendent from Boone Valley Golf Club in Augusta, Mo. — pulled it off in 1990 (Orlando) and 1991 (Scottsdale).

"Once is fun, twice would be real neat," said Dusch, 34, a Lake City Community College turfgrass graduate who has been head superintendent at P.B. Dye-designed Atlanta National since 1989. "But there's a lot of excellent golfers in the tournament. I'll have fun wherever I finish up."

"Jim is one of the best players by far," said Sam Williamson, head superintendent at Ojai Valley Inn in Ojai, Calif. Williamson finished tied for third last year and nailed a hole-in-one, the fifth of his golfing career. "Jim's a notch above the rest of the players. He's going to be tough to tangle with."

For the third consecutive year, The Toro Co. is a sponsoring partner for the tournament. Superintendents who have played in GCSAA tourneys for many years credit Toro with adding new luster to the championship, expanding the number and quality of golf courses it's played on, and attracting record turnouts. There will be a host of tee prizes ranging from Burton Golf, Inc. golf bags to Cutter & Buck golf shirts, commemorative golf balls and money clips.

The 36-hole event will be held Feb. 6 and 7, over six courses: Badlands Golf Club, Las Vegas Hilton Country Club, the Nu-Way Kaiv Course (Snow Mountain) and the Tav-ai Kaiv Course (Sun Mountain) at the Las Vegas Paiute Resort, Sunrise Country

Club and Wildhorse Country Club.

The Championship A and B divisions, comprising approximately 100 of the lowest handicap players, will play straight stroke play. Those participating in the championship flights usually carry handicaps somewhere between 0 and 3. The overall win-

ner of the tournament must be an amateur — professionals are eligible to win second place.

The remaining flights — or the other 600-plus golfers — will play 36 holes using the point quota system. There will be three senior flights: Senior I (age 50-56), Senior II (age 57-64) and Super Senior (age 65 and over). Prac-

tice rounds will be held Feb. 3 and 4, with a four-ball tournament scheduled for Feb. 5.

Dusch said he thinks there are about 20 to 30 superintendents who could win the championship. Dusch, who includes himself among the contenders, carries a scratch handicap at Atlanta National and shot 3-under

par for the 72-hole Georgia State Amateur this year (unfortunately, 16-under won the tournament). Dusch was also a participant in September's inaugural Hayter Cup challenge, a Ryder Cup-style team competition pitting North & South American superintendents against their

Continued on page 29

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**PRESIDENT**

**Name:** Paul McGinnis  
**Age:** 45  
**Course:** Moon Valley CC, Peoria, Ariz.

**Former head superintendent at:** Union Hills CC, Peoria; Palmbrook CC, Sun City; The Wigwam CC, West Course, Litchfield Park, Ariz.

**Years GCSAA member:** 19  
**GCSAA posts:** Current vice president; board member since 1992; chairman of chapter relations, planning, finance, scholarship and research, tournament, publication and research



Paul McGinnis

committees; vice chairman of research; member of conference and show, planning, nominating and standards committees.

**Other associations:** Past president of Cactus & Pine GCSA; member of U.S. Golf Association Green Section Committee.

**Education:** Bachelor's degree in agricultural economics from Arizona State University.

**Family:** Wife, Kendra; children, Marci, 23; Kari, 21; Michelle, 19; Magen, 15.

**Goal:** (See related story, page 1)

**GCSAA CANDIDATES AT A GLANCE**

(MORE CANDIDATES ON PAGE 29)

**VICE-PRESIDENT**

**Name:** George Renault  
**Age:** 48  
**Course:** Burning Tree Club, Bethesda, Md.

**Former head superintendent at:** Chevy Chase (Md.) Club; Penderbrook GC, Fairfax, Va.; Goose Creek CC, Leesburg, Va.

**Years GCSAA member:** 19  
**GCSAA posts:** Board of director member since 1993; chairman of tournament, career development, certification and government relations committees; vice chairman of publications/TRAC, scholarship and research, and chapter relations committees; eight-year voting delegate; member of federal Americans with Disabilities Act Golf Advisory Commission, Watson Fellowship Selection Committee and Responsible Industry



George Renault

for a Sound Environment [RISE] government issues committee.

**Other associations:** Past president of Mid-Atlantic Association of GCS and Greater Washington GCSA; past member University of Maryland Turf Advisory Committee and Maryland Turfgrass Council advisory committee; member of Maryland and Virginia turfgrass councils.

**Education:** Certificate in golf and turfgrass management, University of Maryland.

**Family:** Wife, Lucinda; children, George, 19, Lucy, 15.

**Goal:** "Running for the board and vice president is the best way to continue my commitment to GCSAA and see through the mandates the membership has set."

**SECRETARY/TREASURER**

**Name:** David Fearis  
**Age:** 50  
**Course:** Blue Hills Country Club, Kansas City, Mo.

**Former head superintendent at:** Country Club of Peoria (Ill.); technical representative for O.M. Scotts for 4 years.

**Years GCSAA member:** 29  
**GCSAA posts:** Board of director member since 1993; chairman of the government relations, certification, information services, education, public relations and curriculum review resource committees; vice chairman of the conference and show, certification, government relations and technical information resource committees; International Conference and Show speaker and session chairman; member of finance, public golf resource, association planning, magazine, ethics, nominating, standards and integrated pest management special risk committees; charter and lifetime member Golden Tee Club.

**Other associations:** Past president Central Illinois GCSA, Heart of America GCSA and Illinois Turfgrass Foundation; director Midwest Regional Turf Foundation; member Missouri Valley Turfgrass Association, Midwest Turf Foundation and Kansas Turfgrass Foundation.

**Education:** B.S. in agronomy, Purdue University.

**Family:** Wife, Lynn; children, Blaise, 17.

**Goal:** "I just want to keep the ball rolling. We are making great progress in improving the superintendent's professional image. Golf Digest did a survey recently asking members who was the most important person at their club. Forty-eight percent said the superintendent, 25 percent the pro and 14 percent the club manager. That shows the work we've been doing has had a positive effect."



Dave Fearis

**Name:** R. Scott Woodhead  
**Age:** 41  
**Course:** Valley View GC, Bozeman, Mont.

**Former head superintendent at:** Town & CC, Miles City, Mont.; Univ. of Montana GC, Missoula.

**Years GCSAA member:** 14  
**GCSAA posts:** Board member since 1993; chairman of public relations, publications, scholarship, confence and show, membership, career development; vice chairman of certification, education, public relations and government relations committees; member of scholarship and research, membership, chapter relations, conference planning, seminar resource and conference and show committees.

**Other associations:** Director and past president of Peaks and Prairie GCSA and a member of the Association of Montana Turf and Ornamental Professionals.

**Education:** Bachelors degree in landscape management, Montana State Univ.

**Family:** Wife, Valerie; children Andrew, 5, Jeremy, 3.

**Goal:** "GCSAA's mission is to serve its members, advance its members and enrich the quality of golf and the environment."

"Providing quality member services and putting your dues dollar to work for you have been my top priority for the past four years."

As secretary/treasurer, I pledge to continue to listen to your suggestions and concerns and always keep the best interests of the association and its members at the forefront of my decisions.

"We must maximize every dollar received, continue to challenge our vendors and constantly review our programs. This will allow us to provide the membership with the highest quality services available."



Scott Woodhead

**BOARD MEMBER**

**Name:** Tommy D. Witt  
**Age:** 43  
**Course:** Wynstone GC, North Barrington, Ill.

**Former head superintendent at:** Bent Tree Country Club, Dallas; Austin (Texas) Country Club; Riverhill Club, Kerrville, Texas.

**Years GCSAA member:** 18  
**GCSAA posts:** Board member since 1994; chairman of public golf resource group, research, career development, education, membership and tournament committees; member of certification, bylaws resource, conference, fundraising, resource and scholarship and research committees.

**Other associations:** Past president of Central Texas GCSA; immediate past president of Lone Star GCSA; past vice president of North Texas GCSA;

chapter liaison and voting delegate for North Texas and Lone Star chapters; board member of Bentgrass Research Inc., North Texas and Lone Star GCSAs, Midwest and Chicagoland Associations of GCS.

**Education:** B.S. in agronomy with turfgrass management option from Texas A&M University.

**Family:** Wife, Lorrie; Children, Seth, 9, Lauren, 8, Tanner, 6.

**Goal:** "I'd like to see the profession move forward so that superintendents are seen in the same light as members of the other allied associations."

"Employers and the golfing public need to be made aware of the challenges golf course superintendents face and the contributions superintendents make to their facilities."



Tommy Witt

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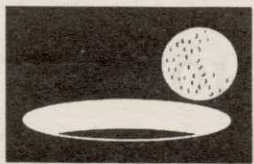
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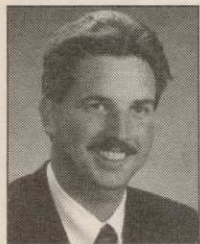
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**BOARD MEMBER**

**Name:** Jon Maddern  
**Age:** 38  
**Course:** Elk Ridge GC, Atlanta, Mich.  
**Former head superintendent at:** Golf grounds and park superintendent at City of Farmington Hills, Mich.; Hillcrest CC in Mt. Clemens, Mich.



Jon Maddern

**Years GCSAA member:** 20

**GCSAA posts:** Member of GCSAA education, government relations and elections committees; chapter delegate.

**Other associations:** President of Michigan Turfgrass Foundation; secretary/treasurer of Northern Michigan Turf Managers Association; past secretary/treasurer of Greater Detroit GCSA; member, Western Michigan GCSA and Golf Association of Michigan.

**Education:** Certificate in Turfgrass Management, Michigan State University.

**Family:** Wife, Bev; children, Brad, 14, Heather, 10.

**Goal:** "I hope to take the next step as far as involvement, to show by participating the importance of GCSAA to all superintendents, the industry, and the game. To try and make GCSAA better than it is now."

**Name:** Michael Wallace  
**Age:** 46  
**Course:** Hop Meadow CC, Simsbury, Conn.  
**Former head superintendent at:** Rockledge CC and Buena Vista GC, West Hartford, Conn.  
**Years GCSAA member:** 19  
**GCSAA posts:** Chairman of conference and show and membership committees; past vice chairman of technical information services, scholarship and career development services committees; member of scholarship foundation board, public relations and membership services committees; candidate at chapter relations annual meeting; member career development group; voting and alternate delegate.



Michael Wallace

**Other associations:** Past president of Connecticut GCSA; member of Environmental Industry Council of Connecticut.

**Education:** Associate's degree in turfgrass management, University of Massachusetts.

**Family:** Children, Tye, 28; Grier, 26; Ian, 25; Sian, 22.

**Goal:** "We have a very dynamic board. My goal is to be a team player, help the organization move forward in education and other programs we offer and represent the industry to the best of my ability where appropriate."

**Name:** Samuel Snyder  
**Age:** 42  
**Course:** Hercules CC, Nottingham, Pa.  
**Former head superintendent at:** Colonial CC, Harrisburg, Pa.; Sheraton Golf Links, Greensburg, Pa.; Grandview GC, Curwensville, Pa.; Punxsutawney (Pa.) CC.



Samuel Snyder

**Years GCSAA member:** 20  
**GCSAA posts:** Member of career development, scholarship & research and nominating committees; member of fundraising resource group.

**Other associations:** Past president of Central Pennsylvania GCSA; vice president of Pittsburgh GCSA; past president of Pennsylvania Turfgrass Council; past president of Allied Golf Course Superintendents of Pennsylvania; and a past board member of Allegheny Mountain Golf Course Superintendents Association.

**Education:** Certificate in turfgrass management from Pennsylvania State University.

**Family:** Wife, Susan; Children, Emily, 15, Sam, 9.

**Goal:** "It's very important that we continue the environmental awareness campaign, to get the word out that this is a profession that cares about the environment and educates its members on how to protect it."

"We also need to enhance professional development programs so that club members and owners are aware how important the superintendent is to their operation and how superintendents can remain in this career until retirement."

**Loggins to entertain**

LAS VEGAS, Nev. — Hailed as an energetic and entertaining performer, singer Kenny Loggins will cap a star-studded evening at the Golf Course Superintendents Association of America (GCSAA) Gala '97, Tuesday, Feb. 11, here in the grand ballroom of Bally's Hotel.

During Gala '97, PGA Tour great and golf course developer Ben Crenshaw will be recognized as the recipient of GCSAA's highest honor, the Old Tom Morris Award.

Loggins' performance will be preceded by a reception at 6 p.m., with gala ceremonies including a banquet and awards presentation beginning at 7 p.m. About 1,500 conference and show attendees are expected to attend the event.

In 1985, Loggins' self-produced "Vox Humana" album was certified gold and in the process earned two Grammys.

Tickets for Gala '97 are \$75 for GCSAA members and are available now through the advanced registration brochure (distributed earlier this year to members). The non-member price is \$100.

**1997 GCSAA CHAMPIONSHIP TOURNAMENT VENUE**

LAS VEGAS, Nev. — Following are brief descriptions and histories of the six golf courses where the 1997 GCSAA annual golf championship will be played. Each flight will play 18 holes each at two of the six courses:

**Badlands Golf Club** — A Johnny Miller signature golf course completed in October 1995. Miller's design team, which included Chi Chi Rodriguez, created a challenging 7,106-yard, par-72 layout with a 73.1 rating from the back tees with a slope rating of 133. Badlands offers panoramic views of the Red Rock Canyon Conservation Area, as well as the entire Las Vegas Valley. Gregg Fjelland is the superintendent.

**Las Vegas Hilton Country Club** — This championship layout hosts the PGA Tour's Las Vegas Invitational and many other PGA and LPGA events. The classic design features rolling fairways, glistening lakes and smooth greens. Dotted with lush palm, pine and olive trees, this par-71 course measures 6,815 yards from the championship tees, with a course rating of 72.1 and a slope of 130. David Reich is the superintendent.

**Las Vegas Paiute Resort - Nu-Waiv Kaiv Course (Snow Mountain)** — Golf course architect Pete Dye worked with the Las Vegas Paiute Tribe and Landmark Golf Company to create the Nu-Waiv Kaiv course, which opened in 1995. It's got all the classic Dye goodies — pot bunkers, railroad ties and waste areas integrated into the native desert. From the back tees the course measures 7,158 yards with a course rating of 73.9 and a slope of 125. James Sprinkle III is the superintendent.

**Las Vegas Paiute Resort - Tav-ai Kaiv Course (Snow Mountain)** — The newest of the courses in the bunch, Tav-ai Kaiv just opened in September 1996. Another Pete Dye creation, Tav-ai Kaiv offers beautiful mountain scenery and rolling terrain. The par-72 Tav-ai Kaiv measures 7,212 yards from the back tees.

**Sunrise Country Club** — Sunrise features undulating terrain, numerous water hazards and large greens with extensive pitch and roll as requested by Jim Colbert, the senior PGA star who was one of the developers of Sunrise. The 7,200-yard, par-72 West Course layout was designed by Jeff Brauer, 1995 American Society of Golf Course Architects President. The course rating is 73.6 with a slope of 127. William Rohrer is the superintendent.

**Wildhorse Golf Club** — Redesigned by Robert Cupp and Hubert Green in 1989, this 7,053-yard,

par-72 championship layout has a 75.2 rating from the gold tees with a slope of 135. The course features contoured fairways and a strategic mix of sand and water along with tiered bentgrass greens. Tim Martinez is the superintendent.

**GCSAA GOLF CHAMPIONSHIP PAST WINNERS**

Year	Site	Champion
1940	Indianapolis	Emil Masciocchi
1941	St. Paul, Minn.	Emil Masciocchi
1946	Indianapolis	Emil Masciocchi
1947	State College, Pa.	Roy Jones
1948	Chicago	Emil Masciocchi
1949	Akron, Ohio	Emil Masciocchi
1950	Lansing, Mich.	Emil Masciocchi
1951	Lafayette, Ind.	Paul Schurtz
1952	Columbus, Ohio	John Zoller
1954	Miami	Marcus List
1956	Long Beach, Ca.	Marcus List
1958	Pinehurst, N.C.	John Connolly
1960	Houston	Bill Adams
1962	Miami	Bob Mitchell
1963	Palm Springs, Ca.	Chuck Fatum
1968	Monterey, Calif.	Art Donaldson
1969	Freeport, Bahamas	Gene Stoddard
1970	Houston	Bob Martino
1971	Phoenix	Harry Cirata
1972	Tallahassee, Fla.	Bob Martino
1973	Hilton Head, S.C.	Bob Martino
1974	Anaheim, Calif.	Ennio Lattini
1975	Pensacola, Fla.	John Doughton Jr.
1976	Toledo, Ohio	William Knox
1977	Monterey, Calif.	Vaughn Barker
1978	Corpus Christi, Tex.	Thomas C. Hamilton
1979	Sea Island, Ga.	Dan Meyers
1980	Guadalajara, Mex.	Thomas C. Hamilton
1981	Anaheim, Ca.	Dan Meyers
1982	Orlando, Fla.	Mike Apodaca
1983	Myrtle Beach, S.C.	Roger Null
1984	Scottsdale, Ariz.	Dan Meyers
1985	Hilton Head, S.C.	Dave Powell
1986	Palm Desert, Ca.	David Oliver
1987	Tucson, Ariz.	Mike Apodaca
1988	Houston	Dave Powell
1989	Palm Springs	Dave Powell
1990	Orlando, Fla.	Roger Null
1991	Scottsdale, Ariz.	Roger Null
1992	Ponte Vedra, Fla.	Gary D. Bennett
1993	San Diego	Richard A. Stuntz
1994	Austin, Texas	Robert Friend
1995	Monterey, Ca.	Todd Barker
1996	Orlando, Fla.	Jim Dusch

**Dusch in defense**

Continued from page 27

counterparts from Britain, Europe and Australasia.

"It's a lot of fun and giggles," Dusch said, "but when the rubber hits the road everybody's trying to win. It gets very competitive. Everybody's trying to finish in the top few."

As competitive as Dusch, Williamson and others may be during the tourney,

they also said the event is yet another valuable educational seminar.

"I have always felt I learned as much networking and walking and playing a golf course with my peers as I do any other way," said Williamson, who's been head superintendent at Ojai Valley the past 10 years. A 1.6 handicap, Williamson, 45, was also on the 1996 Americas Hayter Cup team.

"The tournament is always a great learning experience," he added. "It's a blast."

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# Appreciation, credit for supers are GCSAA goals

Continued from page 1

owners and club presidents. We hope our superintendents will supply us the names of the key people at their clubs so we can educate them as well."

McGinnis, a 19-year GCSAA member and director since 1992, sees himself as a bridge between the chaotic times the association experienced four years ago and the relative calm of today.

"I was one of the first of the new group of board members who helped change

the association's direction," he recalled. "Last summer we had some productive meetings with the Professional Golfers Association. We barely spoke five years ago. We may have different points of view, but we realize that we are in this golf industry together. We told [GCSAA Chief Executive Officer] Steve Mona and [Chief Operating Officer] Joe O'Brien to improve our relations with the allied groups and they've done a great job."

In addition to the officer and board of

director elections, the membership will vote on a proposed 20-percent dues increase and several bylaw changes at the annual meeting.

The dues increase would raise annual fees from \$210 to \$250 for classes A, B and C-V (a newly proposed assistant's designation) and \$125 for Class C (assistant) superintendents. Delegates at September's chapter relations meeting endorsed the idea of a dues increase and the chapter relations committee for-

warded that recommendation to the board.

"After seeing the financial figures and considering how we've increased programs, educational sessions and public relations efforts, without raising dues, they [chapter delegates] decided it was time for the membership to step to the plate," the incoming president said. "It's been six years since we've had a dues increase. According to one study, most associations get 20 to 21 percent of their revenues from dues. We're around 17 percent right now."

## BYLAW AMENDMENTS

One amendment would waive the dues requirement for Class AA (retired members), which currently stands at \$15.96 per year. It would remove the requirement that a member be 55 to qualify for AA Life status, instead requiring the retired member either be a former board member or voting member for 25 years. There are 441 life members meaning the amendment would reduce revenues by \$7,000 annually.

"Retired members have basically paid that amount to stay on our insurance rolls," McGinnis said. "The feeling is these people have put in their time and given their service and we ought to give them something back."

The proposed new C-V class of assistant superintendent mentioned earlier would have the same privileges (including the right to vote in elections but not the right to hold office) as head superintendents and be required to pay the same dues. Currently assistants pay half what a head superintendent pays.

To qualify for the voluntary Class C-V status an assistant would have to have at least three years experience and be employed as an assistant. The Class C title would continue to be an option for assistants who would pay half dues, but not be allowed to vote or hold office. The membership will vote on this proposed bylaws amendment at the annual meeting.

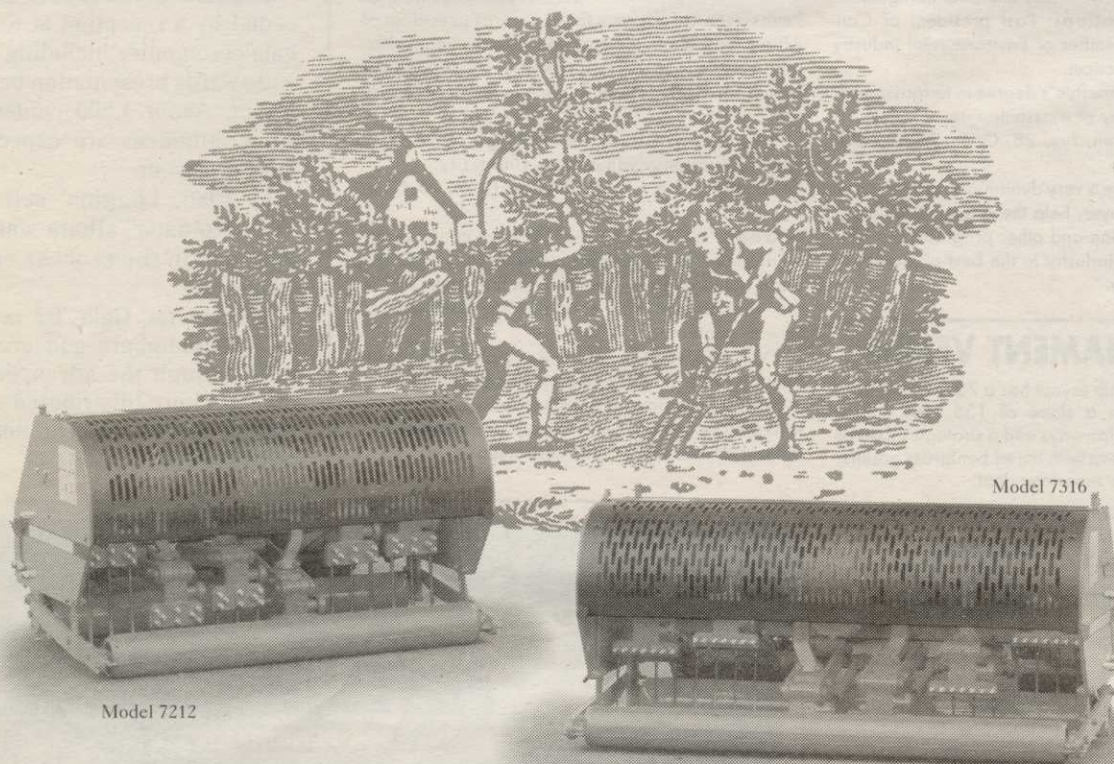
"The C-V designation recognizes there are assistants who want to remain in that position and want the right to vote," McGinnis said. "These people are very valuable to their courses and the GCSAA."

## REAFFILIATION AGREEMENTS

Another topic likely to be discussed at the annual meeting, although no vote is in order, is the progress of the new chapter reaffiliation agreement. McGinnis said 60 percent of the chapters had met all their reaffiliation obligations as of mid-December and he expected 90 percent to be on board by the March 31 probation deadline.

"Many of the chapters have their annual meetings in December, so we expect to field many reaffiliation applications in the next couple of months," McGinnis said. "Only 10 or 12 chapters have indicated they won't stay with GCSAA and most of those are turfgrass [rather than superintendent] associations. Many of those who haven't reaffiliated yet are in the process of doing so or simply got a late start."

McGinnis said members of several smaller chapters, including the Mohawk Valley and Rio Bravo GCSAs, could end up joining larger chapters. "I don't think we'll lose anybody because of the reaffiliation agreements," the incoming president said. "We expect to have between 90 and 95 [there are currently 103] chapters when the dust settles."



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tive of many maintenance-saving features that have been added like sealed bearings. Every change helps make the new generation more user-friendly. Each model has that characteristic construction durability that you've come to expect from Verti-Drain and because they're lighter, lower horsepower tractors can be used with them.

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# Readying a new course for spring

By PETER BLAIS

SCITUATE, Mass. — Spring preparations for a new course are a tad different than readying an established track for the first swings of a new golf season.

"Overseeding and bunker work are the major differences between prepping a new rather than an established course," said Jeff Carlson, head superintendent at Michael Hurdzan-designed Widow's Walk here and Cornish, Silva, Mungeam-designed Olde Scotland Links in Bridgewater. The two Corcoran Jennison Hospitality-managed facilities are scheduled to open in July. Carlson also oversaw the grow-in of Ocean Edge in Brewster, another Corcoran-Jennison layout that opened in 1986 and that he continues to oversee as CJH's director of grounds.

"You do a lot more overseeding at a new course," Carlson said. "But you have to wait until May around here to make sure that what you put down the previous year hasn't caught.

"You do a lot more bunker work at a new course, too. We have some bunkers we filled last fall and others we haven't filled yet. It depends on the location and the contractor's style. But as a result, you end up doing a lot more weeding, edging and spreading than you would on an established course."

Irrigation and drainage are two areas requiring additional attention at a new track. A superintendent spends a lot of time troubleshooting his irrigation system coming out of a course's first winter. "Frost can push up heads and warp pipes, things you would have corrected or been familiar with at an established course, but that you have to locate at a new one," Carlson said.

"At a new course, you also end up with a lot of frog ponds, areas that just don't drain well. Those areas would have been taken care of over the years at an established course. You just have to feel your way around and through these problems at a new course."

Carlson lays in an extra supply of grass seed to deal with the anticipated overseeding work. He also warehouses additional topsoil and fertilizer. "Fertilization is a key," he said. "You have to wait for the grass to pop up on a new course before you lay down fertilizer. You have younger, more fragile turf and less soil than you generally have on an older course. So that initial fertilization is critical."

Carlson plans on a larger payroll and getting his seasonal help on site earlier in the spring on a new course to deal with the additional work. "You have a lot of new equipment on new courses and you have to be careful, especially with the mowers," he explained. "The frost pushes up rocks and irrigation heads. Mowers can take a beating. You have to tell your operators to watch for those things and take their time doing those first mowings."

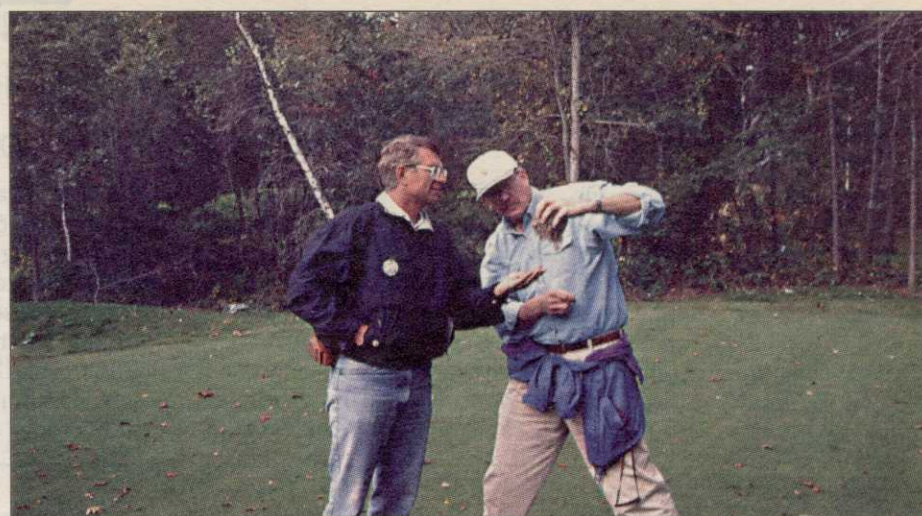
Southern courses are a different beast. Although they have more flexibility regarding opening dates, the ideal time to open a course in Florida would be October, according to Tim Hiers of Collier's Reserve in Naples.

"A course would be emerging from its first season of heavy play by spring," Hiers

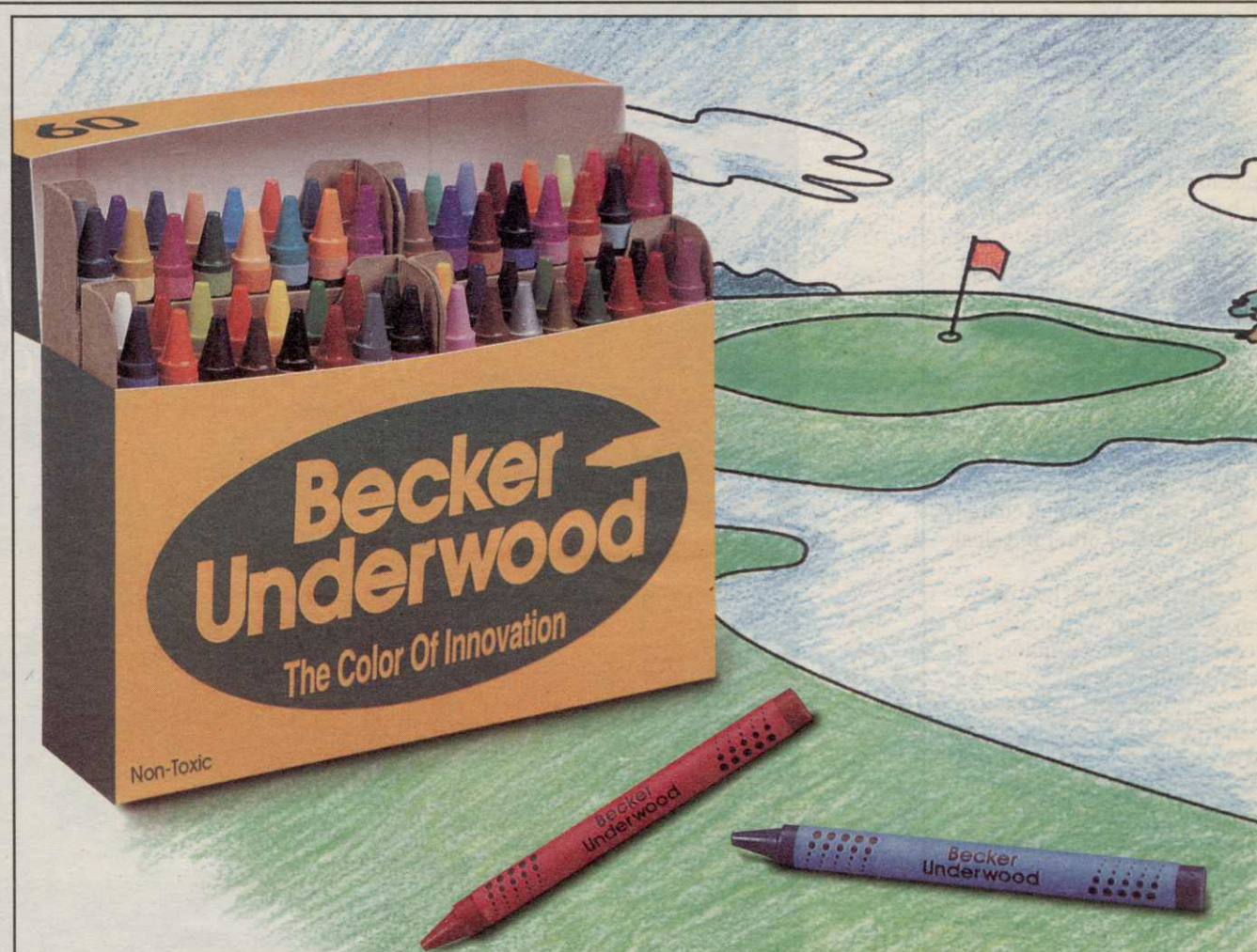
noted. "If there is anything I would do differently with a new course it would probably be to hit it with more fertilizer because of the lack of natural organics that are built up over the years in older soil.

"It's kind of like a 16-year-old as opposed to a 60-year-old. The younger person generally needs to eat more than the older one. Same with a golf course. The younger one generally needs more fertilizer than the older one."

Continued on page 34



Architect Mike Hurdzan (left) with Soils Management Technology's Lou Haines at Widows Walk GC.



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By JAMES ROBBINS

Early spring is a critical period for turf in many parts of the country. As soil thaws after winter, grass that is no longer dormant needs quick access to a reliable nutrient supply. Fertilizers that release nutrients at a controlled rate in all weather conditions are preferred for this application.

Potentially complicating matters are soil microbes that many fertilizers depend on to release nitrogen—these temperature-sensitive microorganisms may not be sufficiently active in early spring to provide vital nutrition to grass.

Because of labor and weather conditions, fertilizer products that require fewer applications and release nitrogen at a consistent rate over time are preferred for these late-winter and early-spring applications. Also, the close mowing heights on greens and tees prompt superintendents to use small-sized, uncoated fertilizers, rather than coated fertilizers.

What follows is a comparison of the properties of common, uncoated, slow-release fertilizers and the ways they affect turf growth.

“Uncoated” refers to synthetic organic materials of low water solubility, or organic sludges. These products are not coated with a polymer or other physical layer.

Uncoated fertilizers rely on hydrolysis or microbial activity to release nitrogen. Common uncoated products available under a variety of brand names are ureaforms (UF), methylene ureas (MU) and isobutylidene diurea (IBDU Slow Release Nitrogen).

UFs and MUs are similar technologies created by reacting urea with formaldehyde, creating polymer chains of various molecular lengths. Granular UFs and MUs are reliable, warm-weather fertilizers.

UFs and MUs differ in their overall percentages of unreacted urea, and in their percentages of short- and long-chain polymers. The longer the molecular chain, the less water-soluble the product and the longer it takes soil microbes to convert the nitrogen into a form plants can use.

UFs have a higher percentage of long-chain polymers than MUs, resulting in a product with overall lower solubility and slower nitrogen availability. In fact, some of the long-chain molecules are not available to the turf in a single growing season, potentially resulting in undernourished grass and less predictable nutrient release.

UFs and MUs release nitrogen through their limited water

solubility and microbial decomposition. Because soil bacteria need a suitable environment in which to survive, optimum nitrogen release depends on warm soil temperatures (above 55 deg. F), adequate soil moisture and oxygen, and a favorable soil pH. Soil microbes' dependence on

warm soil means they can be fairly inactive during the thaws of early spring. This limits the amount of nitrogen available to the turf at these critical times.

Unlike other uncoated compounds, IBDU does not rely solely on temperature-dependent microbial action to release

nitrogen but, rather, on hydrolysis.

Less impacted by weather conditions, IBDU<sup>®</sup> may be the preferred product for all-weather applications. For example, IBDU can nourish turf in early spring when microbes may still be dormant.

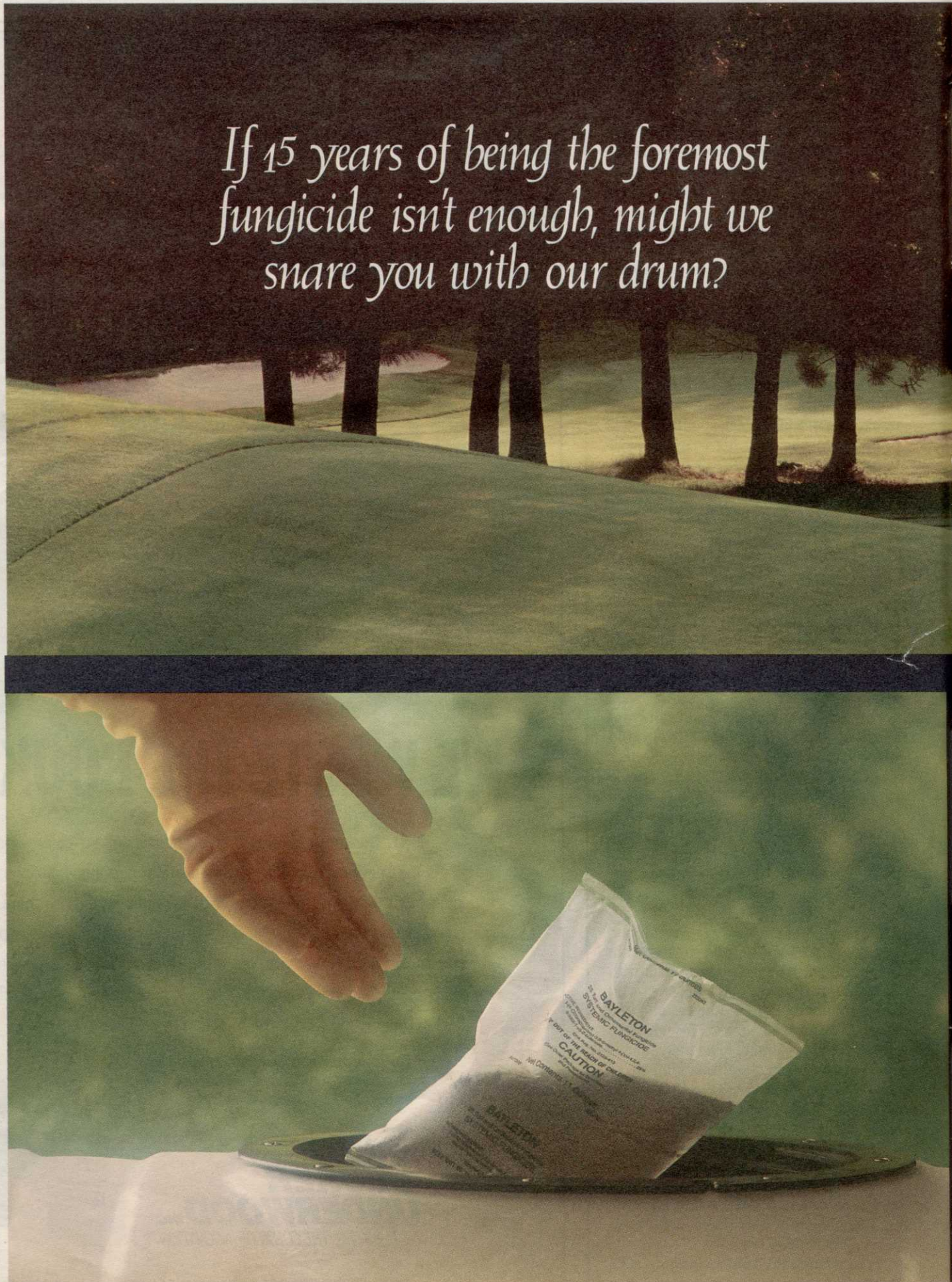
Because IBDU releases very little nitrogen when initially applied, most blends include a fast-release nitrogen source such as ammonium sulfate, potassium nitrate or urea. New developments such as sprayable IBDU<sup>®</sup> continue to improve the performance and use of IBDU<sup>®</sup> in turf applications.

While superintendents generally seek the fertilizer with the

Continued on page 34

## Keeping turf healthy in early spring weather with uncoated, slow-release fertilizers

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*Dr. James A. "Jim" Robbins is director of horticultural research for IMC Vigoro, Winter Haven, Fla. IBDU Slow-Release Nitrogen is a registered trademark of IMC Vigoro.*



## Wood product improves seed germination

American Excelsior Co., a manufacturer of erosion-control blankets, concrete revetment system and mulches, has introduced of its newest product: Fiber-Cel hydraulic mulch.

Produced from a blend of two unique mulch ingredients—wood fibers (Aspen) and cellulose—Fiber-Cel combines the unique properties of both these elements

to create a greenhouse effect for germinating seeds. Fiber-Cel's wood-fiber content is known to act as a carrying agent for additives, including tackifiers and water-retention agents. When used with tackifiers, these fibers hold nutrients close to the seed for better germination and growth. The product's cellulose component is utilized for its ability to fill in spaces

between soil particles, creating a paper-mache effect on the soil.

Fiber-Cel mixture is one (1) 50 lb. bag to 100 gallons of water. The suggested application rate is 2,000 lbs. per acre on 3:1 slopes or less. Consult local or state specifications for exact rates. For more information, contact Steve Walker at 800-777-SOIL.

**CIRCLE 306**

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Model 4972 operates at a 6-foot aerating width, the Model 4996 at an 8-foot span. Both

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**CIRCLE #307**

## Tupersan eliminates undesirable grasses

KANSAS CITY, Mo. — PBI Gordon's Tupersan herbicide wettable powder is a convenient sprayable formulation of Siduron, a preemergent which inhibits the establishment of undesirable grasses without interfering with the establishment of desirable newly seeded or seedling grasses. Labeled for most major cool-season turf species, Tupersan provides highly effective control of smooth and hairy crabgrass, as well as foxtail and barnyardgrass.

Gordon's Bensumec 4LF pre-emergent grass and weed herbicide contains Betasan, especially formulated by PBI Gordon for easy mixing with water, soluble fertilizers and other products registered for turf care. Bensumec 4LF provides effective, season-long control of annual grass and broad-leaf weeds in greens, tees, fairways, dichondra and grass lawns in many areas. It is well tolerated by most turfgrasses and is an economical product for eliminating *poa annua* on greens and tees.

For information on Tupersan call 800-821-8275.

**CIRCLE #308**

## New Subdue Maxx formulation okayed

GREENSBORO, N.C. — Subdue MAXX, a new formulation that provides disease protection at half the recommended rate of the original Subdue fungicide, has received registration by the Environmental Protection Agency. The new formulation will be introduced to the market this year, eventually replacing all current Subdue formulations.

Subdue MAXX features a new active ingredient, mfenoxam, that is twice as active as metalaxyl, the active ingredient currently in Subdue. Mfenoxam is an isomer of metalaxyl and a more biologically active chemical compound, making application rates are half those currently recommended for Subdue.

Subdue MAXX controls pythium blight, pythium damping-off and downy mildew on many warm-and cool-season turf species. For more information, contact Ciba at 910-547-1096.

**CIRCLE #309**



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**CIRCLE #123**



## Riverdale fungicide receives registration

Patchwork 0.78% Granular Fungicide (contains Rubigan, a trademark of DowElanco) is registered and available from Riverdale Chemical Co. With easy-to-understand rates and use recommendations, Patchwork is labeled for the preventive treatment of necrotic ring sport, summer patch, fusarium blight, take-all-patch, and spring dead spot. Patchwork is cleared for use on golf courses, including greens and tees.

Rubigan has always been extremely effective preventing patch diseases. Applying the active ingredient in Rubigan (fenarimol) on a granular carrier insures that all of the active ingredient reaches the soil surface for improved efficacy. Patchwork must be applied preventively for most effective control. For more information, call Riverside at 800-345-3330.

CIRCLE #310

## Barricade application gives season-long control

DES PLAINES, Ill. — Barricade herbicide's flexible application timing allows superintendents to apply in very early spring, yet still retain season-long control.

Supported by Kansas State University research, where Barricade and other pre-emergence herbicides were applied in late fall and early spring, Barricade showed the same consistently high level of performance.

"Its extended residual opens up numerous application options," said Gene Hintze, turf and ornamental business manager for

Sandoz Agro. "An early-spring application — on ground that is not frozen — can provide up to 26 weeks of control."

Barricade herbicide offers consistent control of crabgrass, goosegrass, annual bluegrass, spurge, knotweed and 25 other grassy and broadleaf weeds. Its unique, non-staining active ingredient can be applied at rates as low as one-fourth of that required for other preemergence herbicides. For more details call 800-248-7763.

CIRCLE #311

## Fertilizers

Continued from page 32

highest percentage of water-insoluble nitrogen (WIN) for reasons of safety and longevity, they should realize that some of the WIN of some products, such as UFs, may not be available in a single growing season. By comparison, the WIN in IBDU is virtually 100-percent available in a single season.

To select the most economical and predictable product, the fertilizer's WIN percentage must be closely evaluated. The WIN percentage actually is composed of two parts: cold water-insoluble nitrogen (CWIN) and hot water-insoluble nitrogen (HWIN).

HWIN is the percentage of WIN that is not available in a single growing season. The higher the proportion of CWIN to HWIN, the more controlled-release nitrogen will be available in a single season.

Besides the solubility of the fertilizer compound, golf course superintendents need to consider several factors when selecting the proper fertilizer. These can include soil type, soil moisture and the desired rate of nitrogen release. Uncoated, slow-release fertilizers would be a good choice on USGA Green Section greens for the following reasons:

- Reduced leaching relative to soluble fertilizer.
- Reduced burn potential relative to soluble fertilizer.
- Absence of protective coatings means they are less affected by spike damage.
- Uncoated greens fertilizers typically are available in smaller particle sizes than coated fertilizers, so they are less likely to be picked up by mowers.

One other factor influencing the use of slow-release fertilizers is a golf course's labor force. Fewer required applications make uncoated, slow-release fertilizers ideal for use when labor is at a premium.

## New course prep

Continued from page 31

At a new course that has been overseeded, a superintendent could benefit from warming soil temperature to jump-start the underlying Bermudagrass and increase coverage on new greens. "Some superintendents will use carbon or Milorganite, something dark to absorb the sunlight and warm the soil a few degrees," said Lon Chatfield, a superintendent at Bonita Bay (Fla.) Country Club.

"Some cultural practices, like a light verticutting, would help. Fertilizing with a quick-release material like ammonium sulfate could get some additional coverage."

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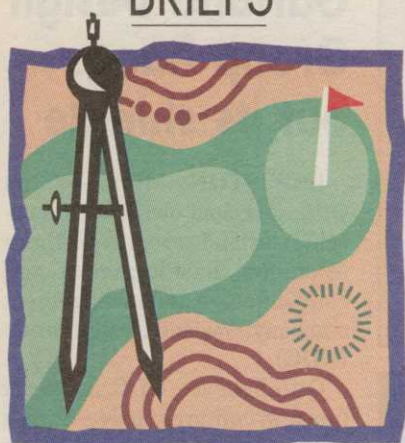


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## BRIEFS



## NATIONSCREDIT PROMOTES TWO

ATLANTA, Ga. — NationsCredit's Commercial Real Estate Group has promoted Christopher J. Crovatto to vice president and Eastern Region manager. Steven J. Hersch has also been promoted to a vice president in the Eastern Region. Crovatto can be reached at 203-352-4101 and Hersch at 203-352-4033.

## GRAHAM &amp; PANKS IN DALLAS

PHOENIX, Ariz. — Graham & Panks International has opened a new office in the Dallas-Fort Worth Metroplex. Directed by Gary Stephenson, senior designer, it is located at 1420 Sacramento Terrace, Plano, Texas 75075; phone 214-578-1772; fax 214-578-4746.

## OREGON COURSE 'RE-TEES'

WELCHES, Ore. — The Resort at The Mountain here is improving its Three Nines golf course by rebuilding two holes. The project includes reconstruction of the 4th and 5th holes on the Foxglove Nine. On the 4th hole, the tee area has doubled in size, going from two to four tee boxes and a retaining wall has been added to the tee area using recycled concrete. Two tee areas have also been added on the 5th hole. In addition, the existing tees were raised and landing area lowered to provide a better view of a pond located down the fairway.

## In design, blood proves thicker than water

No hazards when it comes to father-son partnerships

By MARK LESLIE

Tim Nugent was born on a golf course construction site. W. Bruce Matthews III grew up at Grand Haven (Mich.) Golf Course, managed by his father. Carter Morrish has been around the likes of Jack Nicklaus and Tom Weiskopf since he was a toddler. Heck, golf course architect Bob Cupp was his youth football coach. When Trent Puddicombe was born two years ago, his architect dad, Grant, assessed him this way: "Just another little shaper."

This father-and-son golf course design gig can no longer be dismissed as merely anecdotal. It has gone beyond fad to trend.

The golfing public generally knows the Joneses (Robert Trent Sr. and sons Rees and Robert Trent Jones Jr.), the Dyes (Pete and Alice and sons Perry and P.B.) and perhaps the Nicklauses (Jack, Jackie and Gary). But, there are more: the Nugents (Dick and Tim), Morrishes (Jay and Carter), Robinsons (Ted and Ted Jr.), Aults (Brian and Eric), Cupps (Bob and Bob Jr.),



Carter (left) and Jay Morrish: Who's in charge? Father says, "I'm the boss." But son believes "we're more partners."

Davises (Arthur and Lee), the Puddicombes (Sid and Grant and Mark), and Mootes (Bob and Dave).

The list goes on. There's Tom Fazio's boy in the dirt with his Tonka truck, and Dan Maples' son in his pile of dirt-cum-miniature golf course.

"Trent already has a toy John Deere dozer," said Grant Puddicombe. "He's the only kid with a USGA-spec sandbox."

Bruce Matthews likens the heir apparentry of course architecture to that of old-fashioned apprenticeship.

"It's like a watchmaker, tinker and

silversmith," said Matthews. "Look at what the Jones boys are doing: just what dad did. I'm doing just what granddad [W. Bruce Matthews] and uncle Jerry [Matthews] did. The same with Dan Maples [son of Ellis]. All of us, doing what dad did, with our own twists."

Many sons of architects have gone into other fields altogether, only to return to their "roots" — outdoor work with their fathers. And others know from an early age they want to work in golf — in some way, or in whatever way they can — and never stray.

"Before joining me, Tim got a degree in engineering and construction management and was building high-rise office buildings," said Dick Nugent, whose firm is based in Long Grove, Ill. "I told him, 'You know all the skills of the construction industry, but you need to know about the money.' He went back to school and got an MBA, then came here; he has added a lot to our business."

Bruce Matthews and Grant Puddicombe were superintendents before

Continued on page 41



The Puddicombe Five (from left): Mark, Sid (holding grandson Trent), Grant (father of Trent) and Todd.



## KAVANAUGH'S GOLF CANYON COMES ON LINE

The management team at Gold Canyon (Ariz.) Resort — Director of Golf Bret Greenwood (from left), course architect Ken Kavanaugh and superintendent Tom McDonald — will unveil its brand new Mountain Course on Jan. 15. The Mountain Course is a blend of the resort's existing back nine and a new nine, bringing the resort to 27 holes. The fairways are common Bermudagrass, while the greens are 328 Bermuda.



## Zontek honored with GCBAAs Rossi Award

CHAPEL HILL, N.C. — Stan Zontek, for 20 years an agronomist with the U.S. Golf Association (USGA) Green Section and director of its Mid-Atlantic Region, will receive the 1997 Don A. Rossi Humanitarian Award from the Golf Course Builders Association of America (GCBAAs).

The GCBAAs will present the award at its annual Awards Dinner, Feb. 9, in Las Vegas during the Golf Course Superintendents Association of America's International Golf Course Conference and Show.

The award "is one of the most pleasant shocks of my life," Zontek said. "I knew Don Rossi. I know the kind of individual he was, all the hard work he did for the industry, and to be a recipient of this award sincerely is the highlight of my career. This is no idle comment. It is a fact."

Added GCBAAs President Paul Eldredge

Continued on page 38



## Reynolds to head up Lohmann's new Southeast office

MARENGO, Ill. — Lohmann Golf Designs has expanded its operations into the Southeast. Bard Reynolds, 39, who joins Lohmann after six years as a design representative/project supervisor for Greenscape, Ltd., will spearhead the expansion.

"Bard will be responsible for new business development for Lohmann Golf Designs and for our construction division,

Midwest Golf Development," said Bob Lohmann. "There are opportunities in Florida and the surrounding region that will provide activities for our firm, which will be one of the few firms in the region offering comprehensive services — design, construction, renovation and restoration."

Reynolds' most recent project with Greenscape, Ltd. was the completion of

the Disney Celebration GC near Orlando.

...

DANVILLE, Ind. — Meanwhile, grassing has been completed here at the Twin Bridges Golf Club; the 18-hole daily-fee course west of Indianapolis will open in July. Designed by Lohmann, the course was developed by Heritage Golf Management of Indianapolis as part of an 832-acre recreational development owned by Waste Management of Indiana.

## Garland Design Group hangs out its shingle

LEWISTON, Mich. — Ron Otto, principal owner of the upscale Garland resort in northern Michigan, has formed a golf course design and management company, Garland Design Group (GDG).

Otto believes GDG is one of the few comprehensive design groups in the country that not only offers design, planning and construction capabilities, but also the ability to manage, maintain and operate a course once it's constructed.

"What makes us unique is that we're a one-stop shop," Otto said. "As a design team, we have a lot more to sell to an investor. Because we have gone through a tremendous learning curve at Garland with our own four golf courses, we know exactly what's required."

Otto said the design group was a natural progression for Garland, the Midwest's only AAA Four-Diamond Resort Complex.

After determining the overall scope of the development, the Garland Design Group will plan the initial sculpting of the property, using the landscape architectural abilities of David Stebbins and the design skills of Otto.

Dave Longfield, Garland's director of golf course operations, plays a significant role in the design phase, assuring that the course can be maintained cost-effectively after completion.

Once the course is completed, GDG offers management services to ensure a smooth-running operation and a healthy return on investment. GDG's operational arm will assure that client courses mimic Garland's own success.

"We're running 100,000 people a year through our pro shop," Otto said. "That's more than any other course in northern Michigan."

As the final component, GDG can advise clients on real-estate development, which generally performs as a profit leader among resorts. Utilizing Garland Design Group, a course can be developed from concept to completion in as little as 18 months.

For more information, call Stebbins at 517-786-5285.

### DESIGN 3'S HICKS LICENSED

EAST LANSING, Mich. — Angela Hicks of Design 3 has been awarded her professional license in landscape architecture by the state of Michigan. Hicks, a senior designer, holds a bachelor's arts degree in graphic design from the University of Michigan and a bachelor's in landscape architecture from Michigan State University.

## "WHITEMARSH Valley Country Club.

We've been around a long time — over 75 years.

The players demand impeccable turf and we deliver. But the **highest standards** around here are those I set for myself.

I have the future of the course to think about. So, I make sure the herbicides

I use to keep the course gorgeous are also **respectful of**

**the environment.** I try to make sure the course **and** the world will be

around for another 75 years. Pendimethalin is the turf herbicide that

**meets these standards year after year"**

**Pendimethalin**

"I've got some  
pretty broad shoulders.  
The **future's**  
on them."

Tony Gustaitis, CGCS





## Weed's renovation of Timacuan complete

*Timacuan Golf and Country Club's 18-hole course has been totally renovated by architect Robert C. Weed Jr. A number of fairways were raised to rectify drainage concerns. Weed created additional wetlands, fringed with thousands of cord grasses and aquatic plants. The club has since undertaken a major lake maintenance program to preserve these wetlands. Further enhancements include the regrassing of all greens, the addition of six bridges, refurbishing bulkheads on many tees, and upgrading the irrigation system.*

## Pelican Bay North reopens with new TifDwarf greens

DAYTONA BEACH, Fla. — Pelican Bay Country Club's members and guests have experienced smoother, larger putting surfaces since their 18-hole North Course reopened Oct. 1, following a \$275,000 greens reconstruction project.

One of two golf courses at Peli-

can Bay, the North, was closed for four months while the project was in progress. TifDwarf Bermuda-grass was installed in place of 328 Bermuda. The project also resulted in the reconfiguration and enlargement of some greens; changes to sandtraps, bunkers and tees; and significant drainage im-

provement on all greens.

The project was designed by IGM, with Central Florida Turf serving as general contractor. Quality Grassing handled the grassing while Florida Potting Soils supplied a U.S. Golf Association-approved greens mix consisting of Canadian peat and sand.

## Silva directs renovation of Ross' Charlotte CC

CHARLOTTE, N.C. — Charlotte Country Club recently underwent renovation to upgrade for the first time in three decades. The renovation, according to architect Brian Silva, will allow the course to maintain its reputation of excellence for many years.

Built in 1910 and originally routed by Donald Ross, the course was widely redesigned by Robert Trent Jones in the early 1960s. Thirty years later, renovation was necessary to restore the integrity of the playing surface.

Most of the work was needed to bolster the structure of greens and to provide a better growing environment for turf. New grass (Tifway 419 and Crenshaw creeping bent) and a new irrigation system were major benefits to maintaining a quality surface, Silva said.

"The purpose of the renovation was to maintain the excellent quality of the course which needed a lot of general

housekeeping and updating," said Silva. "We weren't trying to return the course to the way it was in the 1920s."

However, some design changes reminiscent of the original course were made. Based on early aerial photos and memories of members, features were added including a bunker cluster to the left of the 5th fairway, and a two-level 5th green.

The most significant changes were the vastly redesigned tees, said Silva. Previously, most holes had one or two long, landing-strip-type tees. Now each hole has three to six tees which offer flexibility in distance and orientation. Likewise, the practice area was modified. A tee was added to one end of this area, and the range was redesigned to have nine target greens.

Construction was handled by Course Crafters Golf Construction, under the supervision of Mike McNally.

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## Ryangolf, Inc. joins Builders Association

DEERFIELD BEACH, Fla. — Ryangolf, a division of Ryan Inc. Eastern, has become a charter member of the Golf Course Builders Association of America. This move "enforces our uncompromised commitment to excellence that started when we built our first golf course in the 1960s," said Ryangolf Vice President Fidel J. Garcia.

The company this year completed jobs at Naples Heritage Club and Bonita Bay East in Naples, Cattails at Meadowview in Kingsport, Tenn., and Addison Reserve Third Nine in West Palm Beach.



Stan Zontek

## GCBA's Rossi goes to Zontek

Continued from page 35

of Wadsworth Golf Construction: "We hope this award will bring to light Stan's long and dedicated work in the industry."

Zontek is the longest-tenured USGA employee and has served as regional director since 1976 — first in the Northeastern and North Central Regions before moving to the Mid-Atlantic. He was agronomist for the Northeastern Region from 1971-76.

A graduate of Penn State University's turfgrass management program, he is an honorary member of nine regional golf course superintendent chapters, a board member of the Musser International Turf Foundation, a member of the USGA Green Section Award Committee, and a member of the National Honor Society of Agriculture and the Technical Resource Advisory Committee of the Golf Course Superintendents Association of America.

Past recipients of the Rossi Award include Robert Trent Jones Sr., Joe Jemsek, Alice O'Neal Dye, Dr. Joe Duich and Geoffrey Cornish.

Zontek is a former Penn State pupil of Duich's. Indeed, when Duich accepted his Ross Award in 1995, it was Zontek who introduced him.

## Randall & Blake acquires Contra Costa Landscaping

LITTLETON, Colo. — Randall & Blake, Inc. (RBI), a Littleton contractor known for construction of numerous golf courses and the playing surface at Coors Field, has purchased a California firm to take advantage of the state's economic upswing.

Contra Costa Landscaping, Inc. (CCL), based in Martinez,

Calif., will add three satellite offices to RBI's current locations: three in Colorado and one in both Texas and Utah.

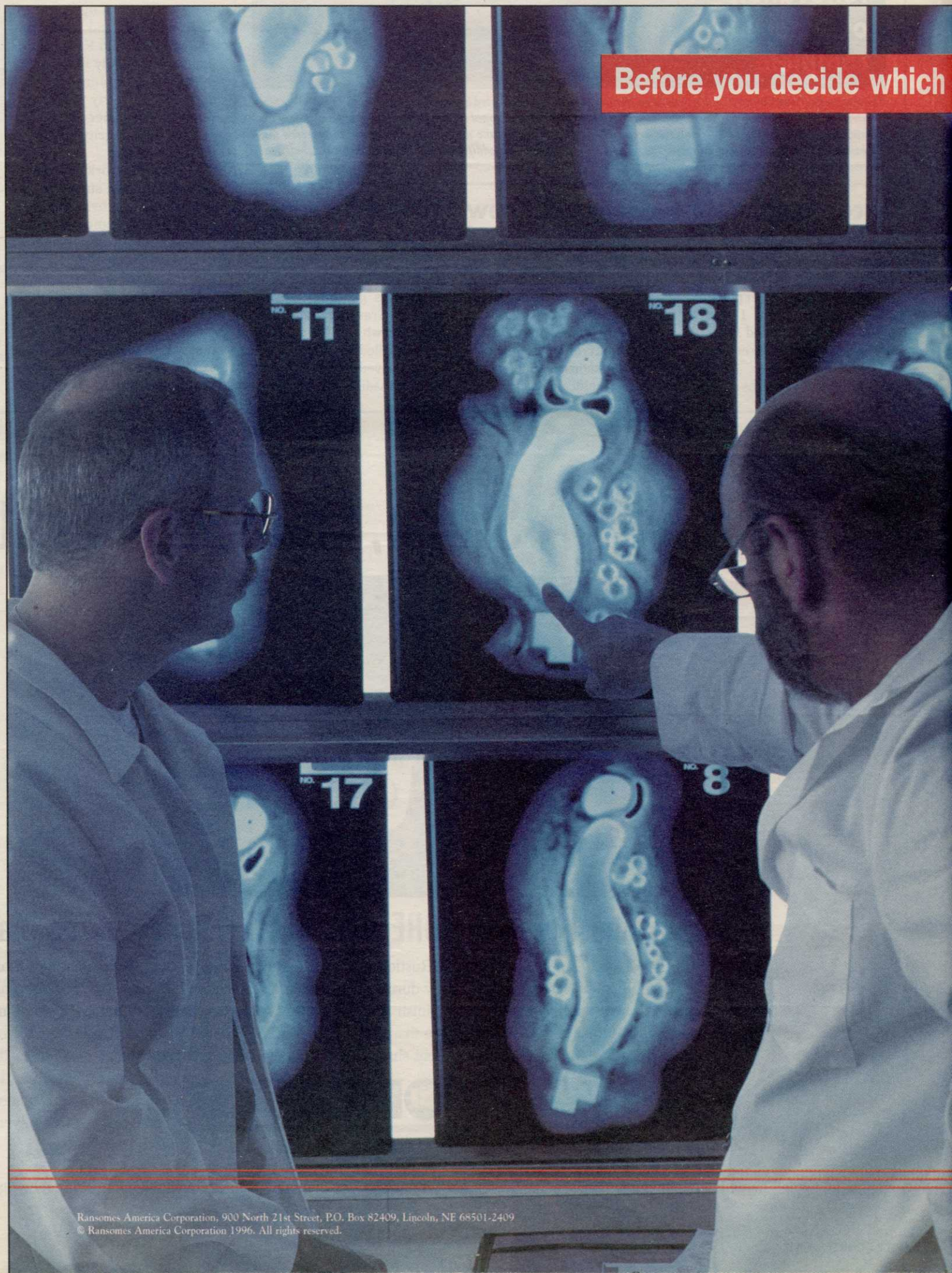
"It's a safety net more than anything," said Rick Randall, RBI chief executive officer. "When the market finally settles down in Colorado and Utah, it will just be heating up in California and

Texas. This has been the trend for years. If we can provide our employees an opportunity to work during the winter or during down markets, we are satisfying one portion of our corporate mission, making RBI Companies a stable workplace for our people."

RBI Golf is building four to six

golf courses in Northern California in 1997. The buyout will provide a home office for these typically nomadic crews.

CCL needed the support of a larger company to generate the bonding capacity and newer equipment needed to keep up with California's strengthening market, said Randall.





During its annual Executive Board meeting last month, the American Society of Golf Course Architects (ASGCA) agreed to a group interview conducted by the Golf Course News staff. The results appear below. Participating ASGCA officers included President Denis Griffiths, Vice President Alice O'Neal Dye, Treasurer John LaFoy, Secretary Robert Lohmann and Immediate Past President Jeff Brauer.

## ASGCA directors discuss the future

**Golf Course News:** There is a huge crop of young golf course architects entering the field. Are they affecting fees and taking away business?

**John LaFoy:** There has always been a sort of food chain in any business. There are always [clients] out there who are going to hire somebody whose fee is less

and who is perhaps not qualified. But I wouldn't say they are stealing business. I've always told my clients to hire the best architects they can afford, whether it's me or Jack Nicklaus or the guy down the street who has just hung out a shingle.

**GCN:** Is there enough work for everybody?

**LaFoy:** We're all salesmen and it's my job to sell myself. If I lose a job I look at it as being my fault, or else the client was looking for something else. I've always felt that I match up with my clients. And sometimes you just don't feel comfortable with a client, and it's best for you and for them that you don't get the job. If someone gets

a job for half your fee, well, I wasn't going to work for that amount anyhow. I compete with people on my own level. I didn't lose that job; someone else won it.

**GCN:** It hasn't affected you getting the jobs?

**Jeff Brauer:** In my case, the hit rate seems to be the same. It's tough out there. There are a lot of good people out there doing a lot of good work.

**Alice Dye:** A lot of these young architects are already working for members of the ASGCA. That's how they're learning, because our [entrance] qualifications are quite stringent. They have to build a number of courses and they have to do quality work before they can even become a member of the society. I think a lot of us have been very instrumental in helping a lot of these young architects get started because we want them in our society.

**LaFoy:** A number of people in our society — Lee Schmidt and Bobby Weed, for two — have trained under Pete and Alice. So that is a good point.

**Denis Griffiths:** One of the concerns all of us in the society have is, what's the impact of younger architects with less experience doing projects where they don't understand the complexity of what is involved in golf course design today. Twenty years ago a routing plan, a good idea of what a golf course should look like, and a scale in your back pocket were about all the credentials you needed to do a pretty good job. But today the intricacy of getting a project from start to finish is far more complex. It's a bit scary... and I feel it is a major concern.

**GCN:** So you are saying a person needs an apprenticeship rather than, say, jumping from landscape architecture school into golf course design?

**LaFoy:** That is absolutely right. One thing that isn't talked about is architectural roots. It's awful hard to establish any kind of roots without serving an apprenticeship. For example, both Bob [Lohmann] and Jeff [Brauer] have roots attached to Robert Bruce Harris and beyond. My old boss, George Cobb, went back to Fred Finley, a Scotsman. Dan Maples' roots go back to Donald Ross. Pete and Alice did extensive research in Scotland and Ireland before they even attempted a job. A lot of the newer architects just hanging out a shingle have no roots and nothing to take hold as far as architectural style. That's why you see, I'd guess, about 75 percent of the new architects trying to copy the Dyes, or Fazio, or others. And in those cases you only get a cheap imitation.

**Brauer:** Bob and I came through [Ken] Killian and [Dick] Nugent, great technical architects. We went through the '80s

Continued on page 44

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CIRCLE #125



# Mootes carry on the Thompson design tradition, and their own

When Robert Mooté went to work for famed golf course architect Stanley Thompson, little did he know he would become an established designer in his own right, and be joined by his own son, David, in the business. Forty years later, Robert and David Mooté are busy designing courses throughout Canada. Robert, who holds a degree in agriculture and horticulture, was a green consultant to the Royal Canadian Golf Association and also designed with C.E. Robinson and his brother David S. Mooté, who in 1964 was president of the Golf Course Superintendents Association of America. Bob Mooté's son David, whose drive to a professional hockey career was halted by a knee injury, earned degrees in sports psychology, turf management and landscape design. They work out of Brampton, Ontario, Canada.

**Golf Course News:** When Dave was born, did you think he might follow in your footsteps in golf course design?

**Bob Mooté:** I was hoping he might. He worked with me when he was 6, 7 and 8 years of age — just like he himself takes his kids out now.

**GCN:** Dave, did you have an advantage over other kids?

**Dave Mooté:** I certainly didn't recognize the advantage at that time because it was matter-of-fact. It's only in recent years — and I'm

43 now — that I've appreciated more and more the heritage and history and tradition that is passed along.

I did not appreciate the art of the work as a child. But I got an appreciation of standards. It is ingrained by tagging along all those years. Then I worked on the golf course as well — not just in construction, but in maintenance and caddying, including caddying in the Canadian Open when Jack Nicklaus played. And I gained appreciation for what the standards are — what is good, bad or indifferent — and what the common person would like in a golf course. That exposure is important. It's experience. And it takes a lifetime. I gain more and more from him [Bob] now — probably because I listen more.

**GCN:** Did you plan, Dave, to be an architect?

**DM:** There was a time when I didn't know what I was going to do. There comes a time when you have to decide definitively that you love [this work] because you are taken away from home, the hours are not consistent and regular.

**GCN:** Do you think about it because your dad taught you?

**DM:** A lot of it is exposure, and not everybody has the opportunity to get out to all these golf courses. A lot of it is intrinsic, too, no question. Having that "feeling." When you stand on a

## Q & A



The 6th hole at Oaks of St. George Golf and Country Club in Paris, Ontario, Canada, a semi-private course designed by Bob and David Mooté.



Father Bob (right) and son David Mooté.

tee, you have to know that that hole feels right, the psychological perception, all the parameters that the average golfer would never begin to think about.

**GCN:** Dave, do you find you have the same tendencies in design as your father?

**DM:** Yes. There is a grounding in terms of principles. We are in sync, knowing what the other is thinking.

**BM:** We have the same philosophy, but I can see Dave now moving in a slightly different direction: more bunkering and waste bunkers.

**DM:** I'm always trying to build two golf courses in one — meaning, one top-end caliber and also making a conscious effort to make the high-handicapper feel like he is on the best course possible.

**GCN:** How did your education prepare you for this work, Dave?

**DM:** You have to wrap those elements [sports psychology, turf management and landscape design] in agronomy. I approached it more from the operational or maintenance perspective. That's very much a good part of my business right now — regenerating golf courses, renovating them to practical, feasible economic operations and taking them back to their natural states as well, so the maintenance costs are not so prohibitive. I've gone from the maintenance side of things and leisure psychology to try to appeal to everybody, get everyone

moving and comfortable, appreciative of what's out there like it's a walk in the park. It's not just a sporting activity. It's all these things wrapped into one. And it's so psychological that that's what I like to aim for. That's a little different from other people. We're as busy as the top guys, but people get an appreciation for what you do and you get your own niche.

**GCN:** Will your 15-year-old son Jeff follow in your footsteps, Dave?

**DM:** It's up to him. All our kids sit beside me at the drafting table. I've got sketches from all of them. Jeff is a dedicated individual. He's got probably more creative flair than I do. Maybe not an appreciation, at this stage, for the technical. I'm a technician from the word go. But he and all the kids have a creative flair. They are all good golfers, too.

At least they're aware enough to make an intelligent choice. They won't be in it for the romanticism because Jeff has been

out to his waist in snow for three days at a time staking out a golf course.

**GCN:** Would the child of an architect have an advantage because of the genes or knowledge that this career path exists?

**DM:** I think there is an advantage because there are so few opportunities. The entry points are few and far between.

**GCN:** Bob, what attracted you to design?

**BM:** When I graduated in agriculture Stanley Thompson offered me a job. He gave me a pick and shovel and sent me to the Maritimes. He asked me what I'd like to do in the coming winter. I said I'd like to take some drafting so I can put more on canvas. I did that and we went to Toronto and got so busy. We never slowed down. We'd work all night and get up early in the morning.

**DM:** My mother used to say Dad never got creative until 11:30 at night.

**BM:** But that's the way it is. You've got to go when the spirit moves. To me that's what the allure is: getting lost in a project, deeply entrenched in it. You have to look at so many facets. You're building it for generations, not just for today.

You have to get lost in your projects, completely and without distraction. People may look at you like you're quirky and off the wall, but that's the way it is. I think there is something similar between the best architects and the best superintendents. The best superintendents aren't necessarily at the best courses and don't have the biggest budgets. The guys at mid-range have to use their ingenuity and really best find the level that suits their economic capabilities.

## P.B. Dye opens first nine at Heritage

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 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.

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## Fathers & Sons

Continued from page 35

jumping aboard their family design firms.

"I thought I'd always work on a golf course — in what role I wasn't sure," said Grant Puddicombe, who worked as a superintendent for two years before he and Mark confronted dad Sid, also a superintendent, at Christmastime 1980. They immediately set about opening their firm, headquartered in Nisku, Alberta, Canada.

"I've been around it [golf course design] my whole life," said Carter Morrish, "going out to Shoal Creek [in Birmingham, Ala.], living with Dad in the summers. It's always been in my head. It's just a natural thing."

A natural thing — in the genes, perhaps?

"I think it's a combination of genetics and/or background," Jay Morrish said.

Sid Puddicombe agreed about the influence of experience. "I think it's just what children are exposed to," he said. "Growing up on a golf course and being involved in it, you get attached to it. They've tried other work and the love of golf has brought them back."

"He knows the business inside out, by osmosis, growing up in it," Dick Nugent said of Tim. "He knows all the fundamentals of drafting and drawing and presentations — how to shake the ideas off your fingertips onto the paper."

"In my teen years I was drawing golf courses," said Bruce Matthews. "I think it comes inherent in a love of the land. We were an outdoor family. While hunting and fishing, you look at land forms and how and why they happen."

...

In the various father-son businesses, there is give-and-take — both ways.

"There are a lot of things we've kept in perspective that our father taught us," said Grant Puddicombe. "Do it right. Do it once. For us the biggest way to keep quality control is not to do too much work, to limit what we can control and handle."

"I've got my own style," said Bruce Matthews, "but if you superimpose one of my greens over one of granddad's, an architect could say, 'I know where that came from.'"

The children have added various dimensions to their fathers' businesses and design projects as well.

"When we added Tim, we expanded our abilities greatly, in everyday business, helping clients with their *pro formas*," said Dick Nugent. "When you do a golf course, you do a business plan, a *pro forma*, to come up with how you're going to pay for it. It

helps if you're on the same page as your client... Tim also has a lot of ability in the design area. He has a good eye for things."

"I added maintenance and operations [know-how]," said Bruce Matthews, who has now opened his own company, Design 3, based in East Lansing, where uncle Jerry also has a practice. "I had a turfgrass degree. Jerry has landscape architecture and a master's in urban planning."

Carter "has taken a lot of pressure off me in taking field trips," said Jay Morrish. "We alternate trips and every third time we go together."

Yes, but who is the boss?

"I have the final say. I'm the boss," Dad Morrish said.

But Carter put his own spin on the situation: "He's the boss, but we're more partners than me working for him."

"I try to be," Sid Puddicombe

said. "In most instances we sit down and go over the project. We have a great relationship and we use [third son and superintendent] Todd as a consultant. Until we're all totally satisfied we don't go ahead with anything."

Nugent put the question in perspective: "You don't teach your son anything," he laughed. "All you can do is listen. They just become more courteous about listening to you."

### ROBERTS JOINS PLAYER

Gary Player Design Company has hired Kirk Roberts as a design associate. Roberts can be reached care of the Gary Player Design Company, located at 3930 RCA Boulevard, Suite 3001 Palm Beach Gardens, Fla. 33410; telephone 561-624-0300; fax 561-624-304.

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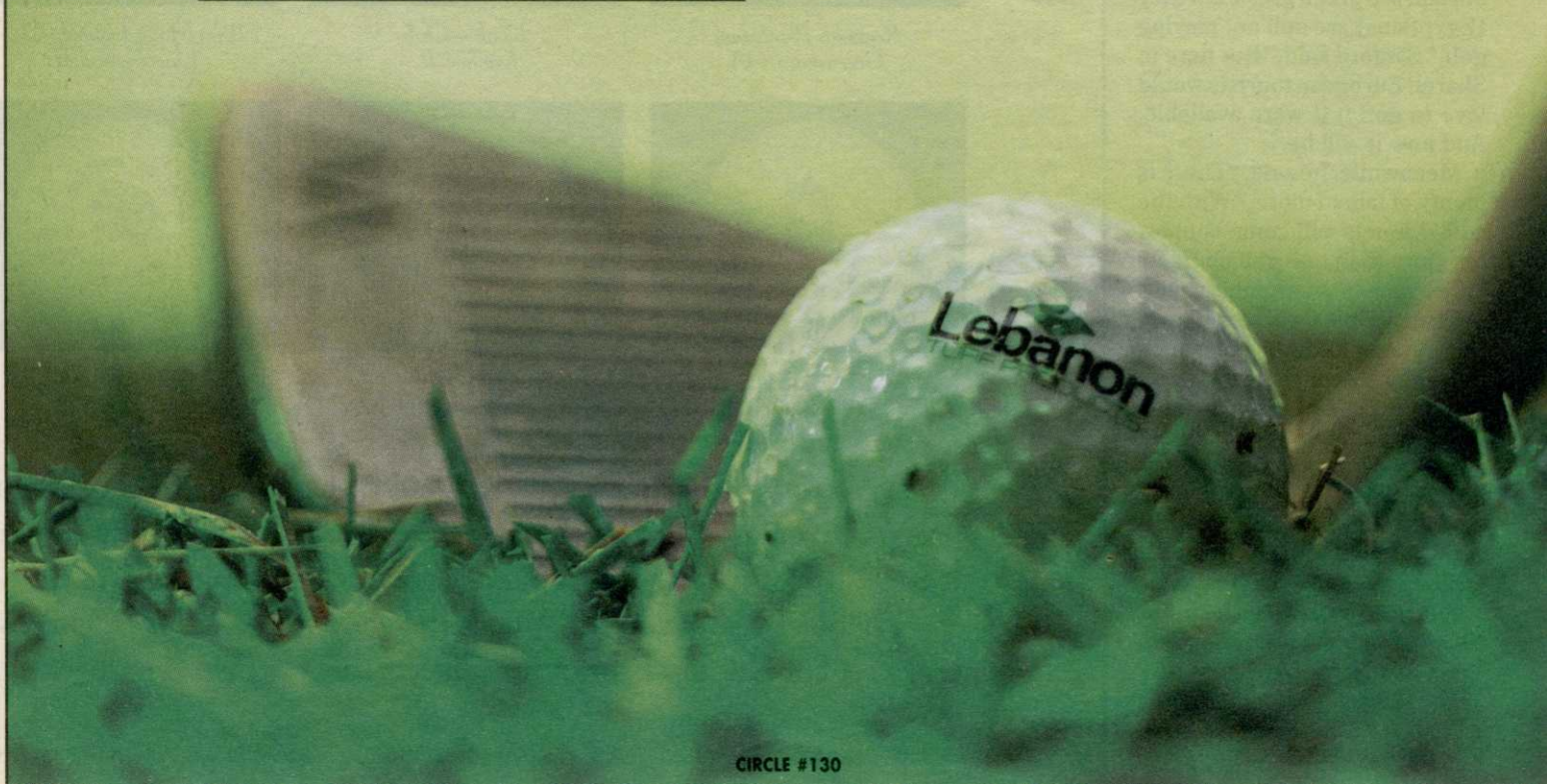
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# Sanford course part of larger tourism plan on Sinai

By MARK LESLIE

SOUTH SINAI, Egypt — Establishment of the South Sinai as a destination tourist resort will take a new step forward in Sharm El Sheikh with the opening in mid-summer of the peninsula's first golf course.

"The Egyptian government wants to increase tourism not only to the archaeological wonders here, but also to make the eastern coast of the Sinai between Sharm and Taba a sort of Riviera of Egypt," said golf course architect John Sanford.

Sanford, of Jupiter, Fla., who designed the Naama Golf Course here, said: "In the three years I've been coming here, it has probably doubled in size."

Chains of the magnitude of Hyatt, Marriott, Sonesta and Intercontinental are either opening hotels here, or are in the planning process. There are now 3,000 to 4,000 hotel rooms in the area, and another 2,000 are expected to be built in the next five or six years.

The government owns all the land in the Sinai and is making it attractive to Egyptian developers to encourage people from all over the world.

"They have the European market pretty well captured," Sanford said. "They're hoping the golf courses will pull in a whole new market to this area — Japanese, Koreans and other Asian golfers, as well as Americans."

Naama Golf Course will be one of only a half dozen in the country. A couple of others outside Cairo are in the same construction sequence as the one here and should open for play this summer.

"A few new country club communities around Cairo have opened. Egyptians are selling units there so people can look out and see green grass, but they [Egyptians] are still not playing golf," Sanford said. "But here in Sharm, European tourists would love to golf if it were available. And now it will be."

Meanwhile, he said, "There is plenty of talk of more." With the added hotels will come support for more than one golf course.

The major constraint is water. Naama Golf Course will survive because its developer, which owns The Movenpick hotel here, is building a sewage treatment plant. That plant will supply Naama's irrigation water.

Otherwise, the Sinai has no natural sweet water, Sanford said, adding, "All the wells we drilled have come up pure salt."

Naama's master plan includes 300 villas along with restaurants and a new 5-star hotel.

The climate in South Sinai is

suited for tourism. It is extremely hot in the summer and very temperate in the winter.

The area, in Sanford's view, "is awesome. The Red Sea on one side is a beautiful body of water. Our site looks at Tiran — where the Red Sea parts and goes to the Gulf of Suez to the northwest and Golf Elat to the northeast ... and on the other side is the mountains of the Sinai which

turn all different colors at sunrise and sunset."

...

Naama Golf Course covers more than 150 acres of land, but the grassed area is about 70 acres. Because there is no vegetation on the property, planners will undertake a thorough landscape plan, introducing trees, palms, shrubs and ground cover.

"We have the effluent water to

keep it lush and green," Sanford said. "But at the same time we don't want to obliterate the desert. We're using it for a lot of waste areas between holes and interacting with the strategy of a number of golf holes."

The construction has been made interesting, also, because the ground is tough coral shell. It has had to be ripped and crushed, much like construction



John Sanford

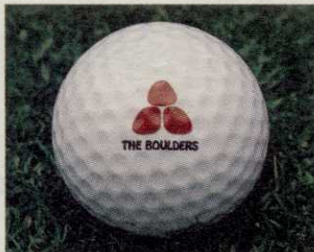
on lava sites.

"All the play areas have had to be completely topsoiled with good material," Sanford said.

That chore has been the job of Total Golf Construction, the golf course contractor from Vero Beach, Florida.



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## Smyers to design Lochenheath for Outback founders

TAMPA, Fla. — Steve Smyers has been selected to design and build a private golf club here for Outback Steakhouse founders Bob Bushman and Chris Sullivan.

Founding member and 1975 U.S. Amateur champion Fred Ridley will also play a key role in development of the club. Currently a Tampa attorney and U.S. Golf Association Executive Committee member, Ridley was a teammate of Smyers on the 1974 University of Florida national championship golf team. The club has been named Lochenheath in reference to the site's natural lakes (loch is a Scottish word for lake), British heathland-like soil

and flowering shrubs.

Located in northwest Tampa — just 15 minutes from the airport and approximately 10 minutes from Florida's Gulf Coast — the 312-acre property was the object of an extensive search by architect Smyers.

"The property's most critical element is its excellent sandy soil," noted Smyers. "All the great courses of the world were built on sandy soil — from the British Isles and the sand belt courses of Australia to Pinehurst, Long Island and the sand hills of Nebraska in the U.S. It's a must to create a course that plays fast and firm, particularly in Florida."

### HARBOTTLE'S RIDGECREST OPENS FOR PLAY

NAMPA, Idaho — Ridgecrest Golf Club has opened for play here. The public course, designed by John Harbottle, features a links touch and panoramic views of the Rocky Mountains. Four sets of tees offer a variety of lengths stretching to 6,836 yards from the tips.

## Childs hired to transform Mich. sand pit

COLUMBUS TWP., Mich. — The golf course architectural and consulting firm of Don Childs Associates has been awarded two design and consulting contracts.

The design of Sand Creek Golf Club here will exhibit a unique use of the site in development and design.

Meanwhile, the city of Parma, Ohio, has awarded Childs the contract for course architectural and consulting services for the provision of a master plan to address future facility improvements.

When Vena MacCracken, president of Sand Creek Development, acquired the Columbus Township property, it was an abandoned sand and gravel operation with a 22-acre pond.

The Childs Associates development team came up with a plan that allowed the site to continue the quarry excavation while simultaneously sculpting a golf course routing.

"This was exactly what we needed to accomplish to meet the city's Land Re-use Ordinance for mining and excavation projects," MacCracken explained. "Don and his staff laid out a course routing that allowed us to excavate more than one million cubic yards of sand that will potentially be used in major road construction projects.

"At the same time," MacCracken continued, "our dozer operators will be sculpting the site to the routing and grade requirements for the golf course."

When completed, the team will transform the 176 acres into a routing that will maintain the natural woodlands, lakes and wetlands, with elevation changes of up to 60 feet.



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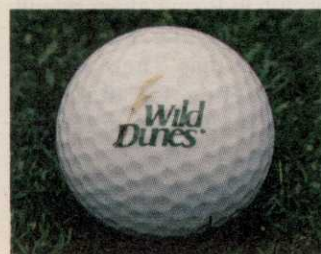


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**ASGCA OFFERS REMODELING GUIDELINES IN BROCHURE**

The American Society of golf Course Architects (ASGCA) has introduced a new brochure, "Remodeling Your Golf Course," to help owners, managers, superintendents, green committee members and others who might be involved in remodeling a golf course. To obtain a free copy, phone the ASGCA at 312-372-7090, or visit its website at [www.golfdesign.org](http://www.golfdesign.org).

**Q&A: ASGCA directors**

Continued from page 37

and experimented with changes of styles and I find my work going right back to what Nugent told me Robert Bruce Harris told him in 1949.

**GCN:** Alice, you said you were wondering how young architects can make it today. Are those who are coming in and getting one or two jobs a year surviving?

**Dye:** I wish I could answer that, but I don't know. We have been instrumental in helping quite a few people get started and we're continuing to do that. We get a

lot of letters from people asking to work for our firm. A lot are trying to get into this field. And I don't know how they can do it unless they do join a firm and serve an apprenticeship.

**Bob Lohmann:** A lot of people, often landscape architects, work for [golf course] builders as foremen or job superintendents. They get an opportunity to work with architects and with construction plans. There's no better way to learn than that. I did that with Ken [Killian] and Dick [Nugent].

**GCN:** Baby Boomers are starting to turn 50. How will the aging of the population, in particular the Baby Boomers,

impact design, if at all?

**Brauer:** I think we've seen some of the changes have already taken place. The Baby Boomer generation is less "clubby" than previous generations and that's led to the public golf boom. They have disposable income at the peak of their career, and that has led to the upscale public golf course. When you talk about physical design, you try to research the market. I researched myself. I turn 42 in a month and I notice very specific design changes. For example, I pay a lot more attention to climbs up onto the tee and make sure you don't have to go through 30 mounds to get to the greens... Look at the access points to the greens and tees as they relate to the cart path. Thirty years ago, you looked at the access points to the green coming from the front. Now you see them coming in from the side.

**Dye:** I think Baby Boomers are going to want to play different golf courses. Whereas before, people belonged to one club and stayed and played there... They will travel.

**GCN:** The older generation plays more golf than the younger population. Is it going to drive the building of more courses and mean more work?

**Lohmann:** An example of remodeling: Mike Hurdzan is designing a new course in Peoria, Weaver Ridge, a public course. The two private clubs in town — Mount Holly and Peoria Country Club — have been doing nothing [for improvements] for years. And all of a sudden they both went into major remodeling. I think you will see a lot of that all over the place, existing courses deciding they have to keep up with the newer courses...

**LaFoy:** Birmingham, Ala., has always been a big golf city. After Shoal Creek was built, Mountain Brook Club, an old Ross club rebuilt. Then Pete and Alice redid the old West Course at Birmingham Country Club; then they redid the East Course. Vestavia rebuilt; Green Valley rebuilt. Probably three or four other clubs in Birmingham rebuilt. In a period of five years, almost every country club in Birmingham rebuilt after Shoal Creek moved in. I think you will continue to see that. There will be more clubs competing for the Baby Boomer business in addition to the upscale daily-fee courses.

**GCN:** Eighty percent of today's new courses are public. Do you see this trend continuing?

**Brauer:** I don't think it's a new trend. I think starting in 1897 it's been going. I pulled out some old minutes of ASGCA meetings. In its second or third year, [the society] was talking about creating more access to public golf.

**Dye:** Public golf has changed from just municipal golf, where the courses were miserable, up to the point where some are very nice now.

**GCN:** What is being done and what can be done to develop less costly golf courses?

**Griffiths:** I haven't seen a trend yet. We're still going up. I think a lot of it is perception: This goes to the Baby Boomers, who feel they have to play on an upscale daily-fee golf course. Why? What's wrong with just a good, quality golf course that doesn't have waterfalls or lakes but has a medium amount of maintenance and is an enjoyable experience? I think our perception of what is a "quality game of golf" today is a bit twisted. Just because I didn't have a perfect lie doesn't mean my game was ruined.

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BRIEFS



**MCCARLEY TO HEAD MOUNTAINBROOK**

SCOTTSDALE, Ariz. — SLV Golf Properties has named Mack McCarley director of golf operations for the Scottsdale-based golf development and management company, which is developing the new MountainBrook Golf Club in Gold Canyon as a joint venture with UDC Homes. Prior to joining SLV, McCarley served as director of golf for the Phoenician Resort in Scottsdale, Superstition Springs Golf Club in Mesa, and most recently Cottonwood and Palo Verde country clubs in Sun Lake.

**BRASSIE NAMES DEVELOPMENT DIRECTOR**

TAMPA, Fla. — Brassie Golf Corp. has appointed Peter Tom "P.T." Willis as director of business development. Willis most recently was a member of the Celebrity Golf Association Tour, where in 1995 he ranked second in earnings. Prior to that, the Florida State University All American quarterback played for the National Football League's Chicago Bears.

**LAKE LANIER GETS PRESIDENT**

GAINESVILLE, Ga. — KSL Lake Lanier Islands Inc. has named entertainment industry veteran Ray Williams its first president and chief executive officer. Williams will be responsible for overseeing the day-to-day operations of LLI Inc. as well as managing capital development of the 1,100-acre, state-owned property, which includes two golf courses. Williams previously served as president of Salt Lake City-based Arrow Dynamics, a leading manufacturer of theme park rides and attractions.



Ray Williams

**CMAA CONFERENCE SET FOR JANUARY**

ORLANDO, Fla. — The 70th Annual World Conference on Club Management and 20th Exposition of The Club Managers Association of America (CMAA) will be held here Jan. 20-24. The conference will bring together club industry professionals for five days of education, social events and the largest trade show in the Association's history. Industry leaders, experts and instructors will present nearly 80 education sessions during the week-long Conference. For information, contact CMAA at 703-739-9500.

**AGCC joins reciprocal membership club**



Pyford Golf Club in Surrey, England, is a private golf club operated by American Golf Country Clubs, which has instituted a reciprocal play policy at its 55 properties.

**Member Advantage Plan now in effect worldwide**

SANTA MONICA, Calif. — American Golf Country Clubs (AGCC), a division of American Golf Corporation (AGC), has announced a new enhancement to its Member Advantage Plan, The Club To Club Transfer Advantage.

Members at any AGCC property can now transfer their membership to other participating AGCC clubs outside a 50-mile radius of their current club. With more than 55 private country clubs throughout the United States and United Kingdom, this new member advantage allows members to retain their initial investment by applying the initiation deposit paid to the original club to the deposit at another AGCC club.

"We look forward to providing

Continued on page 50

**Heacock goes far with the biggest of the big**

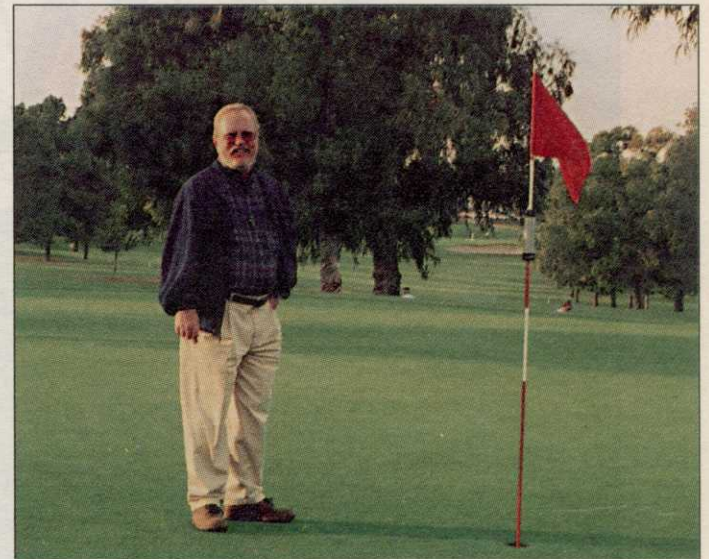
By PETER BLAIS

Understanding one's own values, what is important on a personal and professional basis, is the key to becoming an upper level manager in a large course management company, according to the vice president of agronomy with the world's largest management firm.

"For an aggressive person with a real technical competency for growing grass, there are more pros than cons and a chance at a great career with a course management company," said Mike Heacock of American Golf Corp. "But for a guy who wants to run or own his own course, be home weekends and take long fishing trips, it's probably not the way to go."

Heacock has parlayed his managerial aggressiveness and technical knowledge into a position as lead agronomist for the 250-course chain, assisting and advising AGC superintendents throughout the United States and United Kingdom. He is also director of maintenance for the firm's 38 Southern California public courses, where he oversees a \$20 million annual maintenance budget.

Heacock got into the course maintenance business by accident. After bouncing in and out of college the previous eight years, he enrolled in California Polytechnic University



Mike Heacock on the 13th green at Recreation Park GC in Long Beach, Calif.

at Pamona's landscape architecture program in 1972. The registrar's office scheduled him into the wrong class, a 400-level turf management class.

"I went the first day just to be polite," he recalled. "Dr. Kent Kurtz was the instructor. He told me landscape architects needed to understand turf. I liked what he talked about and by the end of the week I was still in the class and had a part-time job raking traps and operating a 21-inch rotary

Continued on page 48

**Club financials focus of new CMAA report**

ALEXANDRIA, Va. — The Club Managers Association of America (CMAA) has released the results of its 1996 Operations and Financial Data Survey, conducted by Public Opinion Research, Inc.

A significant departure from earlier Operations and Financial Data Surveys undertaken by CMAA, the 1996 survey was expanded to collect vital club income and expenditure figures as well as information on membership policies, club privileges and membership categories. It also collected information on dues, initiation fees and capital funds, among other areas.

Continued on page 46

**Palmer/Olympus team on Herculean task**

ORLANDO, Fla. — Arnold Palmer Golf Management Co. and Olympus Real Estate Corp., a Dallas-based private real estate equity firm, have announced they have formed a partnership to provide more than \$35 million in equity capital to fuel Palmer Golf Management's aggressive growth plans.

Palmer Golf Management, founded by Arnold Palmer in 1984, acquires, leases and manages quality golf facilities worldwide, working with developers, corporations, municipalities, universities and private owners.

Headquartered here at Palmer's Bay Hill Club, the company currently manages a network of 20 golf facilities.

"Palmer Golf Management is all about providing value and access to the game of golf for everyone," said Arnold D. Palmer, founder of Palmer Golf Management.

"Our goal with our new partners at Olympus is to build a national network of golf courses and clubs, which will provide an entertaining, quality golf experience for entry-level and serious golfers alike."

David B. Deniger, Olympus Real Estate President and chief Executive Officer concurred: "Olympus is excited to commit capital to support the legendary Arnold Palmer and Palmer Golf Management's CEO, Peter Nanula, in their efforts to grow and, at the same time, provide golfers with superior services and the highest quality. Arnold Palmer has been a leader in expanding public interest in golf, and Palmer Golf Management's quality operations are consistent with Olympus' desire to partner with world-class operators. Palmer Golf Management is an excellent addition to

Continued on page 50



## Club Managers Association of America starts web page

ALEXANDRIA, Va. — The Club Managers Association of America (CMAA) has created a public site on the World Wide Web. The CMAA home page can be accessed at <http://www.cmaa.org>.

CMAA's homepage contains information for prospective members, industry-related professionals, and the private "members-only" areas on ClubNet. In 1995, CMAA launched a

private, on-line computer network — ClubNet. In response to feedback provided by managers using ClubNet during its first year of operation, CMAA opened its own web site and moved ClubNet onto the Web. This move eliminates a per-minute charge formerly associated with ClubNet and also allows CMAA to diversify its audience. For more information contact Tamara Tyrrell at 803-739-9500.

## CMAA study

Continued from page 45

The survey identified more than 400 managers who have agreed to be resources for other managers. This will allow CMAA to link managers who are considering a fitness facility or facing a pool renovation or major clubhouse renovations with managers who have recently done the same thing.

Highlights of the survey results include the following.

- The average age of club members has decreased by one year from 56 in 1990 to 55 in 1995. On a national level, cross-tabulations show increases in younger age groups and decreases in older age groups since 1990.

- The average initiation fee for a full membership in a country club is \$16,142, with a dues level of \$226 per month. Average golf club initiation fees are \$44,608 with a dues level of \$295 per month. The average city club initiation fee is \$2,521, with an average dues level of \$114 per month.

- Twenty-four percent of the clubs currently maintain waiting lists. This number increased to 31 percent among golf clubs, but dropped to 16 percent among city clubs. The average wait time for someone on the list is 19 months. This average has declined from 23 months in 1990.

- The survey shows that clubs are in a constant state of physical change. Half of the clubs that responded have completed golf course improvements and minor clubhouse renovations in the past five years.

- Sixty-five percent of the clubs have minimum spending requirements. This number increases to 75 percent among country clubs. The average minimum is \$648 per year.

- The average golf course supports 30,000 rounds of golf per year. Rounds of golf vary according to the number of holes and number of golfing members at the club.

- Half of the clubs have golf shops that are operated by the pro, while half operate their own shops. Cross-tabulations indicate that the majority of golf clubs operate their own shops (55 percent club vs. 38 percent pro), while the majority of country club shops are run by the pro (50/45).

- Fifty-four percent of the clubs surveyed run outside golf events. The average revenue generated from these events runs from a high of \$41,878 to a low of \$7,657.

- Twenty-eight percent of the clubs that participated in the survey have fitness centers. This number increased from 19 percent in 1991. According to the respondents, 35 percent of those clubs that do not have fitness facilities are considering them. This number includes 19 percent of the golf clubs, 41 percent of the country clubs and 23 percent of the city clubs.

- Ninety percent of the clubs are using computers in their operations. Sixty-two percent of the general managers have computers at their desks. Twenty-one percent have e-mail addresses.

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### Circulation breakdown:

Europe	5,200
Canada	3,600
Asia	5,900
South Africa	400
<b>Total:</b>	<b>15,100</b>

### Target audience:

- Owners
- Architects
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PERSONNEL CORNER

## Is the customer always right?

By VINCE ALFONSO

This question has plagued retailers and service providers since B.C. was a baby. The following story begs the question. Read it, then you decide.

Please write me and let me know your thoughts.

My assistant's frazzled voice burst over my intercom, "Vince, could you come here? I've got a customer who is really upset and I don't know what to do next. I've done everything I know how to do and he's still mad."

If I haven't learned anything else in my 40 years in business, I've learned that when employees ask for help, give it to 'em.

My office at The Rail was in a little red brick building 20 steps from the clubhouse. As I hustled to the counter from my desk, I prayed for wisdom. Something told me I was going to need it.

After consulting with my assistant for a moment, I got the picture. The customer had bolted into the shop, threw money at my assistant and told him to hurry up and sell him an 18-hole greens fee. He said he was going to join the twosome going down No. 1. My assistant politely explained the course was full and he had just sent that twosome off to join the previous twosome, so it wouldn't play so slow for either of them. He further explained he had a spot for him in 16 minutes with a threesome.

The guy would have none of it. He wanted to play and he wanted to play now, not in 16 minutes. He added if he was not allowed to play, instantly, he was going to leave and never come back.

I knew immediately I wasn't going to need just wisdom, but massive quantities of wisdom, to handle this situation. So, I took the gentleman aside so he could tell me his story. It didn't take long to learn this man had no story to tell. He simply leveled the same ultimatum on me that he had leveled on my assistant.

"Either I play now or I will leave and never grace your 1st tee again!!" he shouted.

As I pondered what to say, I remembered how Jesus handled tough situations. Jesus always seemed to answer a question or ultimatum with a question. Therefore, I said, "Sir, should a customer get angry with a salesperson in an appliance store who tells the customer he can't sell him the three-piece worsted wool suit he has just asked to buy?"

He didn't appear too happy as he said, "What the #@?! has that

got to do with my request? I asked to play golf, not buy a three-piece worsted wool suit!"

Obviously, I was going to have to interpret.

"Sir, the point is this: The customer I referred to in my example was trying to buy a product the establishment did not sell. Appli-

ance stores don't sell worsted wool suits. You have asked The Rail to sell you instant golf. We don't sell instant golf. We sell golf tee times for twosomes, threesomes and foursomes. We sell golf for singles by placing them in the next available opening.

"We would have been glad to sell you a spot with a twosome who was going to have to play behind a course full of foursomes. But that was not the case.

We had just helped out that twosome by sending them to join another twosome.

"Sir, I did not have the product you were requesting. It's that simple. Don't be angry with me. If we sold instant golf my assistant would have been glad to sell it to you. By now the threesome my assistant was going to place you with is about to be called to the front counter. Won't you please join them and have some fun? Life's too short

for all this heartache."

The man said, and I quote, "If you don't let me play right now, I am going to get in my car and leave, and never come back."

"Sir," I said, "then I guess you will have to leave and never come back, because we have never and will never sell instant golf."

The man left in a huff.

**Moral:** The customer is not always right.

Right?



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*Vince Alfonso Jr. is president of Alfonso Creative Golf Enterprises Inc., and owner of Kimberling Golf Course near Branson, Mo.*



**NGP RELOCATES**

National Golf Properties, the real-estate investment trust established by American Golf Corp., has relocated to 2951-28th Street, Suite 3001, Santa Monica, Calif., 90405-2961. The telephone number is 310-664-4100; facsimile 310-664-6170.

**Heacock**

**Continued from page 45**  
mower at Candlewood Country Club in Whittier."

Heacock left Cal Poly in 1974 and took an assistant superintendent's position at Lakeside Golf Club (GC) in Los Angeles, the home course of many Hollywood celebrities. Hacienda GC in La Habra Heights hired him as superin-

tendent in 1976, but he returned to Lakeside two years later as head superintendent.

California Golf & Tennis, the predecessor to AGC, hired him in 1983 as regional superintendent overseeing the company's 21 Southern California properties. AGC expanded into New York City, Baltimore and Texas in 1984 and promoted Heacock to vice president of agronomy.

He began to travel nationally as AGC expanded from 34 to 160 courses over the next 10 years.

As the company grew, one of Heacock's major responsibilities was finding individual superintendents who could be promoted to regional superintendents capable of overseeing multiple facilities within the course clusters AGC had developed. Heacock soon

discovered that the people he recruited into those positions had many of the same strengths he possessed.

"To succeed in an executive position in a management company, regional superintendents must be able to do more than grow grass," he explained. "You need to be a management person who can grow grass."

What does that mean exactly? According to Heacock it means:

- Having formal business training.
- Being considered one of the top agronomists in your area of the country with the ability to solve agronomic problems and develop maintenance plans.
- Being able to get things done through other people.
- Having the ability to communicate orally and in writing.
- Being aggressive and energetic.
- Being a team player rather than a lone ranger.
- Understanding the whole golf business and how the agronomic function affects the entire operation.

"To be an effective manager, you have to be able to stand back and deal with the individual superintendent whose one course is his professional world," Heacock said. "You have to make him understand that everyone can't oversee an Augusta National. If you have a \$6 green fee, you have to give the customer the best \$6 course in your market, perhaps what he'd expect to pay \$8-10 for elsewhere. If you have a \$150 fee, you must give the customer a \$200 course. But you have to do it at the lower cost than your \$150 green fee competition. That's the challenge."

Heacock still spends three to four days a week on the golf course during summer, although most of his wintertime duties involve administrative functions in the office. He still considers time on the course the best part of his job. In 1996, as an interim course superintendent, he successfully hosted the nationally televised final rounds of the Bob Hope Chrysler Classic PGA Tournament on greens that had been dead just seven weeks prior to the event.

"But I know I could never have stayed at one course, unless I'd gotten heavily involved with the superintendent's association," said Heacock, who has spoken at many golf association events and is past president of the California and Southern California GCSAs. "Working [as head superintendent] at Lakeside was a great experience. But I know I couldn't go back and do that again."

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## Dallas-based REIT buys Carefree

CAREFREE, Ariz. — Carefree Resorts, a privately held company comprising five one-of-a-kind resorts in the American West, has entered an agreement to be acquired by Patriot American Hospitality, Inc., a Dallas-based real-estate investment trust (REIT) with more than 40 upscale hotels. The total trans-

action value is approximately \$210 million.

Carefree properties include The Boulders (Carefree, Ariz.), The Peaks Resort & Spa (Telluride, Colo.), Carmel Valley Ranch (Carmel, Calif.), The Lodge at Ventana Canyon (Tucson) and The Buttes, a Carefree Conference Resort (Tempe). Under its

new ownership, the company will continue to develop properties under the Carefree Resorts brand name. Its current management and corporate philosophy will also remain unchanged.

"We're pleased to secure the investment of a forward-thinking, well-capitalized REIT such as Patriot American," said Russ "Rusty" Lyon Jr., founder and managing general partner of Carefree Re-

sorts. "This infusion of capital provides the resources and flexibility we need to expand more readily in those markets in which our customers have expressed interest. We will continue to seek out exceptional properties to add to our portfolio, especially in Northern California, Hawaii, Mexico and the Caribbean."

"The Carefree organization is recognized as the top resort

management company in the industry, and has outstanding individual talent," said Paul A. Nussbaum, Patriot American's chairman and chief executive officer.

*Golf* magazine included all Carefree Resorts properties among its list of the "Top 100 Golf Resorts."

For more information, contact Carefree at 800-979-2999.

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# The Results Are In.

Seed Research of Oregon set out to find the Best 18 Bentgrass Greens in North America, planted exclusively to our own varieties of creeping bentgrasses—Providence (SR 1019), SR 1020, or the Dominant Blend. A winner was selected from each of the five regions and out of those five our judges chose...

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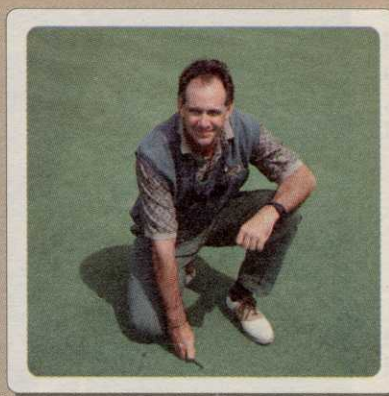
**Grand Prize Winner!**

**EAST**  
Kevin Pryseski  
Cattail Creek Country Club  
Glenwood, MD



Dominant

**SOUTHEAST**  
Mike Brisbois  
The Legends at Chateau Elan  
Braselton, GA



Dominant

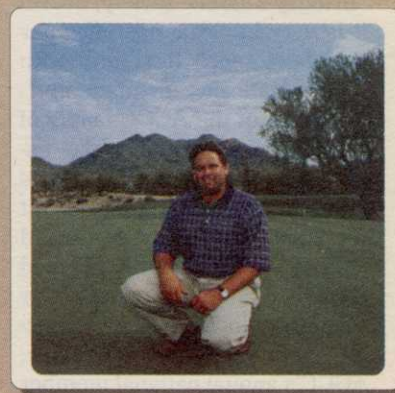
**MIDWEST**  
Don Tolson  
Fox Hollow at Lakewood  
Lakewood, CO



Providence

**WEST**  
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## NGF helps members develop own web sites

JUPITER, Fla. — The National Golf Foundation (NGF) has partnered with two Internet Web site developers, both with extensive sports-related experience, to provide discounted site development services for its members.

The participating companies, Miller Mauro Group of Wilmington, Del., and Spectra.Net of

Katonah, N.Y., have both become members of the NGF's Advantage Buying Program, established to provide NGF members with exclusive savings from preferred suppliers of products and services.

In making the announcement, Barry Frank, NGF's vice president of member services, noted

the foundation is also developing a beginner's guide to the World Wide Web and making it available at no charge to interested members. The guide will contain basic background information on the evolution of the World Wide Web, as well as tips on how to go about building a Web site.

The guidebook and the devel-

opment service are designed to assist those members who may be thinking of establishing their own Web site, but are perhaps not sure how to go about it or what the current and future opportunities are.

"More and more organizations in our industry are now tapping the communication and marketing potential offered by the Internet," Frank said. "These two new initiatives are being driven

by our belief that the vast majority of them are still wrestling with the decision.

"They also match up well with one of our primary missions which is to provide our members with as much information as possible to help them grow their businesses."

Members interested in more information can call the NGF Membership Services Department at 800-733-6006).

## Palmer/Olympus

Continued from page 45

our real estate portfolio, and will be synergistic with our substantial investments in hotels and residential developments."

Said Peter J. Nanula, president and chief executive officer of Palmer Golf Management: "This transaction will provide the substantial equity capital we require to lead the industry in innovations and memorable golf experiences. We now will be positioned to expand our alliances with independent course owners and corporate America to deliver — for the first time — a compelling format that consistently exceeds the demands of the golfing consumer."

Olympus Real Estate Corporation was formed in May 1994 by Hicks, Muse, Tate & Furst Inc. and David B. Deniger. Since its formation, Olympus has completed approximately \$600 million in real estate investments including numerous hotels, commercial assets and residential projects in California, Florida, Illinois, Texas, Arizona, Colorado, Connecticut and Massachusetts.

## AGCC members

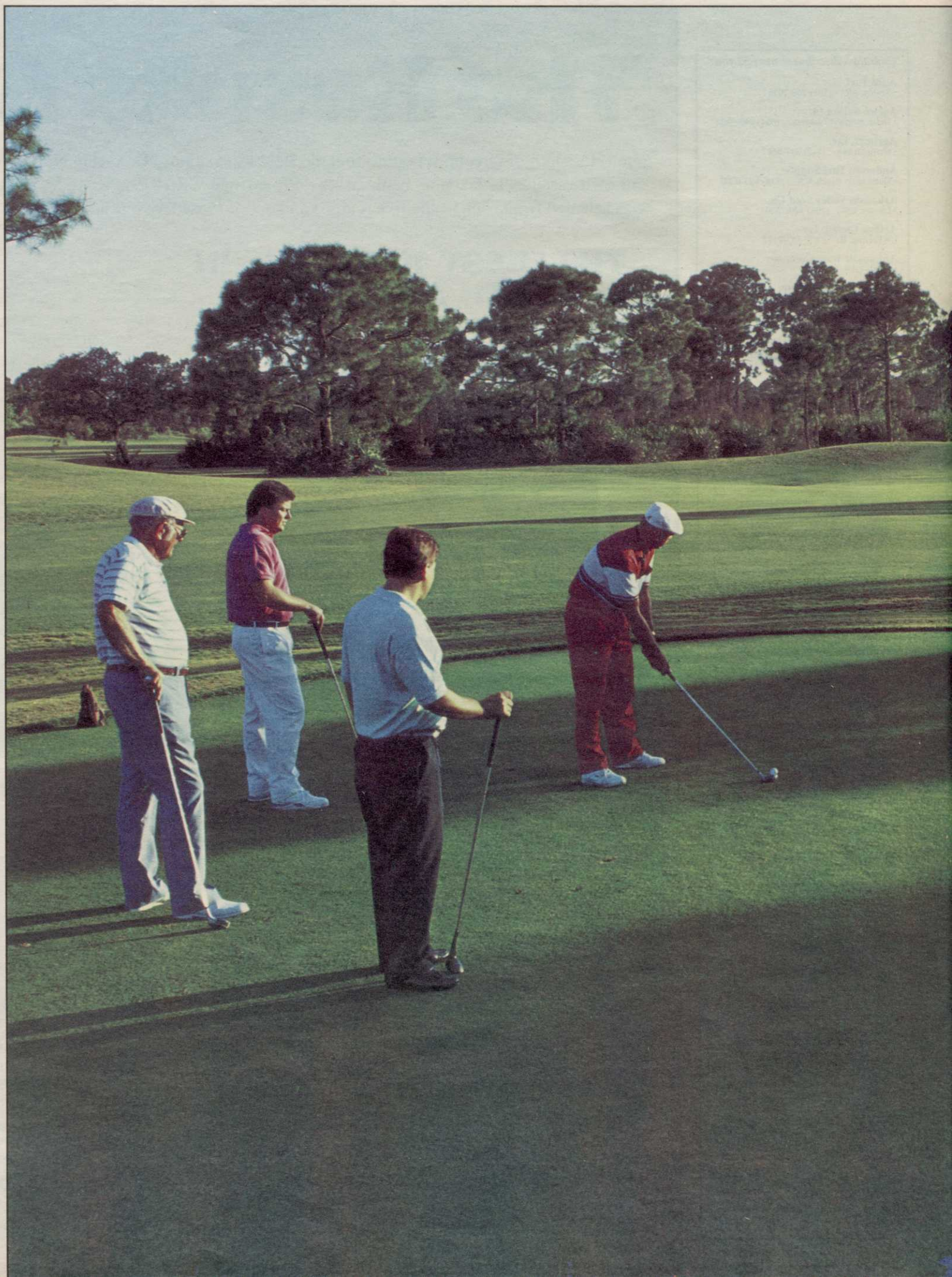
Continued from page 45

our members with this unique country club privilege," said American Golf Chairman of the Board and CEO David G. Price. "In today's mobile society, we feel it is very important to offer our members more flexibility with their private club membership."

As part of the AGCC family of private clubs, members also enjoy 60 days advanced tee times with complimentary green fees at more than 220 private, resort and daily-fee courses in the United States and United Kingdom. Other advantages include preferred pricing on pro shop merchandise; AGCC's annual national member tournament, The American Classic; and reciprocal charging privileges at participating clubs.

AGCC is a separate and distinct operating division devoted exclusively to private country club operations, growth and member service.

For more information on AGCC and its membership program call 310-315-4200.





## Troon Golf

Continued from page 1

established the Starwood Real Estate Investment Trust, a major hotel investment vehicle. Troon North will manage all new Westin golf properties and consult on Westin's existing golf properties as needed, Garmany said.

"The partnership will allow us to develop a property in-house rather than have to look outside

for investors, if that's what we choose to do," Garmany said. "Starwood is a great source of capital and expertise for us."

Troon Golf has developed and/or manages many high-end Southwestern U.S. layouts, including Troon North and Legend Trail golf clubs here, The Golf Club at Vistoso in Tucson, Castle Pines North in Denver, Primm Valley Golf Club in Las Vegas and Scottsdale's Talking

Stick Golf Club, which is under construction. It has helped develop Cabo Real Campo de Golf in Los Cabos, Mexico, and The Falls at Palm Mountain in Palm Springs, Calif., as well as performing golf operations consulting at Las Brisas Golf Club in Santiago, Chile, La Cantera Golf Club in San Antonio, Texas, Troon Golf & Country Club in Scottsdale and Woodward Country Club in Birmingham, Ala.

*'We've expanded to the point where we can do more than one course at a time.'*

— Troon Golf President Dana Garmany

Troon Golf is primarily a turn-key operation. "We do everything from the feasibility study through daily management of the course," Garmany said. "We have some management-only con-

tracts. But we prefer to develop a course from the ground up."

That's what the firm did at its first course, Troon North. Since opening in 1990, the Jay Morrish/Tom Weiskopf Monument Course has been voted the top course in Arizona by some publications and among the top 100 in the country by others. "We started with a core group of about six principals in the company," Garmany recalled, "and did everything ourselves. We felt if we were going to put our money into it, the best way was to control everything ourselves right from the start."

Not wishing to rush into a development without the resources to do the job properly, Troon Golf moved slowly through the first half of the 1990s, opening a new course every year or two. However, Primm Valley opened in December and the company has two courses scheduled to open within the year: Castle Pines North this spring, and Talking Stick in the fall. Construction of La Paloma also began in December.

"We've expanded to the point where we can do more than one course at a time," said Garmany. "We won't open a course early, though. Nine out of 10 courses open too early. But you get one chance to make a first impression and we don't want to mess it up."

Although the company has cut back on its fee work in favor of developing its own projects, it still provides consulting services. Troon Golf did the development work for the owner, the Salt River Pima-Maricopa Indian Community, at Bill Coore/Ben Crenshaw-designed Talking Stick. "We worked on a fee basis as a third-party consultant, hiring the architect, builder and subcontractors," Garmany said.

Garmany is a member of the Professional Golfers Association, Club Managers Association of America and Association of Golf Merchandisers. He oversees 600 employees, including an executive team that lists Executive Vice President Steve Couig, Vice President and Chief Financial Officer Jon Munson, Vice President and Director of Planning/Engineering Ron Despain, Vice President and Director of Business Development Cindy Anderson, and Director of Agronomy Jeff Spangler.

"Jeff is responsible for maintenance at all our courses," Garmany said. "He has degrees in economics and agronomy. He worked at Muirfield and Scioto in Columbus [Ohio] and the Pebble Beach Co. before becoming our first superintendent at Troon North. Now he works at the corporate level."

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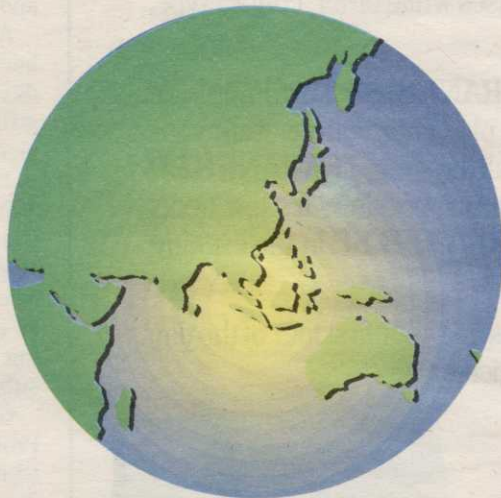


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Golf Asia '96 attracted 221 exhibitors who showcased their products and services to the trade and public visitors. The event's success was marked by a constant flow of quality attendees: more than 26,000 trade visitors, professionals, and golf enthusiasts from 35 countries. These included visitors from emerging markets like India, Vietnam and the Philippines. New business and countless leads were generated, encouraging over 70% of '96 exhibitors to confirm their participation in Golf Asia '97.

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Golf Asia '97 will continue the tradition of success of past exhibitions. Preparations are already underway to attract more visitors and participants than ever before.

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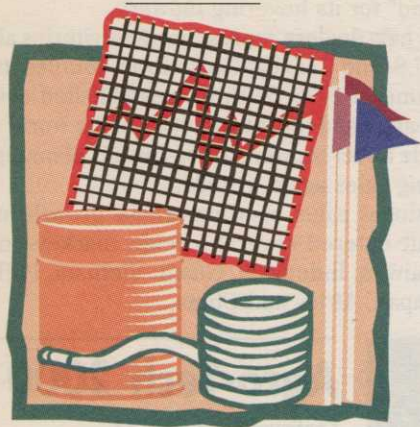
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BRIEFS



**TORO ACQUIRES HARDIE FOR \$119M**

BLOOMINGTON, Minn. — The Toro Co. has completed the acquisition of James Hardie Irrigation Group (JIG), from James Hardie Limited of Australia. The purchase price of approximately \$119 million will be initially financed with temporary bank debt. The purchase is expected to have a modest dilutive effect on earnings per share during the first year.

**LANDA JOINS DAKOTA PEAT**

GRAND FORKS, N.D. — Dakota Peat and Blenders has hired Mark Landa, who will be responsible for satisfying increasing customer demand by expanding the network of authorized Dakota Peat distributors. These dealers will service end users in the turf industry as well as greenhouses, nurseries and other growers. Landa has many years of sales experience in the wholesale hardware industry.

**CHIRIP REPS VIGORO IN MID-ATLANTIC**

WINTER HAVEN, Fla. — Steven Chirip has been appointed a territory manager, covering Delaware, Maryland, Pennsylvania, Southern New Jersey, Virginia and West Virginia, for the Professional Products group at IMC Vigoro. He is responsible for selling the Par Ex line of fertilizers. Prior to joining IMC Vigoro, Chirip was a territory account manager for United Horticultural Supply. Previously, he was a territory manager for Lebanon Chemical.



Steven Chirip

**BIO THERM ESTABLISHES NE OFFICE**

PETALUMA, Calif. — Alan Andoos has joined BioTherm as regional sales representative establishing support in the eastern region of North America. His many years of industry experience include construction and installation of environmental controls and heating systems. BioTherm's TurfTemp System has the capacity to manipulate the root-zone temperature by circulating hot or cold water to create year-round play on both putting greens and tee boxes.



Alan Andoos

**MERGERS & ACQUISITIONS**

● **Agrotech 2000 joins with Organica**

PLAINSBORO, N.J. — Agro-Tech 2000, a developer and marketer of environmentally-friendly products for the golf course market, has merged with Organica, Inc., a Great Neck, N.Y.-based biotechnology company specializing in microbial-based products that offer safe alternatives to many pesticides based on synthetic chemicals. Agro-Tech 2000 will retain its name, and continue to introduce new environmentally sensitive products for golf course, sports turf, and landscape applications. The products are designed to reduce chemical usage, improve turf conditions, and help reduce maintenance requirements for professional turf managers and horticulturists. Management,

Continued on page 54

● **Earth Works purchased by R.F. Morse**

WEST WAREHAM, Mass. — R.F. Morse & Son, Inc., (RFM) supplier to the turf profession in New England since 1969, has acquired Earth Works, Inc., Soil Restoration Specialists based in Old Greenwich, Conn. Richard Canning, president of RFM noted this strategic move will expand and enhance the ability of RFM to better serve golf courses in the New York/New Jersey areas with services such as soil restoration, custom overseeding, HydroJect treatments, fertilization, along with other important turf management services.

Since 1988, Earth Works, Inc. (EW) has provided

Continued on page 54



**NEW PRODUCT OF THE MONTH**

Dairon S.A., the European-based developer of soil renovation systems, has made its equipment available to U.S. markets for the first time. The company's Rotadairon product line includes a wide range of heavy duty and compact soil cultivation, leveling and clearing models, as well as several varieties of overseeders and combi-seeders, which can be adapted to most standard tractors. Utilizing unique reverse rotation technology, the PTO-driven Rotadairon machines cultivate the soil, bury stones and other debris, turn under grass and create a clean, smooth surface that is perfect for seed germination. According to Charles Otto, head of Emrex, Inc., the North American distributor for the entire Rotadairon product line, dealers are currently being recruited to represent the equipment across the United States, with many territories still available. For more information, call 717-288-9360. For more new products see pages 32 and 58.



**SOUTH CAROLINA SWEEP AT DEERE TOURNEY**

The Prestonwood Country Club team from Cary, North Carolina, took first place in the tenth annual international John Deere Team Championship Golf Tournament held on the Ocean and Links courses at Pelican Hill Golf Club in Newport Beach, California. Members of the winning team (from left): Greg Guman, golf professional; Don Thomas, club manager; Ron Gilmore, golf course superintendent; Vance Heafner, club president; and Chris Revels, representative of John Deere golf and turf products distributor, Revels Tractor Co., Inc. Carolina teams gave this year's tournament a one-two punch, as the Caledonia Golf and Fish Club team from Pawleys Island, S.C., finished second. The international tournament, initiated by Deere in 1987, recognizes the important people who make golf facilities successful.

**RISE, GCSAA collaborate on speakers program**

CINCINNATI, Ohio — Three industry associations have joined to initiate an outreach Ambassador Speakers Program. This joint effort is designed to motivate and prepare industry representatives to educate the public about the golf industry's environmental benefits and to address consumer concerns.

To kick off the program, RISE (Responsible Industry for a Sound Environment), the Golf Course Superintendents Association of America (GCSAA) and the Professional Lawn Care Association of America

(PLCAA) conducted an Ambassador Speakers training seminar here on Nov. 16.

The pilot program — modeled after the successful American Crop Protection Association program — has enlisted eight golf course superintendents and eight lawn care operators from Ohio, Michigan and Pennsylvania. Following training, each Ambassador agreed to give presentations on industry and con-

Continued on page 55

**Biological firms discovering the 'joys' of FIFRA**

By ALAN B. NICHOLS

WASHINGTON, D.C. — Squeezed by the high cost of chemicals and environmental/social pressures to reduce their use, a growing number of golf course superintendents around the country are turning to biocontrol management programs as a supplement to conventional practices.

EcoSoils Systems, Inc. a San Diego technology company, thinks it has solved this challenge with its Bioject Biological Management System [GCN, August]. However, EcoSoils must clear a major hurdle — the same hurdle chemical formulators must clear — before it will see its units in many more golf course irrigation systems.

The company's Bioreactor, first designed to deliver nitrogen fixing microbes to the soil, must be approved by the Environmental Protection Agency (EPA) under the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA). The company is currently preparing to submit to the agency test protocols and to conduct field testing. EcoSoils hopes to complete and submit tests by spring but, after that, it's anyone's guess how long approval will take. At a minimum, it could take six months.

"If the company is making pesticidal claims, even though the biological agents themselves may be already registered, the process itself must be approved as required by law," said Janet Anderson, director of EPA's biopesticides and pollution prevention division.

Anderson further explained that while micro-

Continued on page 56





## Kawasaki Engine bolsters sales team

GRAND RAPIDS, Mich. — The Engine Division of Kawasaki Motors Corporation, U.S.A., has announced three personnel changes that are expected to improve customer service.

John R. Messing has been named sales manager for In-

dustrial Engines. Karen Freeman has been named sales manager for Turf Engines. And Steve Iveson has been named sales representative for Distributor and Dealer Accounts.

For further information, call 616-949-6500.

## Growth necessitates a larger facility at GrassCraft

PORTLAND, Maine — Grass-Craft, Inc. has leased a new warehouse/office facility and will move all manufacturing and administration operations as of Jan. 3, 1997. The new mailing and shipping address is GrassCraft, 87 Bell Street, Portland, Maine 04103; telephone 1-800-760-1680 or 207-878-5353; fax 207-878-9109.

According to a spokesman, the new location will double the size of both manufacturing and office space. This should allow Grass-Craft to keep up with what company officials call "a grow-

ing demand" for its hovering mowers.

With 15 new dealers representing territories all over the U.S. and Canada, Grass-Craft doubled its sales volume in 1996. With this established network of dealers and the introduction of the world's only 4-cycle hover mower, Grass-Craft is planning on doubling sales again in 1997.

International sales also saw rapid growth as Grass-Craft entered several foreign markets including Taiwan, Indonesia, Guam, Vietnam, Philippines, Japan, Africa and China.

## Agro-Tech 2000

Continued from page 53

distribution, and sales channels of Agro-Tech 2000 products will remain unchanged.

Peter van Drumpt, chief executive officer of Agro-Tech 2000, emphasized the importance of the merger for its customers.

"This merger brings a potent new combination of skills and science to the market," he said. "The difference for our customers is that now a wider range of more effective natural products will be available, such as a calcined diatomaceous earth inorganic soil amendment with microbial inoculant, a microbial pond clarifier with an oxygenator included, and plant-based insecticides and fungicides, among others.

"These new products contain only naturally occurring beneficial microbes," he added. "We do not believe in genetically altered products, which may have unknown consequences over time."

The Organica research and development team is lead by Raj Mehta, whose experience in microbiology includes positions with Smith Kline Beecham, Rohm & Haas, and other chemical and pharmaceutical organizations. Mehta is responsible for developing the proprietary technology behind this new generation of biologically-active products. Supporting Mehta is a team of 17 scientific advisors and bioprocess engineers, including leading microbiologists from both the business and academic arenas.

## Earth Works buy

Continued from page 53

golf courses in the Metropolitan tri-state area with soil restoration treatments utilizing state-of-the-art Floyd McKay and Verti-Drain equipment. The addition of EW will now make the service division of RFM the largest in the Northeast.

Earth Works will continue to operate under its current name as a separate subsidiary of R.F. Morse with former owner Patrick Lucas, CGCS remaining as a consultant. For additional information, contact Canning at 508-295-1553.

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I have been using several ROOTS™ products since 1989, and now I use the combined product, 1-2-3™ Premix Concentrate, as a regular part of my spray program. I get color for a week longer than with EDTA chelates, I get great roots, and I *don't* get isolated dry spots.

But the biggest reason I use the 1-2-3™ premixed product is the turf I *didn't* lose during a really hot and humid August last summer. There was a lot of turf lost in the Chicago area last year, but we came through it O.K. I don't know if the 1-2-3™ product deserves all the credit, but it sure gave me an edge.

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CIRCLE #139



## Kerkman joins Egypt Farms staff

WHITE MARSH, Md. — Egypt Farms, Inc. added Chris Kerkman to its staff. Kerkman recently received his master's degree in soil science from the University of Wisconsin-Madison. His thesis, titled, "Root Zone Amendment Effects On The Quality And Nutritional Status Of Creeping Bentgrass Putting Greens," compared 10 different

root-zone mixes containing seven separate amendments, six organic, one inorganic and three different types of sand.

Kerkman's responsibilities will include product quality control, root-zone development and consulting on construction projects. In addition, he will supervise the precision soil blending division of Egypt Farms Inc.

## RISE Speakers

Continued from page 53

sumer issues to civic, community and school groups in 1997.

Those interested in offering their speaking services, and those who know of groups in need of speakers, should call Debbie Rubin at 309-691-2041.

•••

Three specialty pest management industry representatives have been elected as officers of the RISE governing board for the 1997 fiscal year. The announcement was made at the association's annual meeting in Palm Beach, Fla.

New officers are Richard G. Holzschu — general manager, urban pest management, DowElanco, Indianapolis, Ind. — elected chairman for a one-year board term; James K. Champion — president, Riverdale Chemical Co., Glenwood, Ill. — named vice-chairman; and Trevor Thorley — director, specialty products, Bayer Corporation, Kansas City, Mo. — elected treasurer. E. Allen James, executive director, RISE, Washington, D.C., serves as secretary.

New board members elected by the membership for three-year terms are Laureen Treu, business director, crop protection division, Uniroyal Chemical Co., Inc., Middlebury, Conn.; and Keelan W. Pulliam, business director, professional products, Zeneca, Inc., Wilmington, Del.

Completing the board are Tommy Reeves, vice president, Oldham Chemicals Co., Inc., Memphis, Tenn., who was re-elected to a three year term; Janet Giesselman, manager, turf and ornamental products, Rohm and Haas Co., Philadelphia, Pa.; Eugene Johanningsmeier, president, Turfgrass, Inc., South Lyon, Mich.; Michael P. Kelty, senior vice president, The Scotts Co., Marysville, Ohio; Bill R. Liles, director, turf and ornamental products, Ciba, Greensboro, N.C.; and Michael A. Sotak, vice president, marketing, Lesco, Inc., Rocky River, Ohio, who also was re-elected to a three-year term.

Retiring board members are Jan Novak, president, The Solaris Group, San Ramon, Calif.; and Guy G. Mikel, vice president, specialty business, Sandoz Agro, Inc., Des Plaines, Ill.

## Brouwer Turf celebrates 25 years in sod machinery business

DALTON, Ohio — This year, Brouwer Turf Equipment will celebrate 25 years of manufacturing equipment for the sod industry. Since 1972 Brouwer has been a leading manufacturer of sod harvesting equipment. The company prides itself on producing a full range of turf production machinery that has a reputation of being the best in the industry.

The range of products includes: SH155 and

SH1560 sod harvesters, the new RollMax 2400 sod harvester that features one-man automatic operation, HitchHiker 3600R forklifts, palletless fork systems, RM22 Rotary Mowers, BV138 and BV85 vacuums, TR130 and TR224 turf rollers, and the MK213 sod cutter. In 1997 Brouwer will also introduce a range of large-roll sod installation equipment designed to work in conjunction with the Brouwer RollMax 2400 sod harvester.



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FOR THEIR COMMITMENT TO  
THE ENVIRONMENT AND FOR  
MAKING THE GAME OF GOLF  
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## Toro introduces Groundsmaster maintenance kits

MINNEAPOLIS — The Toro Co. has introduced a line of maintenance kits for its Groundsmaster 200 and 300 series rotary mowers that provide filters; blade and belts; spindle assemblies; and caster wheels.

The kits, now available through distributors nationwide, promise to minimize equipment downtime, simplify the ordering process for parts, and help customers anticipate what parts

they will need to keep their equipment in top condition.

The cost savings of the kits are estimated at 10 to 25 percent compared to suggested retail of parts when purchased separately. Also, all parts are Toro engineered and specified, assuring quality and compatibility not always guaranteed through willfitters, according to Toro's Parts Marketing Manager Michael Fisher.

## Toro Commercial achieves full ISO status

BLOOMINGTON, Minn. — The Toro Company has achieved ISO 9000 certification for its commercial business and a component parts manufacturing facility. In 1995, Toro became the first full-line irrigation and commercial equipment manufacturer to obtain the ISO 9000 designation.

Toro's commercial business

here obtained the ISO 9001 certification for its quality management systems functions including design, purchasing, sales and research and development. The distinction was awarded by Lloyd's Register Quality Assurance Ltd., a world leader in the provision of independent accredited assessments.

Toro's component parts manufacturing facility in Shakopee, Minn., is also now certified to the ISO 9002 standard. The plant supplies parts for both commercial and consumer products that are assembled at other Toro facilities.

ISO 9000 is a formalized set of quality definitions and standards developed by the International Organization for Standardization. A certified company has identified and documented processes that address all elements of the ISO 9000 standard that its facility or operation is pursuing. Once certification is achieved, the company is audited every six months to assure continued compliance.

## Biologicals at EPA

Continued from page 53

bial behavior can be controlled under laboratory conditions, their long-term environmental effects are not known.

"We're working with EcoSoils in good faith," she said, "but we can't wait forever. If they do not expedite the approval process we would have to remove the system from the market."

The Bioject Bioreactor automatically dispenses starter cultures of microbes (inoculum) and their required food sources (media) into a fermentation chamber where the microbes grow into high population numbers. Once the desired volume is achieved, the inoculum-laden slurry is spread over the course via the existing irrigation system.

The system is currently in place at some 200 courses, including Chicago's North Shore Country Club in Glenview, Ill., and Congressional Country Club outside Washington, D.C.

At least two developments have made practical implementations possible: University researchers are developing in the labs particular strains of bacteria which have shown to be effective inhibitors of turfgrass pathogens and there is now a technology on the market which can grow these microbes and deliver them to the targeted areas in sufficient volume that will ensure their ability to colonize grass soils and crowns. Overcoming the technological limitations has been critical to this trend because microbes have a short life cycle in open-air environments.

GOLF COURSE NEWS

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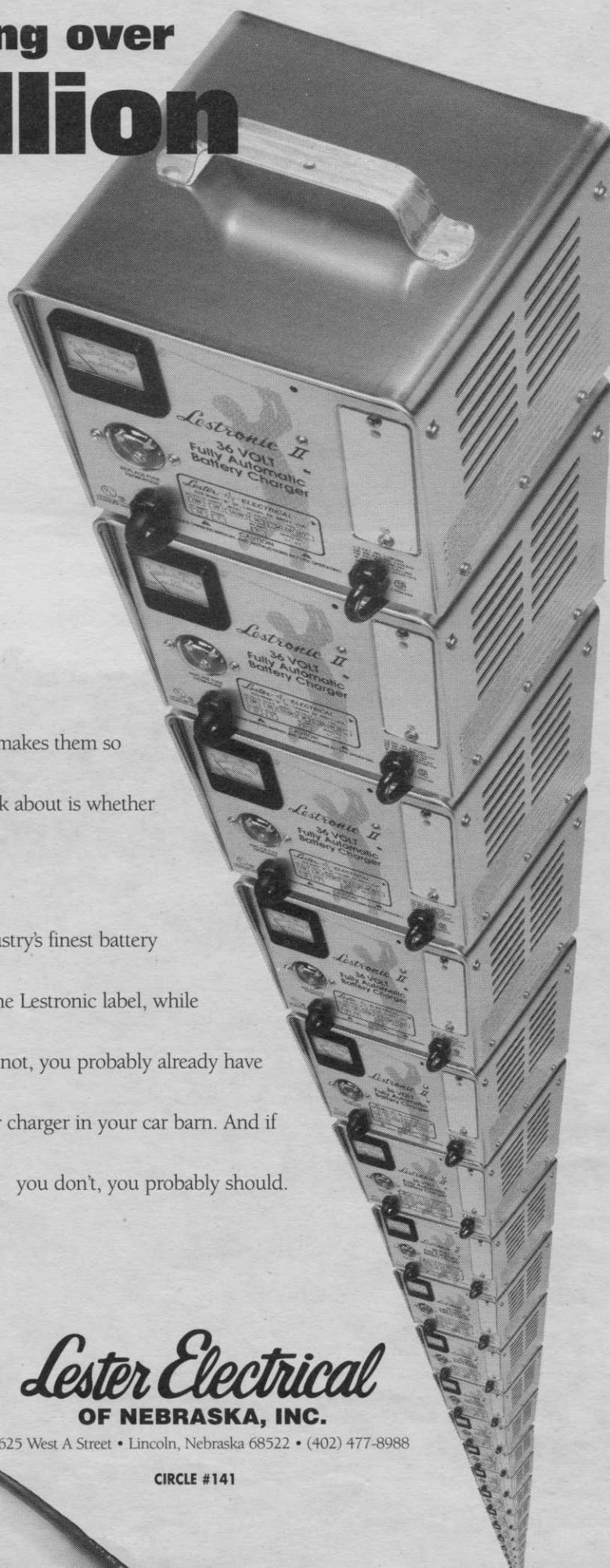
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CIRCLE #141





## C-LOC purchased by Crane Plastics

COLUMBUS, Ohio — Crane Plastics, Inc. has acquired the C-LOC product line, a leading vinyl erosion control system. The C-LOC shore protection system is based on joining interlocking exterior grade PVC piling panels with a patented coupling that forms strong, long-lasting and attractive piling systems to control soil erosion.

C-LOC is a solution in a variety of applications where it minimizes wave and wake action, and protects bridge pilings and waterfront property from the effects of soil erosion.

Headquartered here, Crane Plastics is the nation's largest custom plastic profile extruder and one of the top producers of vinyl siding in the country. The company makes products for manufacturers of furniture and office systems, recreational and

## Lofts will move headquarters south, to NC

WINSTON-SALEM, N.C. — Lofts Seed, Inc. will move its corporate offices here from Somerset, N.J. The move was to have been completed by Jan. 1, 1997.

Lofts, the world's largest marketer of turfgrass seed, was purchased this past summer by Budd Seed, Inc., a wholesale grass seed and fertilizer distributor company headquartered here. While Lofts' corporate offices will move south, its professional turfgrass sales division, along with the mass merchant sales division, will remain in Somerset, N.J.

In other Lofts news, Ken Budd, president of Lofts Seed, Inc., and Dr. Richard Hurley, director of research for Lofts Seed, recently acknowledged the company's commitment to turfgrass research at Rutgers University by presenting its annual royalty check.

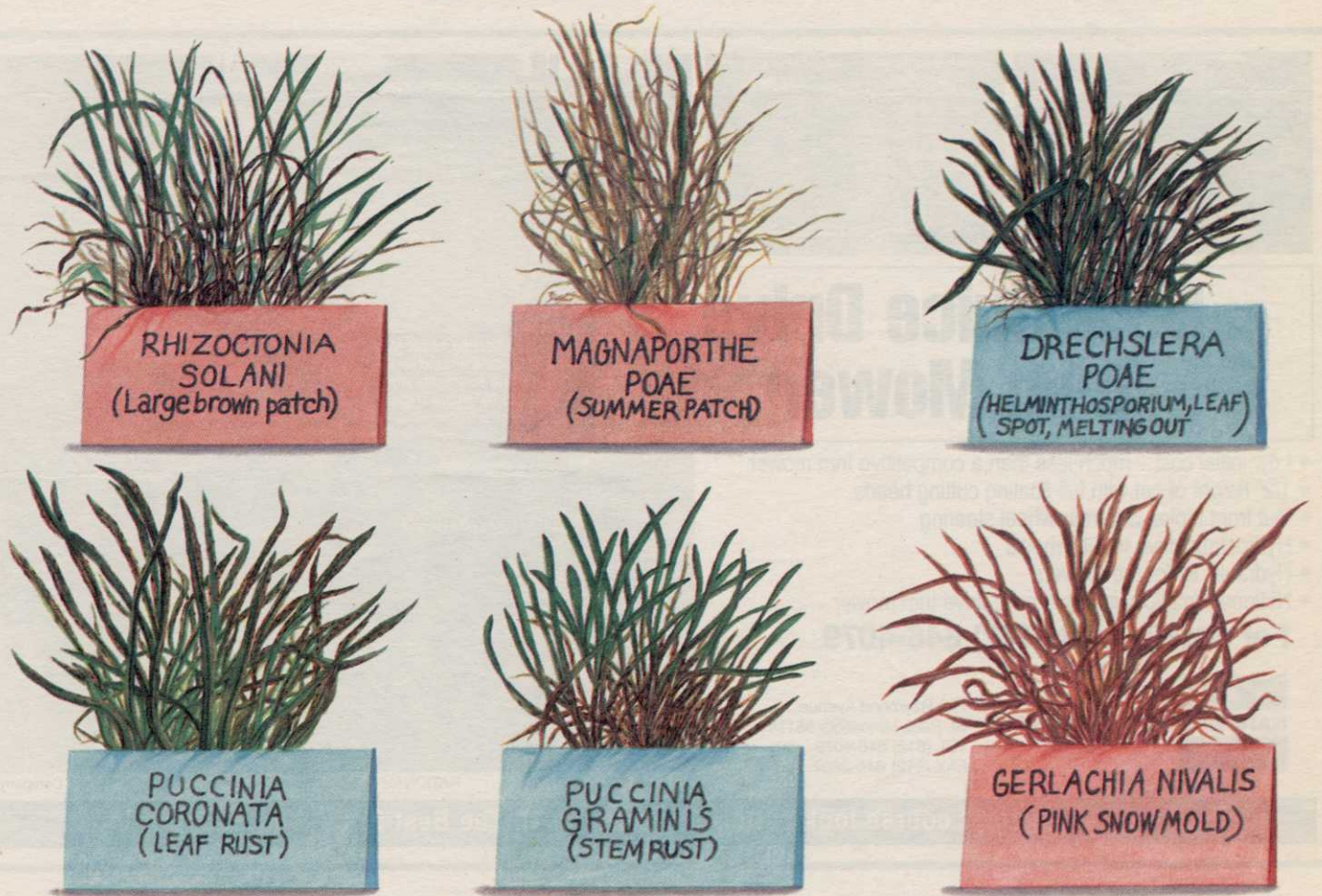
The presentation took place at a luncheon held in conjunction with Lofts annual sales meeting in October. The check which totaled more than \$635,000 was presented to Dean Bruce Carlton of Rutgers University and members of the turfgrass research program, Drs. Reed Funk, Bill Meyer, and Bruce Clark.

Lofts Seed, Inc. recently presented a check for \$35,565.61 to the University of Rhode Island. The royalty payment acknowledges the university's contribution to the development of Jamestown II Chewings fescue and Georgetown Kentucky bluegrass as well as Lofts Seed's continuing commitment to turfgrass research.

GOLF COURSE NEWS

building products, as well as transportation equipment, appliances, and electrical equipment.

Current plans call for C-LOC sales to be marketed by Crane Plastic's Proprietary Products Division. For further information, contact: Proprietary Products Customer Service at Crane Plastics, Inc., 800-307-7780 or 614-443-1436.



# If Your Turf Looks More Like a Science Project Than a Professionally Managed Resource, Maybe We Should Talk

As a professional, you know turfgrass can be affected by hundreds of different things. From diseases, molds and fungi to climate, water, shade and sunshine. That's why it pays to start with **Eclipse** Kentucky Bluegrass. Shade tolerant, disease resistant and great looking, **Eclipse** makes an excellent seed and sod base for golf courses,

sports turf, parks and commercial and residential lawns. And though **Eclipse** has been performing in the field for years, it's always a leader in trial data, too.

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CIRCLE #142



## Nomol nails moles without chemicals

Mole trouble? Nomol, the European mole trap, can help.

Made of high tinsel steel and copper-coated to inhibit rusting, the Nomol trap is an effective alternative to chemical treatments. Used in Europe for more than 50 years, the Nomol design is new to the U.S. and unique in its straightforward effectiveness. Simply place the traps underground in existing mole tunnels and mark the spot

with the enclosed flagging devices.

Because they're subterranean, superintendents can mow over them — and golfers can't move them!

The cost is \$19.95 (plus \$3.95 for shipping and handling) per box, which contains four traps. Dealer inquiries are welcome. For more information, contact Nomol, LLC, at P.O. Box 8396, Holland, MI 49422 or call 616-399-4647.

CIRCLE #301

## New biodegradable TurfTacs secure sod

EcoTurf, Inc. has introduced TurfTacs, a new biodegradable sod and turf staple system designed to efficiently and economically secure sod, turfgrass, erosion control netting and grass and flower mats. It eliminates re-work caused by edges curling, lifting and drying out.

The system is easy-to-use, labor saving and environmentally friendly, as biodegradable staples are effortlessly driven into the earth by a sturdy, stainless steel TurfTacker that works like a giant stand-up desk stapler. By enabling the applica-

tor to operate from an upright walking position (no bending down necessary), TurfTacs replaces the inefficient and clumsy job of pounding in stakes on hands and knees. The TurfTacker holds a cartridge of 60 staples.

The TurfTacs material is a composition of natural corn by-products, polymers, chemicals and catalyst systems for accelerated biodegradation. For more information, contact: EcoTurf at 888-Turf-Tac (887-3822) or send e-mail to ecoturf@aol.com.

CIRCLE #302

## Par Car unveils ambulance vehicle

The new Columbia Ambulance from Columbia Par Car was designed by emergency medical technicians (EMT) to meet the trauma needs of the injured patient during an emergency.

Many practical features, such as access to the patient's chest cavity for the attendants seat en route, are integrated for safe and comfortable transport. The Columbia Ambulance also accommodates any standard ambulance cot so patients remain immobilized all the way to the hospital — available in electric or gas power train and only 46 inches wide.

For more information, contact Columbia Par Car toll-free at 800-222-4653.

CIRCLE #303

## Heston Spade moves trees safely

Whether you're planning to transplant trees or shrubs, the Heston Tree Spade is the answer.

Until now, transplanting trees and shrubs ran the risk of endangering their livelihood. The design of the Heston Tree Spade and its simple application allows you to move trees and scrubs with a minimum of shock and injury to the tree. You only extract the proper amount of soil with the roots of the tree. Minimum disturbance of the ground makes for clean and exact cuts every time. The unique wheel attachment allows you to move and place the tree in the desired location. For more information contact Heston at 208-524-4657.

CIRCLE #304

## Range made EZ (Tee)

Trend Sports Products has introduced the EZ Tee, a manually-operated teeing machine that allows driving range patrons to hit buckets of golf balls quickly and easily. The product carries a manufacturer's suggested retail price of \$199.95 and is available immediately from Trend Sports Products. The EZ Tee consists of an extra-large, solid steel ball hopper, spiral-steel track that holds more than 100 golf balls, and a manually operated auto-tee machine that consistently places each golf ball on a tee or natural grass surface. All parts have a durable powder-paint finish for outdoor use, and carry a two-year manufacturer's warranty.

Call the Trend Sports Information Line at 1-800-492-9334.

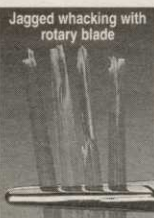
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CIRCLE #144



## Customer service

Continued from page 62

7. Develop a "Truth in Golf" code whereby employees are routinely candid about course work/maintenance. If there is sizable ground under repair, temporary greens or cored fairways, golfers should be told before they pay their green fees. Along the same lines, organize a regional "Truth in Golf" code to which competing courses subscribe. (For example, area facilities could agree to rotate aeration schedules so as not to overlap; schedules would be publicized so golfers know what to expect). Also, post and adhere to "all-in-one" pricing. Don't post a green fee that doesn't include tax, cart fees, etc., as patrons don't like to be "nickled and dimed." Make sure your marketing emphasizes this all-inclusive pricing.

6. Stop using the term "ranger" and start using "course ambassador." Equip these ambassadors with cellular phones and allow players (perhaps those waiting on a tee behind a slow foursome) to make local calls. Arm ambassadors with free "lake" balls to pass out to players who are searching for lost balls. Also, for outings, make sure ambassadors, starters, all employees know exactly who the group coordinator is. Make sure he or she experiences as little stress as possible. Make him or her look good to their colleagues.

5. On busy days, choose a pace-setter group — a foursome teeing off with open space in front and several groups behind — and offer it rewards for playing in less than four hours. Maybe a complimentary cart the next time they play. Or a sleeve of balls. Make the offer publicly — i.e., in front of other foursomes — so customers know you're acting selflessly, in their best interest.

4. Hold free clinics for women and juniors — ladies one week, kids the next. In July and August, start women and juniors (perhaps veterans of your clinics) on the back nine at 8 a.m., so they can play nine holes at their own pace. Also, for a nominal fee, open the course to beginners for late-day play.

3. On cold days, send out complimentary hot beverages on the beverage cart — or offer them on the first and ninth tees. After all, these are your die hards. Show your appreciation. Further, rather than raising prices on poor weather days, put rain gear and umbrellas on sale. Find out who your regular customers are. During the off season, write them thank you notes and offer them a free round the next year.

2. Don't ask a player whether he had a good round; ask whether he had a good time. The experience is what counts, and it's the little things that add up to a pleasant (or unpleasant) experience. So, bag boys should meet and greet customers in the parking lot or bag drop; they should determine each customer's name and use it in conversation. Insist on smiling faces, introductions to playing partners, clean carts, pin sheets, courteous starters and rangers, post-round club cleaners. Provide a consistently high level of service from the parking lot to the pro shop to the 19th hole.

1. The Universal Check: On top of the rain check, adopt The Universal Check, whereby anyone unhappy with their experience — for any reason — receives a free round of golf. The loyalty and good will generated by this policy will far outweigh those customers determined to take advantage. It will set the tone for your facility.

GOLF COURSE NEWS

# Golf Course Classifieds

To reserve space in this section, call Diana Costello-Lee at 207-846-0600

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## EMPLOYMENT OPPORTUNITIES

### SHAPERS WANTED

Golf Course Construction Shapers Needed. Must be willing to travel. Fax resume and date available to 616-547-7009.

### GOLF COURSE CONSTRUCTION

Shapers/Supervisors needed. Experience with heavy earth moving essential. Willing to travel (Northeast Asia) Send resume: Intergolf, PO Box 209, Dobbs Ferry, NY 10522. Fax: 914-693-9506. Tel: 914-693-2024.

### WANTED

Experienced shapers and supervisors for West Coast and Asian projects. Fax resume to 415-492-9856, or call 415-492-9858.

### EMPLOYMENT OPPORTUNITIES

Golf course construction project and seeding managers and shapers needed. Must be willing to travel, mainly Southern Michigan. Fax Resume and date available to 517-983-4425

## FOR SALE

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January

6 — GCSAA Seminar on Turfgrass Stress Management in Nashville, Tenn. \*

6 — GCSAA Seminar on Maximizing Turfgrass Disease Control. \*

6-7 — New Hampshire Turfgrass Conference in Manchester. Contact Tom Kimball at 603-434-4545.

7 — GCSAA Seminar on Human Resource Management in Madison, Wis. \*

7-9 — Eastern Pennsylvania Turf Conference and Trade Show in King of Prussia, Pa. Contact Scott Guiser at 215-345-3283.

8 — GCSAA Seminar on Superintendent as Grow-In Manager in Pleasanton, Calif. \*

8 — GCSAA Seminar on Wetlands and Golf Courses in Charlotte, NC. \*

8 — GCSAA Seminar on Enhancing Your Value as a Professional Golf Course Superintendent in Overland Park, Kan. \*

9 — GCSAA Seminar on Golf Course Safety, Security and Risk Management in Pleasanton, Calif. \*

12-16 — NGF National Institute of Golf Management in Wheeling, W. Va. Contact 800-624-6988.

13-Mar. 14 — Rutgers University Turfgrass Management Short Courses in New Brunswick, N.J. Contact Missy Marciante at 908-932-9271.

13-15 — Mass. Turf Conference, Boston. Contact Denise Ruzala at 413-592-0120.

14 — Canada's International Horticultural Trade Show & Conference in Toronto. Contact Landscape Ontario at 905-875-1805.

14-15 — GCSAA Seminar on Golf Greens History, Theory, Construction and Maintenance in Denver. \*

16 — GCSAA Seminar on Employee Safety Training in Chicago. \*

17 — GCSAA Seminar on Enhancing Your Value as a Professional Golf Course Superintendent in Chicago. \*

20 — GCSAA Seminar on Maximizing Job Satisfaction in Indianapolis. \*

20-22 — 37th Virginia Turf and Landscape Conference and Trade Show in Richmond, Va. Contact Dixie McClenahan at 540-942-8873.

20-24 — Second Annual North Carolina Turfgrass Short Course in Raleigh. Contact 910-695-1333.

21-22 — GCSAA Seminar on Turfgrass Insects: Basic and Advanced Principles in Pittsburgh. \*

21-23 — 1997 Midwest Turf Expo in Indianapolis. Contact Midwest Regional Turf Foundation at 317-494-8039.

22-23 — GCSAA Seminar on Golf Greens: History, Theory, Construction and Maintenance in Atlanta. \*

23 — Northeast Turf and Grounds Exposition in Albany, N.Y. Contact 518-783-1229.

24 — GCSAA Seminar on Turfgrass Stress Management in East Lansing, Mich.. \*

27-28 — Arkansas Turfgrass Association Annual Conference and Trade Show in Little Rock. Contact Angie McSwain at 501-664-8048.

30 — Northeastern Pennsylvania Turfgrass and Grounds Maintenance School in White Haven, Pa. Contact Andrew McNitt at 814-863-1368.

February

4-8 — National Arborist Association Winter Conference in Nassau, Bahamas. Contact NAA at 800-733-2622.

6-12 — GCSAA International Conference and Show in Las Vegas. \*

\* For more information contact the GCSAA Education Office at 800-472-7878.

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\*Appears in regional editions.

## New wetlands regs

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has been cut to one-third of an acre. "One-third of an acre is next to nothing — a few cart path crossings," said Ron Boyd, president of Williamsburg Environmental Group, Inc. in Williamsburg, Va. "This puts more people into the permit process. It will mean a lot more permitting and paperwork for the Corps... It also affects mitigation requirements, so more time and cost are involved there." Williamsburg Environmental has consulted on golf projects where it has tried to keep the wetlands impact under an acre, "so that it would only entail field verification and the project is off and running," Boyd said. "Now if you're at an acre you have to go through the permit process. It may add three to six months to the process." Several states already require state-level permitting for properties affecting under an acre of wetlands. In those states, developers must deal with both the Corps of Engineers and the particular state agency.

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# Hundreds laugh, learn and buy at Public Golf Forum

By HAL PHILLIPS

**C**HICAGO — During November's Public Golf Forum, held here at the Lincolnshire Marriott Resort, more than 200 owners, managers, developers and superintendents gathered for an interactive session on perhaps the industry's most pressing issue: customer service. After two hours of presentations, lively discussion and debate, individual tables of 10 "reported out" to the group.

The results: A veritable gold mine of suggestions on how to improve customer relations. The best ideas appear below:

...  
**THE PUBLIC GOLF FORUM'S TOP 10 WAYS OWNERSHIP CAN IMPROVE CUSTOMER SERVICE**

**10. Hire good people.** Call potential employees at home and see how they answer the phone; their message machine will give a good indication of their unguarded phone manner. Once hired, this employee should know, with specificity, what your expectations are for treating the customer. Then lead by example. This aspect of "training" is the most underutilized weapon in the owner/manager's arsenal. Continually conduct follow-up programs to reinforce initial training.

**9. Use role-playing techniques** to familiarize employees with situations that commonly lead to friction between customers and golf course personnel. Also use role playing to show employees how to deal with this friction in a consistent but courteous way.

**8. Personal thank-you notes,** from owners to employees, go a long way towards reinforcing all customer service tenets. Anytime an employee handles a situation correctly or goes out of his/her way, personally thank them. Birthday and anniversary notes are a nice touch. Also, when an employee comes out to play the course, treat them as a guest but require them to fill out a survey evaluating all aspects of the facility's service.

Continued on page 59



## PUBLIC GOLF FORUM

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Keynote speaker Peter Jacobsen (top) addresses a crowd of 200 (top right) during the Golf Course News-sponsored Public Golf Forum held at the Lincolnshire (Ill.) Marriott in late October. At right, attendee Gene Burriss from Brevard County, Fla. (at left) talks business with John Burns of Burns Golf Design. Above, Sabrina Tate of Cape Girardeau, Mo., listens intently during one of the Forum's 25 education seminars.

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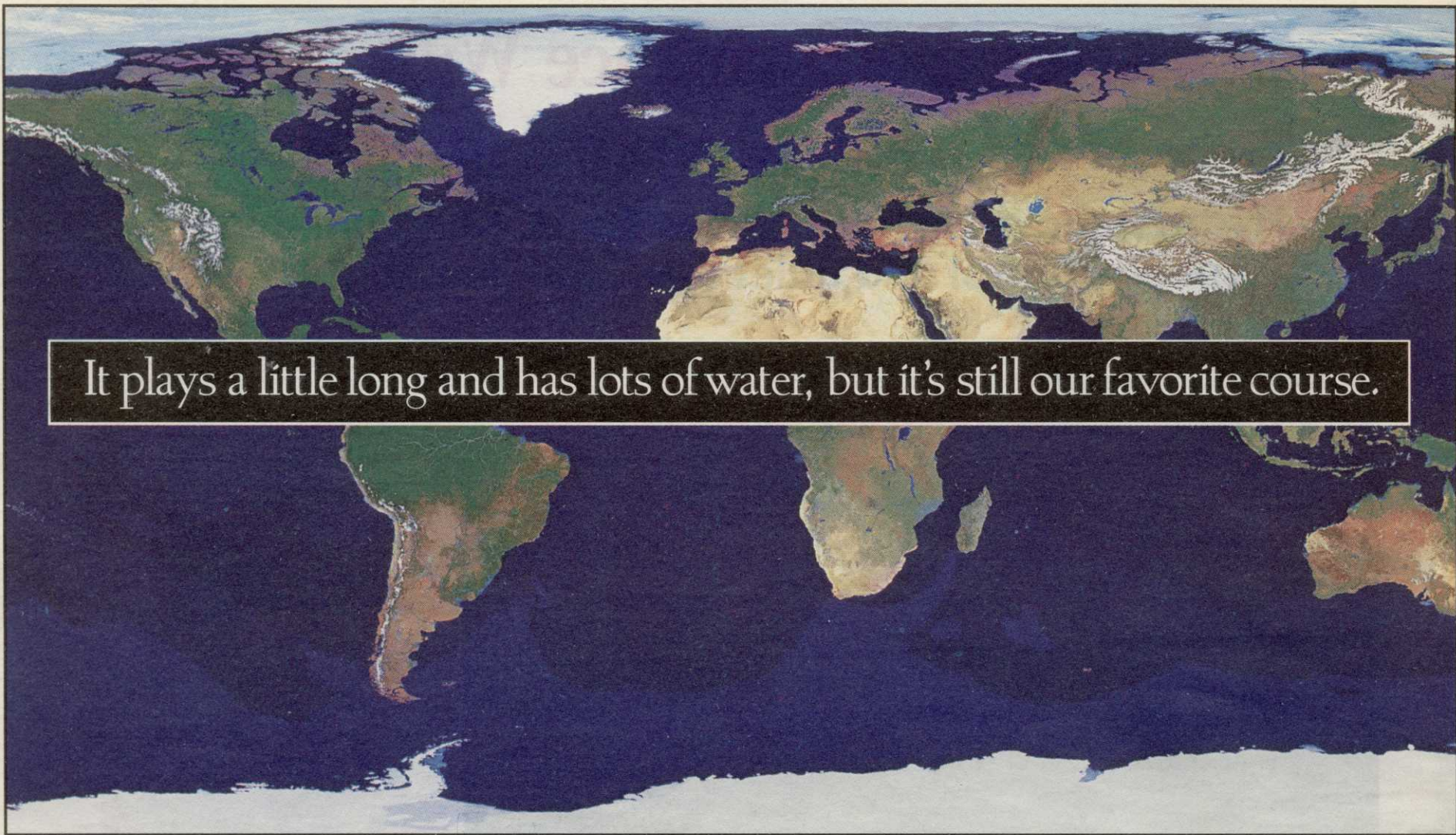
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