

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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#### NEW PARTNERS

Architect Dr. Michael Hurdzan (right) has asked long-time associate Dana Fry to join him in his growing Columbus, Ohio, practice. For story, see page 44.

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## Fearis joins GCSAA order of ascension

By PETER BLAIS

LAS VEGAS — Blue Hills Country Club's David Fearis, 50, was elected GCSAA secretary/treasurer at the recent annual board of directors election here, meaning the Kansas City (Mo.) superintendent will eventually succeed new President Paul McGinnis and Vice President George Renault as leader of the national superintendents' organization.

The membership also voted in favor of a \$40 dues increase to \$250 for head superintendents (\$125 for assistants), but rejected a proposed bylaw amendment that would have created a new classification (C-V) for career assistant superintendents who would receive the right to vote at annual elections.

Fearis, a 29-year GCSAA member who has served on the board since 1993, bested R. Scott Woodhead,



Dave Fearis

Continued on page 39

## Palmer Mgmt. moves toward franchising

By PETER BLAIS

ORLANDO, Fla. — Arnold Palmer Golf Management Co. has unveiled a franchise program that allows course owners to use the Palmer name and proprietary operating systems, but permits course owners to continue operating their golf facilities themselves.

"No one has provided management services to people who want to continue running their own courses, until now," said Palmer Chief Marketing Officer Joseph Redling. "We created this system specifically for them."

In exchange for an undisclosed annual franchise

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## Wetlands rulings send mixed signals

### Policy-makers hold key to development

By MARK LESLIE

WASHINGTON, D.C. — The country's hotly debated wetlands policies are in turmoil following contradictory developments issued in the early days of 1997: First, Nation Wide Permits for wetlands were tightened, then a court ruling weakened regulations limiting excavation of marshes and swamps.

According to experts, this upheaval may continue for the next two years, until the federal Environmental Protection Agency (EPA) and Army Corps of Engineers install a new set of Nation Wide Permits (NWPs). Golf course developers and oth-

ers are now dealing with two major changes:

- A revised NWP 26 [*GCN*, January '97], which reduces the number of acres a project can affect. In the past, a developer could impact 1 to 10 acres of isolated wetlands or stream headwaters. One acre could be affected without seeking permits. Under the new rules, permits are required for any impact of more than 1/3 of an acre. The 10-acre maximum of wetlands that could be affected has been cut to 3 acres.

- U.S. District Court Judge Stanley S. Harris, who ruled here on Jan. 23, has thrown out the "Tulloch

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#### DELICATE WORK AT GLEN DORNOCH

Architect Clyde Johnston has unveiled the newest addition to South Carolina's Grand Strand. At Glen Dornoch Waterway Golf Links, now open for play in Little River, Johnston employed 26,000 feet of silt fence to secure the surrounding wetlands and waterfronts from construction activities. For the story on this and other Johnston projects, see page 49.

## Factory stores meet market-specific needs

By HAL PHILLIPS

DALLAS — Factory stores here in the competitive Texas golf course market have shown how much distribution has changed, while simultaneously re-emphasizing the importance of independent distribution to the selling process.

Citing loss of market share, The Bloomington, Minn.-based Toro Co. has opened three factory stores serving the Dallas-Fort Worth, Houston and San Antonio markets. One of Toro's major competitors — Racine, Wis.-based Jacobsen Division of Textron — has also opened a factory store here in Dallas.

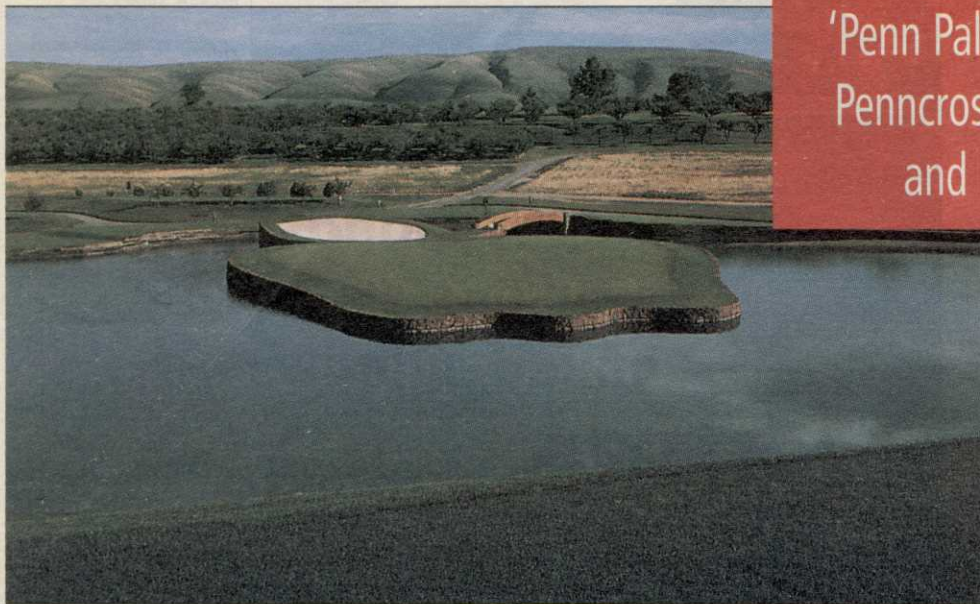
Yet executives at both firms are careful to point out that market-specific factors — not a loss of faith in traditional distribution channels — have prompted creation of these factory stores.

"This is not a trend," said Eddie Clark, who manages Professional Turf Products, Toro's three-pronged Texas distribution operation. "Toro's expertise is manufacturing and marketing. Distribution is the facilitator that Toro uses to take its products to market. We had lost quite a bit of market share here, so we decided we had to make a transition."

Continued on page 62



**'Penn Pals' On Parade:  
Penncross, PennLinks  
and PennTrio**



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



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

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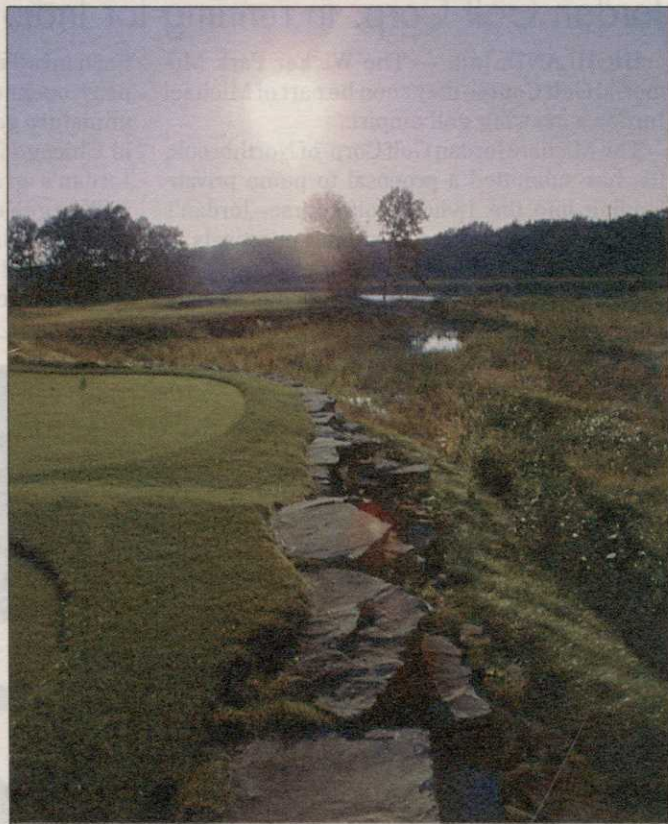


## IN BRIEF

**LIGONIER, Pa.** — The picturesque, exclusive and acclaimed Rolling Rock Club will celebrate its expansion to a full 18-hole layout with opening ceremonies in early May. Architect Brian Silva designed the new nine. A change of administrative guard is also underway. John Goettlicher, head golf professional at the club the past 14 years, retired earlier this year. He will be replaced by Charles "Chip" Swanson, a longtime assistant at the Fox Chapel Club in Pittsburgh.

...

**SIMSBURY, Conn.** — The Arnold Palmer Golf Management Co. of Orlando, Fla., has signed a 10-year agreement to manage the Tower Ridge Country Club here. Palmer plans to upgrade the 18-hole course and improve services at the 350-member private facility. Kyle Kinney was named Tower Ridge's new general manager. The agreement is the second recent venture by Palmer's group in Connecticut. In December, Palmer purchased the Oronoque Country Club in Stratford for \$4.5 million.

**SMITH FOLLOWS TOUGH ACT WITH WUSKOWHAN**

Teaching-pro-turned-course-designer Rick Smith has followed up his acclaimed Signature course at the Treetops Sylvan Resort with the Wuskowhan Players Club in Holland, Mich., on the shores of Lake Michigan. Built on sandy, heavily wooded land adjacent to the Pigeon River, Wuskowhan is a private course layout around 84 acres of undisturbed wetlands.

## Pinehurst reopens No. 2 after extensive greens restoration

By J. BARRY MOTHES

**PINEHURST, N.C.** — Pinehurst No. 2, the crown jewel of the Pinehurst Resort & Country Club, reopened here on March 1, following a 9-month hiatus for greens restoration.

The putting surfaces on the Donald Ross-designed layout have new greens mix and drain tile, new grass and expanded putting surfaces. Green shapes were restored to their earlier, larger perimeters. The refurbishing effort was designed to improve playing conditions for Pinehurst guests and in preparation for the 1999 U.S. Open, the first to be held here.

Pinehurst officials worked with the United States Golf Association (USGA) and golf course architect Rees Jones, who has helped restore many of the country's older, classic courses.

"Pinehurst No. 2 is sacred ground in golf," said Jones, who grew up playing on a Donald Ross course. "This is where Donald Ross lived and worked. It is his ultimate design because it is his

most hands-on creation. Ross kept nurturing No. 2 and tweaking it throughout his life. Therefore, his design intent had to be preserved. That was our mission."

Contours on the putting surface and slopes of each green were documented on a 3-foot-by-3-foot grid, accurate to 1/8 of an inch. The greens were cored out, which removed old mix and drain tile. Bottom contours were graded to mirror the top contours, insuring consistency throughout each layer of the green. Steel and concrete markers were installed underground adjacent to each green as permanent reference points for the future.

The new greens on No. 2 have been seeded with Penn G-2, a dense and heat-resistant strain of bentgrass used on the new Pinehurst No. 8 greens. "They're firm and fast but very fair," said Brad Kocher, Pinehurst's director of course maintenance. "Donald Ross designed the greens on No. 2 to be firm and fast and we feel this is the best means to

Continued on page 7

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## PGA Tour, Va. Beach in discussions

VIRGINIA BEACH, Va. — The PGA Tour and Virginia Beach are working toward an agreement to jointly build a championship-caliber 18-hole golf course in the city.

The envisioned \$10 million golf course development would be considered an important step in Virginia Beach's ongoing efforts to become a major golf vacation destination.

Officials with Hyatt Corp. have expressed interest in building a 600-unit resort complex at Lake Ridge if the golf course is built, according to *The Virginian-Pilot*. Reportedly, the PGA Tour would pay approximately \$6.5 million toward course construction and the city would pay \$3.5 million.

## Jordan Golf Corp. in running for Indiana course renovation

HIGHLAND, Ind. — The Wicker Park Memorial Golf Course may soon be part of Michael Jordan's growing golf empire.

The Michael Jordan Golf Corp. of Northbrook, Ill., has submitted a proposal to pump private funding into the 18-hole golf course. Jordan's group was one of three to submit proposals to renovate and revive Wicker Park.

Jordan, an obvious lover of golf, has already

been involved in several golf projects. His company opened a driving range, practice green, miniature golf course, clubhouse and pro shop in Chicago in the mid-1990s. In October 1995, Jordan's group unveiled plans to open a \$3 million golf center in Charlotte, N.C. The president of Jordan's golf group is Chuck Reeves, a close friend of Jordan's who worked for Jack Nicklaus' design team for many years.

## Weibring, GRI chase Ill. project

QUINCY, Ill. — The 27-hole, public Westview Golf Course here could soon receive a \$3 million facelift.

D. A. Weibring's Golf Resources, Inc. (GRI) has prepared a master plan to renovate Westview. Weibring, a 20-year PGA Tour veteran, was born in Quincy. Some of the suggested improvements include:

- A new clubhouse and more parking,
- Two new holes on the South Nine,
- Realigning several fairways and greens to improve golfer safety,
- Improving drainage problems on many holes, including the South Nine, and
- Building new maintenance facilities.

A Quincy park board official said the work could begin later this year or next spring. It should take five years to fully implement.

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## No rest for Cincinnati golf division

CINCINNATI — The investigation of alleged improprieties here in the city's golf division will continue into 1997.

A Hamilton County Common Pleas judge has extended the term of the grand jury that is hearing evidence in the case.

Had the judge not acted, the term would have expired in late December 1996, forcing prosecu-

tors to give the case to a new jury which had not heard the testimony regarding the Cincinnati Recreation Commission's golf operations.

Along with the investigation, the city of Cincinnati's golf division is also facing a city audit. Its budgets have shown shortfalls of more than \$1 million over the past two years.

## Albany team taps The Golf Group for Saratoga project

SARATOGA SPRINGS, N.Y. — Two Albany-area businessmen have expressed the desire to build a multi-million-dollar golf course development here on 400 acres of land known as Meadowbrook Farms on Route 9P.

Robert Howard and Thomas Newkirk have hired The Golf Group of Bernardston, Mass., to design the 18-hole layout, which would be bordered by Route 9P, Lake Lonely, land owned by

the Yaddo artists retreat and private land.

Howard and Newkirk reportedly were interested in developing a golf course at Saratoga Spa State Park in response to requests for proposals there. However, they decided against it because of lease conditions.

Howard and Newkirk would like to have the golf course open for play in 1998. The proposal faces several levels of review.

# LOOKOUT FOR HERE FROM 2 TRUSTED COMPANIES



## GRUBS, CUTWORMS AND SOD WEBWORMS WILL.

## Florida practice center opens; more to come

ORLANDO, Fla. — The first phase of a \$50 million golf course complex and training center here in west Orange County opened last month to the public.

A 42-acre practice site is the first piece of the Orange County National Golf Center, developed by Phil Ritson, a well-known golf instructor in central Florida who once coached the South African national golf team.

When completed in early 1998, the complex will include two 18-hole golf courses, a nine-hole short course, a training facility, clubhouse, restaurant, pro shop and other amenities. The 871-acre site off State Road 545 northwest of Walt Disney World is jointly-owned by the city of Orlando and Orange County, but the project is being privately developed and managed.

Ritson's company, Team Classic Golf Services Inc., will run the training portion of the facility as a for-profit operation.

## Ancient Vermont track to add nine

DORSET, Vt. — The Dorset Field Club, which claims to be the oldest golf group in the nation to have played continuously at its original site, is planning to add nine new holes to its existing 9-hole layout.

The 9-hole expansion would cost about \$1.2 million. The additional holes would be constructed on 41 acres the club still needs to purchase.

Founded in 1866, the Dorset Field Club's private course is a 9-hole layout characterized by tight fairways, small greens and scenic views of the southern stretch of Vermont's Green Mountains.

The proposed 9-hole addition was designed by Steve Durkee of Sherburne, Vt., whose design credits include nine new holes at the Neshobee course in Brandon, Vt. The Dorset project calls for a 42,000-square-foot wetland area to be filled in and replaced with a 40,000-square-foot wetland area built by the club.



## Maxon new chair of NGF board

JUPITER, Fla.— Robert L. Maxon, vice president/group publisher of Golf Digest-The Golf Company, has been elected chairman of the board of the National Golf Foundation (NGF).

Maxon succeeds Ed Abrain, executive vice president of Sales and Marketing for Titleist and Foot-Joy Worldwide, who has served as the board's chairman for the last two years and will continue as a director.

A member of the NGF board since 1994, Maxon most recently served as its treasurer. The election of officers took place Jan. 26, at the NGF Board of Directors meeting in Orlando, Fla. The other officers elected were:

- Vice Chairman — Scott Creelman, senior vice president of Top-Flite Professional Golf, Spalding Sports Worldwide and a NGF member since 1995.

- Treasurer — Joe Louis Barrow Jr., president and chief operating officer, Izzo Systems, Inc., who is making his debut as a member of the NGF's governance.

- Secretary — Cindy Davis, vice president of Ladies Professional Golfers Association and a former member of the NGF's Board of Governors.

The other new directors elected in addition to Barrow and Davis were:

- Robert Rief, general manager of Nike Golf.

- George Peper, editor-in-chief, *Golf Magazine*.

Other members of the Board include Charles Yash, president/CEO of Callaway Golf Ball Co.; Allan Solheim, executive vice president of Karsten Manufacturing Corp.; and Patrick O'Grady, senior vice president of Golf Business Development for Spalding/Etonic.

## Congress to address comp time legislation this spring

WASHINGTON, D.C. — A compensatory time bill is expected to resurface early in the 105th Congress. A bill that would permit employers to offer compensatory time off in lieu of overtime pay is likely to come before the new Congress during the next 60 days. GOP leaders plan to introduce a bill nearly identical to the measure that passed the House last summer, H.R. 2391. A companion bill is also ex-

pected to be introduced in the Senate.

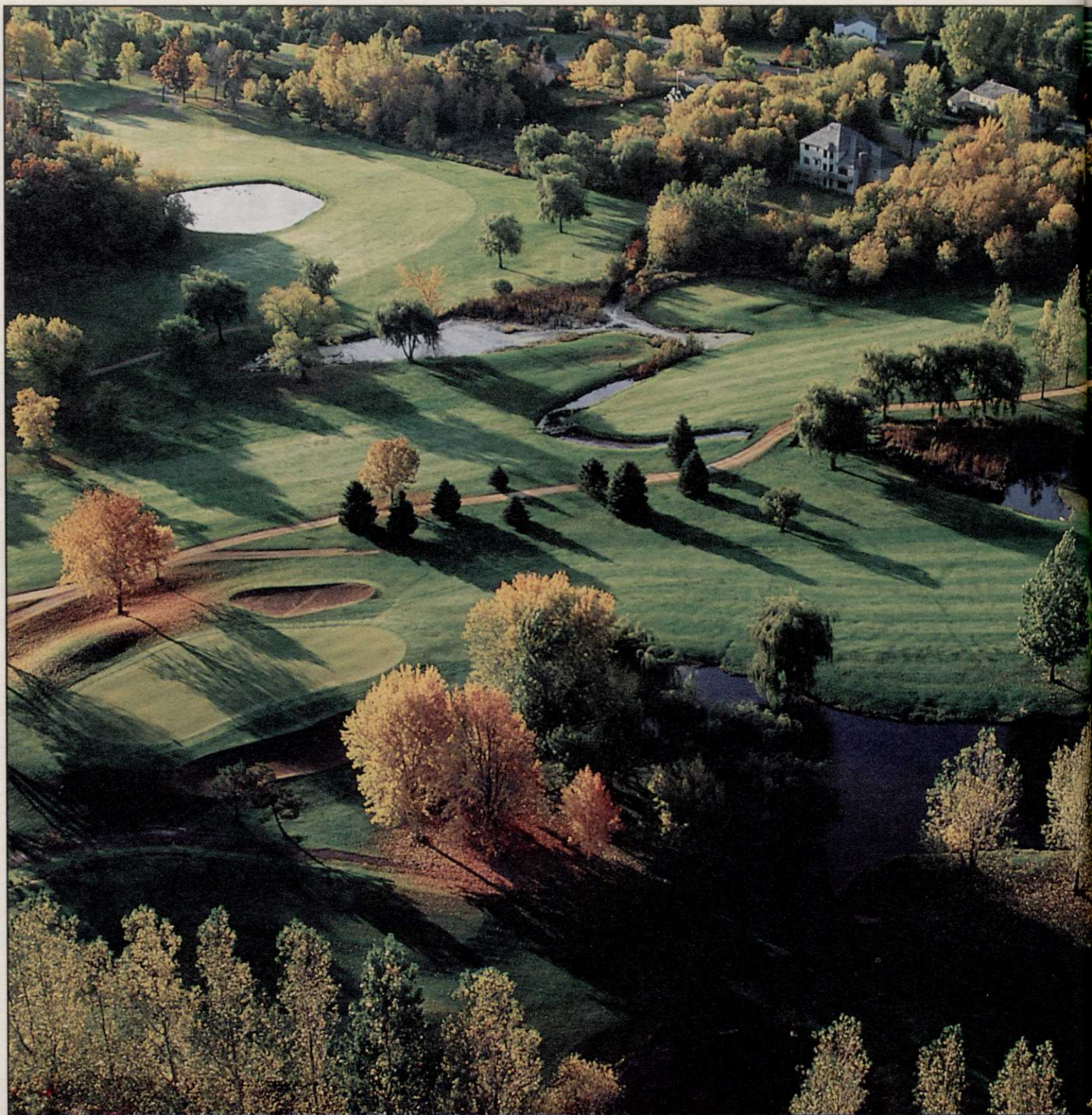
Key Hill staffers have indicated that GOP leaders are still struggling with their party's anti-worker image. To appear more moderate, the GOP has chosen compensatory time as the first labor issue to pursue during the 105th Congress, as opposed to a more controversial issue such as Occupational Safety & Health Administration (OSHA) reform.

## Murder-suicide claims two in S.C.

PAWLEYS ISLAND, S.C. — Two brothers installing an irrigation system at a golf course construction site here at True Blue Plantation were killed in January after one of the brothers shot the other and then killed himself in a grisly murder-suicide.

According to *The Sun News* of Myrtle Beach, S.C., Joe Blake Williams Sr. and Henry Newton Williams III of Georgia were putting in an irrigation system at the True Blue Plantation, a residential subdivision and golf course. Witnesses said Joe Blake Williams, 57, shot his 50-year-old brother, Henry, twice in the head at close range, then shot himself around 7:30 a.m. on Jan. 16. One body was found slumped in the seat of a backhoe while the other lay beside a white station wagon.

The brothers owned Piedmont Irrigation of Watkinsville, Ga., a subcontractor to the golf course builder at True Blue Plantation. Another irrigation worker, who was at the site when the murder-suicide took place, told police that Joe Blake Williams Sr. had waved a gun around and warned he and other employees to leave the scene of they would be shot.



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## Repeated floods threaten future of Spokane course

SPOKANE VALLEY, Wash. — The 18-hole Hangman Valley Golf Course faces the noose. Spokane County officials are considering permanently closing the 28-year-old public golf course because of continual flooding problems they say are costing the county too much money. The course has been severely flooded twice in the past 12 months.

One county commissioner told *The Spokesman-Review* of Spokane, "If you've got an infected finger, how many times can

you fix it before the doctor says, 'Let's cut that sucker off?'"

The county spent \$150,000 in February 1996, to repair and improve bridges on the golf course after Latah Creek overflowed its banks. The federal government chipped in another \$145,000 for the work.

Then, on Jan. 1, 1997, Latah Creek flooded the course again and damaged several bridges. One bridge needs about \$120,000 to \$150,000 in repairs, according

to the county's risk manager. In addition, some fairways are covered in mud, which could cost up to \$75,000 to clean up.

The New Year's Day disaster was the fifth flood at the course in its 28 years.

Built in 1969 for \$500,000 on donated land, Hangman Valley sits in a flood plain and officials say the course will just continue to flood over and over again. Closing the course is the most extreme of several options county officials are considering. Others include selling the golf course or raising the greens fees to help pay for the frequent repairs.

## Kapalua resort earns Audubon Heritage status

KAPALUA, MAUI, Hawaii — After meeting specific criteria and developing an environmental plan for future projects, Kapalua became the first resort in the world to be certified as an Audubon Heritage Cooperative Sanctuary by Audubon International.

For this 1,650-acre master-planned golf resort community located on Maui's northwest coast, attaining this goal marked a turning point and a reaffirmation of Kapalua's commitment to malama ka'aina (care of the land.)

In a cooperative effort with Kapalua's accommodation properties — The Ritz-Carlton, Kapalua; Kapalua Bay Hotel; and The Kapalua Villas — its residential communities, golf courses and facilities, all aspects of the resort were evaluated over a period of two years in order to meet sustainable resource management requirements of the Audubon International. The result is Kapalua's Heritage status.

Having attained this certification, Kapalua has become a flagship for Audubon International's new resort program. "Kapalua provides a resort model that we hope other properties will try to emulate through action," said Ron Dodson, president and CEO of Audubon International.

For information on Audubon International programs, call 518-767-9051.

Playability is a hard taskmaster. Getting it is a science. And an art. A business and a pleasure. Day after day—and sometimes night after night—it all depends on the golf course superintendent. Since 1922, we've known generations of them. The best have always been easy to spot. You can see it in their courses. The way they look. The way they play. You can see it in the superintendents themselves. There's a passion, a drive and a huge pride in everything they do.

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## Chemical exhibitors pump up the volume

**M**aking noise is perhaps the primary objective of exhibitors at the annual Golf Course Superintendents Association of America (GCSAA) show. By that I mean creating some buzz on the show floor. You know what I'm saying: People talking about, making noise regarding a particular company or its products.

Without a doubt, chemical companies made the most noise in Las Vegas. This industry sector was busy on several different fronts, from new product releases, to division realignments, to distribution relationships.

Who made the most noise? It's a toss-up between Novartis — the newly merged entity comprising what were formerly Ciba and Sandoz — and Zeneca, which rolled out its highly anticipated new broad-spectrum fungicide, Heritage.

The Heritage buzz was enormous (see stories page 59). Testing has shown the product to be effective on just about everything except dollar spot. Indeed, the prospects are so good for Heritage that companies were lining up to distribute it on Zeneca's behalf. Not just anyone, mind you. But The Scotts Company, United Horticultural Supply, Lesco, Terra, Wilbur-Ellis and others. Clearly, this is a product to watch.

Another new product creating a stir, though it has yet to receive Environmental Protection Agency approval, is Mach2 — an insecticide born of the collaboration between American Cyanamid Co. and Rohm and Haas (GCN February '97). Principals in the joint venture, called RohMid, held a news conference in Las Vegas to herald the coming of Mach2, which has tested very well in the field. When EPA signs off sometime this spring, Mach2 will go directly to market.

Novartis made noise by distilling the message behind its mega-merger, which was announced last spring and finalized Jan. 1. While Novartis is Latin for "new skills," the company brings a plethora of existing skills to bear. At a news conference held in Las Vegas, Novartis formally introduced its new Head of Specialty Products, Thomas McGowan; its Director of Turf & Ornamental Products, former Sandoz employee Gene Hintze; its National Sales Manager, former Ciba employee Jose Milan; and its new Market Manager for Golf, Jerry



Hal Phillips,  
editor

Continued on page 10

## We need another dead-ball era

**T**hump. Thump. Thump. The drum beat escalates, calling for a special less-juiced golf ball for the Tour. It is a call that has ramifications for all in the golf industry — a call that would "protect the integrity of our older golf courses," according to Denis Griffiths, president of the American Society of Golf Course Architects.

Was it Jack Nicklaus or someone else who began the cry for a special Tour golf ball — one that reduces the distance, say, 10 percent? At Pinehurst last spring Nicklaus declared that a 10-percent reduction in distance would return a course to the way it was meant to be played.

Now others are banging the drum. It has become a hue and cry. In Las Vegas in February the beat went on:

• Ben Crenshaw: "I'm close to agreeing with Jack. We've got to do something with the golf ball... We're at a critical red line about a lot of things with equipment."

• Griffiths: "We can look at USGA statistics all day long. But if you look at black-and-white, real-world examples of what's going on, I don't think the statistics support the way the Tour is playing."

Griffiths lamented the fact that Tour pros oftentimes need not hit their mid-irons because they can drive today's ball so much farther than was possible when the grand old classic golf courses were designed.

"Take a par-4 from 1970 on which you hit a driver-7 iron, or even driver-wedge," he said. "In 1970 the average Tour player hit the driver around 260 yards and the wedge 115 yards. That's 375 yards. Today, they hit a driver an average 280 yards. Put a wedge in their hands at 135 yards, and you're at 415. How do we put a medium iron in these guys' hands? You have to have a 500-yard hole."

Historically, a shot of under 100 yards demanded finesse — determining how much of a swing to take. It was one of the toughest shots in golf.

But in 1997, pros are carrying three or four wedges, pared off so that they can be played with a full swing from 80 to 135 yards out.

A Georgia guy, Griffiths used a NASCAR analogy. Here it goes: "Car racing and golf are very similar. They require ultimate concentration. The first thing you have to do is beat the track you're on, or the golf course you're on. The second thing is to beat your competitor. In 1969, about 175 miles per hour won the pole position at Daytona. That speed climbed — very much like our [golf's]



Mark Leslie,  
managing editor

Continued on page 11

## Letters

### A SPIKELESS BUT HARDLY TOOTHLESS REBUTTAL

To the editor:

Mr. Crist's comments on the spikeless revolution taking place now in golf ["They wouldn't let me wear my spikes, your honor", GCN January 1997] are both uneducated and that of the ambulance chasers that are lurking everywhere now.

Apparently he hasn't read about the gentleman member of a country club that just recently was awarded a large amount of money because he tripped with metal spikes and fell off the front walk of the clubhouse after consuming eight drinks. Why are cart paths finished rough or grooved? It is so golfers with metal spikes don't slip.

Furthermore, courses are not mandating "softspikes", they are mandating that metal spikes may not be worn. I think he is right in his second paragraph where he stated that he is "getting old," meaning he is unwilling to change. Of the centuries that golf has been played, spikes have only been around since the 1920s. And if he is so old he should check with an orthope-

dic doctor, who would probably recommend that spikeless golf shoes will save his feet and ankles in the future.

And to end, the traction of metal spikes are no better than tennis shoes — if you would take the lunge out of your swing.

Corey Eastwood, CGCS  
Bakersfield, Calif.

### GCN LINKED TO NGF DIRECTORY

To the editor:

I am happy to inform you that your company's Web site has been linked to your listing in the National Golf Foundation's online 1997 Directory of Golf. This new industry-wide directory is available on the Internet via GolfWeb (www.golfweb.com) and the NGF's own home page (www.ngf.org). Visitors to either site are now able to simply click on your Web address, which is a part of your company listing, and have direct access to your own Web site.

The reason behind this initiative is to provide NGF members with increased value. Since putting the Directory on GolfWeb's site, we've learned that GolfWeb's traffic has increased significantly.

We hope you will also benefit from increased traffic to your site and that this translates to more business for your company.

As always, we are grateful for your support of the NGF, and I welcome your input on how we can continue to improve our products, services and member benefits.

Barry S. Frank  
Vice President,  
Membership Services  
National Golf Foundation  
Jupiter, Fla.

### FROM THE CYBER MAIL BAG

*Ed. — The Golf Course News website, up and running for two months now, has received considerable praise from Internet-savvy superintendents. Below are a sampling of their comments. Have a look for yourself at:*

www.golfcoursenews.com

Congrats to your mag and the wonderful new Website on the Internet. As a golf course superintendent in Fulton Ill., at Fulton Country Club, it is a pleasure to read such a fine magazine on the goings on in the golf course business. In reading your latest mag

I found your new website and was thoroughly impressed with layout and content. Keep up the good work and remember to think green!!!!

A. Simmons  
Fulton, Ill.  
asimmons@sanasys.com

I'm a golf course superintendent, just new to the web. I'm totally impressed with the job you did on the *Golf Course News* web site! As the newspaper itself is broad and diverse, your work exceeds it! As only the web can! Great job, keep up the great work. I'm currently seeking to educate myself on the environmental and OSHA laws that apply to new golf courses in Vermont. Any suggestions? I'm going searching... thanks for any or everything.

Mary P. Knaggs  
knag0002@gold.tc.umn.edu.

Great! I just purchased my new office computer and added *Golf Course News* to my "favorite places" folder... Good timing. Nice addition to a good publication!

John Cummings, CGCS  
Charleston, W.Va.  
JCBHCCTurf@aol.com

# GOLF COURSE NEWS

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## IRS gives managers of munis a break on tax-exempt bonds

By PAUL H. JOHNSON

The Internal Revenue Service (IRS) has solved the second-greatest problem facing companies which contract to manage government-owned golf courses that are financed with tax-exempt bonds.

Even the IRS is powerless to deal with inclement weather, however, it has done the next best thing by lengthening significantly the permissible period that management contracts may cover without jeopardizing the federal tax exemption for interest income that investors earn on government-issued bonds used to finance the courses (the governmental borrower typically insists on maintaining the tax exemption qualification because it lowers by as much as a third the interest expense for the project).

The new rules are effective for management contracts entered into, modified or extended on or after May 16, 1997. Current contracts may be renegotiated to reflect these more liberal provisions.

The National Golf Foundation estimates that 2,541 of the 15,703 golf courses in

the U.S. are owned by governmental units, as well as approximately one in seven of the courses now under construction. Although precise numbers are not available, many are financed through issuance of tax-exempt bonds by the governmental course owner.

Since 1986, management contracts have been severely constrained by the following four requirements:

- 1) Compensation must be reasonable and cannot be based upon net income.
- 2) Variable compensation cannot exceed half of the total compensation.
- 3) The contract term, including renewals, cannot exceed five years.
- 4) The contract must be cancelable, without cause or financial penalty to the owner, after three years.

These 3- and 5-year provisions have forced management companies and course owners into short-term thinking which necessarily has led to higher fees and inefficiencies occasioned by having to change managers at least every five years.

The new rules will be a boon to owners by fostering greater certainty for longer

Continued on page 11



Paul Johnson

Paul Johnson is an attorney in Jackson, Miss. He can be reached at 601-927-3094.

## Wall Street taking a serious interest in management & learning center firms

By BUD LEEDOM

On an August day in 1993, an event took place that signaled a new era in the golf real-estate industry. The event merged corporate involvement in golf real estate with Wall Street capital. As the first few shares of National Golf Properties (NGP) crossed the ticker tape on the floor of the New York Stock Exchange, the golf real-estate market came of age.

Today golf real-estate investors have two developing segments within the golf real-estate market to choose from: golf courses and golf practice centers.

Corporate involvement in courses and practice centers has grown in separate and distinct stages. As of Oct. 5, 1996, the National Golf Foundation listed 15,447 existing U.S. courses, with 551 under construction. Within this growing golf course market, corporate consolidators first made their presence known.

American Golf was already an established and successful course owner/operator prior to spinning off its golf course holdings into National Golf Properties in 1993. NGP has grown steadily from 47 courses in 1993 to 115 today. NGP purchases courses that are poorly managed and marketed. Although acquisition deals are increasingly harder to come by, NGP purchased a record 34 courses in 1996, including 20 owned by then competitor, Golf Enterprises. NGP is the largest publicly traded owner of courses and second overall to privately held Club Corp. of America (CCA). CCA owns and operates 240 courses.

While NGP has successfully implemented its acquisition strategy and grabbed the attention of institutional investors and market observers, it is the equally dynamic management side within the business that has emerged more quietly.

Following the acquisition of a golf course, NGP immediately and almost exclusively hands over management responsibilities to its former parent, American Golf, through a triple net lease. This operational side of the course business is where substantial growth has taken place in recent years and where many

Continued on page 10

Bud Leedom is publisher of Golf Insight & Investing, a San Diego-based newsletter which covers the corporate and investment world.

Call for a free, informative brochure on filtration solutions.

## FILTRATION Who Needs It?

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

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

While effluent water is "safe" for irrigation it still contains a high level of nutrients. Sitting in your irrigation pond this water can quickly explode into an algae farm. If you're pumping unfiltered effluent, imagine having to remove and clean every clogged sprinkler head on the course. Now imagine doing it every month.

Proper filtration can remove these waterborne hazards before they start to clog heads and congest irrigation lines. So the question is not "why" but "when" will you need filtration.

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A partial list includes:

**Zebra Mussels** - Can colonize and close-off pipes. Adults can plug nozzles and valves.

**Fresh Water Clams** - Same dangers as Zebra Mussels, but take longer to colonize.

**Algae with Silt** - Sticky dark-green mixture coagulates into small sprinkler head-clogging clumps.

**Fresh Water Snails** - Can breed inside the system. Adults can plug nozzles.

**Sand** - Can plug small valve ports and cause wear inside nozzles, distorting application rates.



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## Phillips comment

Continued from page 8

Osborne, another Ciba veteran.

In Vegas, Hintze was asked whether the merger of two such enormous companies had resulted in any product redundancy. "None whatsoever," he explained, adding that Banner, Subdue, Sentinel, Primo and Barricade are perfectly complementary and account for 70 percent of Novartis turf and ornamental sales. All of these products

will be available for 1997 with full service and support, he said.

As for new product development, Hintze said to expect Novartis' first packaging innovation in August and six new products over the next four years. Medallion, a contact fungicide for ornamental use, will launch this year, he said.

...

Though not all the players were represented in Las Vegas, the various GPS cart-tracking companies garnered

a great deal of attention. Currently, there are five manufacturers of these systems, which allow cart-renting golfers to measure their distances to the pin while also allowing course operators to know the exact whereabouts and pace of a particular cart.

The competition among these five manufacturers has been fierce. Indeed, at least two are in court claiming patent infringement.

However, talking to various insiders, look for the following developments: 1)

There will be a winnowing of manufacturers from five to three; 2) Patents mean nothing, so the various legal proceedings will only drain those parties of capital; and 3) These devices will really take off — and soon.

According to one course operator who has a system already installed, "anybody charging more than \$70 per round can't afford not to have these things." Why? Because people will pay the extra \$10 to use the system, and they cost the operator half that amount per round.

## Leedom comment

Continued from page 9

independent owners have sought professional managers to run their courses. American Golf, the largest operator of golf courses, leases approximately 250 golf courses nationally and is responsible for the daily operations and maintenance of each facility. NGP and American Golf constitute an example of closely tied firms with a clear division in course ownership and operation activities.

Many of the younger management companies are regional operators specializing in particular locations to achieve economies of scale. This market clustering has firmly established some companies in specific regions. In addition to institutional funding, companies such as CCA are actually providing seed capital to new management ventures to establish a foothold in a particular region.

The coming years will see the continued emergence of regional operators and the initial stages of consolidation between the operators themselves. These "super-regionals" will attract the attention of larger investors and eventually the public markets. Newcomer, Meadowbrook Golf [GCN November 1996], publicly traded on the lowly Bulletin Boards, has already begun such a strategy by purchasing management companies on both the East and West coasts as regional operating divisions. Though Meadowbrook remains undercapitalized, this concept will likely provide a blueprint for further industry consolidation.

Alliances between management companies and large home builders is a relatively new concept. Management companies have established these ties to add business in newly constructed golf communities. Arnold Palmer Golf Management has allied with Toll Brothers on the East coast and Western Properties recently teamed with U.S. Homes following completion of the Heritage Palms golf community in Palm Springs, Calif.

O.B. Sports [GCN July 1996] of Portland, Ore., has differentiated itself by creating unique innovations in course management. On one 36-hole facility the

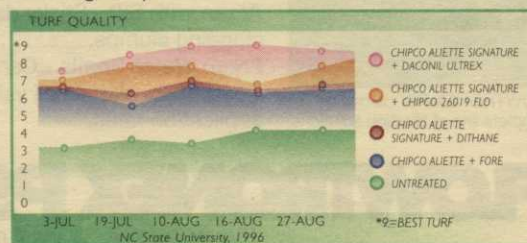
Continued on page 68

## A FEW WORDS ABOUT NEW CHIPCO ALIETTE SIGNATURE.

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## Leslie comment

Continued from page 8

distance has gone up — so that in 1987 or '88 the pole position was 210-211 mph, and we had several horrific wrecks.

"So NASCAR's sanctioning agency came back with the restrictor plate. This year the pole position was 189 mph. And it has made the sport better."

In golf it would make the Merions, Pinehurst #2s and Medinahs play the way they were meant to be played for the pros. The lesser hitters among the population — which is 99-plus percent of golfers — would

retain the long-distance balls which, after all, only help us regain the yardage lost to ball roll because of today's heavy irrigation.

Now that Nicklaus, Crenshaw, Griffiths and I have weighed in on this subject, perhaps some of the heavy hitters in the industry will come forward and push for the less-juiced Tour ball.

...

"The limbo pole is probably as low as it can go." That according to GCSAA Immediate Past President Bruce Williams, speaking about the care of turfgrass on golf courses. He was joining Ben Crenshaw in a press conference prior to Crenshaw's ac-

ceptance of the GCSAA's Old Tom Morris Award. Crenshaw agreed with Williams, adding: "Without a doubt, the most important person on the golf course is the person who takes care of it."

...

So, you'd like to be a golf course architect? Dana Fry, new partner of Mike Hurdzan (see story page 44), would not dispell any of the aura of the job. Fry determined that since he couldn't make a living on the Tour, he'd find another job in the industry, and circumstances led him into design. "To this day," he said, "I've never had a 'job.' My life is a continuous adventure, from one place to the other."

## Tax-exempt bonds

Continued from page 9

periods of time, which should lead to more efficiency by reducing manager turnover and fees — and by encouraging managers to make capital expenditures whose value extends beyond the short contract term. The manager benefits from a longer contract term (up to 15 years) and more stable projected compensation. Additionally, the new rules permit a one-time productivity reward which will not disqualify the contract if it provides a stated dollar amount based upon revenue increases or expense reductions (but not both). As an example, the manager may be rewarded upon attaining a desired benchmark, such as a number of rounds played.

Three compensation/term formulas permitted under current law continue to be permissible:

1) At least half of the total compensation is a fixed, periodic sum (a stated dollar amount for a specified period of time) with a maximum 5-year term that is cancelable after three years without penalty or cause.

2) Per-unit compensation (for example, a stated dollar amount for each round played) with a maximum 3-year term that is cancelable after two years.

3) Unlimited variable compensation (based upon a percentage of either revenues or expenses) during the initial start-up period for the facility which cannot exceed two years and must be cancelable after the first year.

The new rules permit two longer periods, but limit their value by requiring a higher percentage of total compensation that must be fixed and periodic:

1) Fifteen years with 95 percent of the total compensation as a periodic, fixed fee.

2) Or 10 years with at least 80 percent as a periodic, fixed fee.

Importantly, neither of the longer terms requires the cancellation-without-penalty clause at the end of the third (or second) year contained in present law. Also, it remains permissible to increase the fixed fee automatically according to a specified, objective, external standard, such as the Consumer Price Index, which is not linked to the output or efficiency of the property.

While current contracts may be renegotiated to reflect these more liberal provisions, the period that the contract has actually been in force must be reflected in determining the maximum remaining term of the contract. For example, a contract that commenced two years ago cannot be extended for more than 13 years. Parties to management contracts now will be able to select whichever of the five compensation formulas that best suits their circumstances.

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# BRIEFS



## PAR FOR THE COURSE IN 4TH SEASON

"Par for the Course," the Golf Course Superintendents Association of America's 30-minute television show, moves this year to The Golf Channel. The production's fourth season will begin March 22, at 6:30 p.m., EST. Each week, "Par for the Course" will take viewers inside the world of golf by featuring how-to-play tips from Golf Digest school instructors, interviews with industry leaders and celebrities, site visits to top golf venues throughout the world, agronomic insights and environmental success stories.

## N.Y. ASSOCIATION HELPS STUDENTS

ROCHESTER, N.Y. — The New York State Turfgrass Association (NYSTA) has awarded scholarships to Kristian Granger, Nancy Miller and Maurice Hopkins of SUNY Delhi, Eric Smith and Jonah MacDonald of SUNY Cobleskill, and Michael Friedman of Cornell University. The Fitzharris Agency sponsored a scholarship that was awarded to Betty Jean Kelly of Finger Lakes Community College.

## MID-AM ATTRACTS MORE THAN 8,000

CHICAGO — In spite of sub-zero wind chills and drifting snow, 8,724 visitors attended the Mid-America Horticultural Trade Show, Jan. 16-18, at the Navy Pier, the highest recorded for any Mid-Am show except 1996. Mid-Am '97 boasted more exhibitors than any other show in Mid-Am history, with a total of 517 companies contracted to exhibit in 940 booths. Mid-Am's Career Center introduced hundreds of area horticulture students to 96 employers.

## NEW YORK BEGINS REPORTING LAW

ALBANY, N.Y. — The New York State Department of Environmental Conservation (DEC) is taking steps to implement the state's new Pesticide



Reporting Law, according to Acting Commissioner John P. Cahill. The law became effective Jan. 1, requiring all commercial pesticide applicators and retailers to report all sales and locations of applications, by zip code. The DEC is charged with developing a computer database of all pesticide applications to help health researchers concerned with identifying possible causes of illnesses. Cornell University is charged with helping set up the database.

GOLF COURSE NEWS

# Mission Hills LPGA Tour's Top Maintained

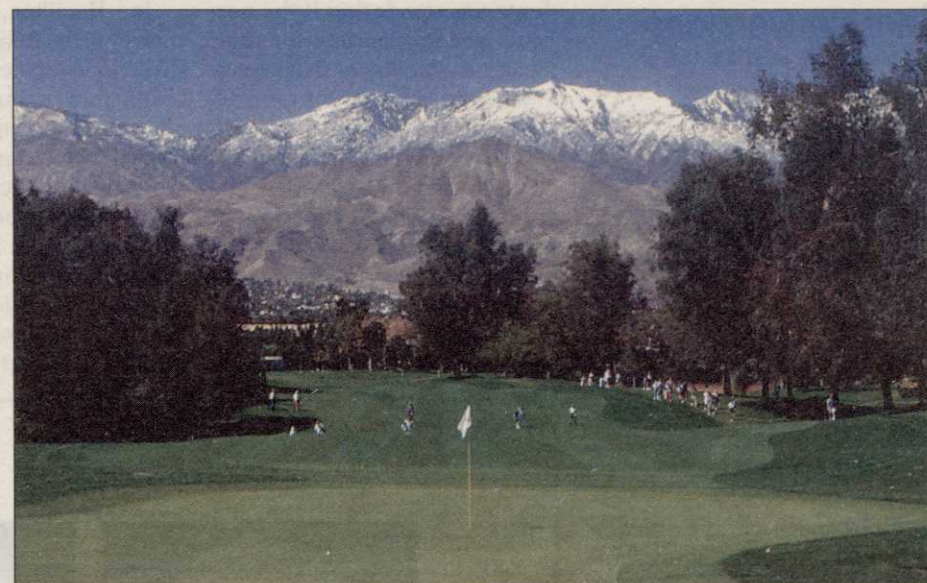
By HAL PHILLIPS

PALM SPRINGS, Calif. — The LPGA's first major of 1997, the Nabisco Dinah Shore Championship, will be contested later this month here at the Mission Hills Country Club. In an agronomic sense, it's all downhill from there.

Following an exclusive poll of LPGA Tour players, conducted by *Golf Course News*, Mission Hills has again been named the Best Conditioned Course on the circuit for 1996.

Mission Hills was similarly singled out for excellence in 1993.

David Johnson is director of maintenance for all three Mission Hills layouts. He accepted the award during February's Golf Course Superintendents Association of America conference and show in Las Vegas.



David Johnson's Mission Hills Country Club is an LPGA favorite, for the greens and the views.

More than 60 LPGA players responded to the GCN survey. Mission Hills finished first, followed by Columbia Edgewater Country Club in Portland, Ore., home to the Ping Cellular One LPGA Golf Championship. The new Rees Jones-designed LPGA International course, home to the

Sprint Championship, finished third.

"We start planning for the next tournament right after the previous one ends — making changes to the course, trying to improve," Johnson explained. "We focus in on the Tournament course so it's the best it can be for the

Continued on page 16

# Variations in success reported in bentgrass conversion methods

By PATRICK O'BRIEN

As more golf courses convert their greens to the new heat-tolerant bentgrass varieties, superintendents are using a number of methods to get the job done. In some cases, it is easy, reliable, and only takes a few months, while in others the process is slow and the results are uncertain. Conversion costs are variable as well.

The most popular methods of conversion that the U.S. Golf Association (USGA) Green Section staff has seen recently are reconstruction, surface regrassing, interseeding, and Ber-



mudagrass conversion.

## RECONSTRUCTION

Many older golf courses with poor root-zone conditions elect to rebuild, now that new superior bentgrasses are working successfully in the South. Obviously, this is the most expensive conversion method, but it will provide outstanding putting surfaces for the next 20 or more years. Advances in expertise and construction equipment have decreased the amount of time required to rebuild all 18 greens. In most instances, projects begin in mid-summer and the greens reopen in late fall.

Project costs vary depending on the size of the greens, material transportation costs, and architectural fees. Sometimes new turf

Continued on page 14

Patrick O'Brien is director of the Southeast Region for the U.S. Golf Association Green Section.



## VERSATILE VERTI-DRAIN

Redexim promises increased speed and aeration capacity without sacrificing quality in two new machines — Verti-Drain 7212 and 7316. Both models increase capacity up to 70 percent. The primary difference is that the 7316 has a greater working width and depth. Both are capable of coring and solid tining, as well as using the company's new needle tines which create less surface disruption. For other new products, see pages 65-66.

# Dr. Yelverton issues superintendents a spring wake-up call

Spring is here in some areas and many superintendents are scheduling their pre-emergence herbicide application. Much has been written about different products, application timing, and length of control. Recently, U.S. Golf Association Green Section agronomists spoke with weed science expert Dr. Fred Yelverton of North Carolina State University on this subject.

...

USGA: When do you recommend applying granular spring pre-emergence herbicides?

Fred Yelverton: All PRE crabgrass/goosegrass materials should be applied prior to any expected germination. Crabgrass will germinate when soil temperatures in the upper 1/2-inch of soil average about 52-55 degrees over about a three- to five-day period. An average soil temperature is the key because if you have bright sunny days in February when the air temp is in the 60s or 70s, you can easily have soil temperatures in the upper half-inch in excess of 55 degrees in the middle of the day. However, this early in the year it will usually drop down at night.

So the average soil temps over a several-day period is what you look for. Again, maximum control can only be obtained when PRE herbicides are put out and watered in before germination. If I were monitoring soil temperatures, I would start applying when soil temps average about 49-50 degrees. For a majority of courses in the Southern region, this is going to be

Continued on page 21



## Bent conversions

Continued from page 13

equipment and other tools to help keep the turf healthier, such as fans, irrigation upgrades, etc., must also be added to the cost. Seeding rather than sodding is the preferred method to establish new bentgrass varieties following reconstruction.

Pinehurst #2, Charlotte Country Club, Idle Hour Club, Colonial Country Club and East Lake are a few notable clubs that have upgraded in this manner recently.

### SURFACE REGRASSING

If root-zone conditions are acceptable, many clubs are electing to eliminate a Pennncross putting surface and re-establish the greens with an improved variety. Druid Hills in Atlanta was one of the first clubs to use this method to establish its greens with Crenshaw. Atlanta is a competitive golf market and many courses already had improved varieties on their greens.

Steve Wilson, superintendent at Druid Hills, set his standards high and proposed surface regrassing with Crenshaw. After club officials agreed, Wilson developed a program to resurface the greens. The first step involved fumigating the greens with methyl bromide. Afterwards, Wilson decided not to remove the old bentgrass stubble, but instead chewed it up with aerators and vertical mowers. This process created a seedbed into which he planted directly. Today, Druid Hills has putting surfaces that compete with any course in the Atlanta area.

### INTERSEEDING

Virtually every club in the South with Pennncross greens now interseeds either in the spring or fall with a new bentgrass variety in an attempt to slowly change the genetic population. Will this work? Right now nobody has an answer.

The U.S. Golf Association Green Section and the Carolinas Golf Course Superintendents Association are co-sponsoring research at North Carolina State University that began last fall. Dr. Dan Bowman is investigating various seeding techniques and varieties in an attempt to convert Pennncross plots to a new variety. If this method does work over time, it will become the most cost-effective and least-disruptive conversion method. I am a skeptic at this point. I have never seen anyone over the last five years prove they have converted a Pennncross green to a new variety.

### BERMUDAGRASS CONVERSION

These new bentgrasses have also caught the attention of superintendents with Bermudagrass greens. Many are tired of the annual fall overseeding and the battle each spring to regrow the Bermudagrass and eliminate overseeding. These superinten-

dents are wondering if the new bents are appropriate for their locations. Maybe or maybe not.

The new bentgrasses were developed for areas of the South where Pennncross has always struggled. They were not intended to extend the movement of bentgrass deeper into the South. However, in special instances with low play, good root zones, and a highly motivated superintendent, it may be done.

Joe Hamilton, owner of Lake Spivey in the Atlanta area, was the first to oversee conversion to Crenshaw using this method. Anyone who played golf at Lake Spivey before and after the conversion has noticed the major improvements in the putting greens.

Mike Carn at Bear Creek was the first on Hilton Head Island to change over Tidwarf Bermudagrass to a heat-tolerant bentgrass last fall. Instead of overseeding

last September with poa trivialis, Carn used Crenshaw bentgrass. By the end of February, Carn had almost total coverage of the bentgrass.

To enhance bentgrass performance, Carn implemented a new management program, as well as renovating the existing putting-green irrigation system. Fans were installed at sites with poor air movement and trees were removed as needed. The Crenshaw

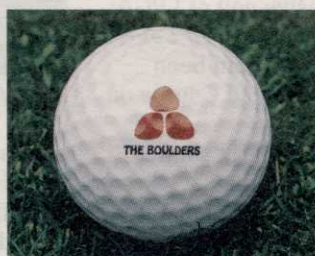
survived the summer of 1996 and Carn became the first man ever to hold bent on this resort island.

Even with these plant genetic advances, best results are achieved with good management. There are no shortcuts to good agronomics.

Daily management decisions that benefit these bentgrasses are vital keys. There is no question that more conversions will take place in 1997.



Grand National  
Auburn/Opelika, AL



The Boulders Resort  
Carefree, AZ



Grayhawk Golf Club  
Scottsdale, AZ



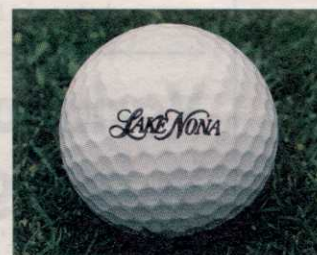
Four Seasons Resort Aviara  
Carlsbad, CA



Keystone Ranch Golf Course  
Keystone Resort, CO



Jupiter Hills Club  
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## The Best Courses In America Use Primo. Which May



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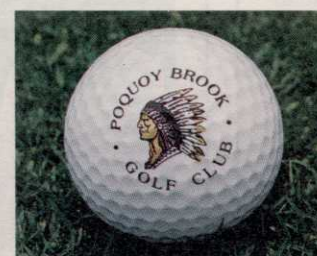
Glen Oaks Country Club  
West Des Moines, IA



Lassing Pointe Golf Course  
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# The superintendent as the club historian

By TERRY BUCHEN

It's that time of year for many superintendents — time to catch-up on wintertime goals and objectives from their master calendar. And what better way to spend quality time than to update and prepare the history of your golf course.

"The golf superintendent is the

best resource to document the history of a course by taking many, many pictures at different times each year," exclaimed Melvin B. Lucas, Jr., CGCS. Lucas should know, he is often referred to as "The Resident Greenkeeper of the Golf Collectors Society" by none other than Joe Murdoch, founding father of

the society.

Lucas is president of Links Counsellor, an international agronomy consulting firm. He is also a former Golf Course Superintendents Association of America (GCSAA) president and immediate past president of the Golf Collectors Society.

"By chronicling the history of

the golf course through pictures and documentation in the superintendent's file system, the course history will never be lost or forgotten," Lucas continued. "Many courses are now writing their 75th and 100th anniversary books and the superintendent has many pictures a course historian might not

SAVVY SUPERINTENDENT



know even exist. Historical photos, taken by supers, can really help a course during the restoration process — to 'put-it-back-the-way-it-was,' with never a doubt

to the architectural accuracy of the restoration.

"Many courses will contact former superintendents to help write a course's anniversary history book. They help document old photos and go through the super's history files — simply from memory."

According to Lucas, there are many "angels" in golf who can help the superintendent and course historian plan and execute the publishing of a history book. They include Brian Lewis of Sleeping Bear Press, a resident expert on history book publishing; Ron Whitten, architecture editor of Golf Digest, who along with Geoff Cornish have written two history books on golf courses and their architects and are world renowned experts on golf course history in America; Bob Grant of Droitwich, England, who does club histories in the U.K. and about famous European golfers as well; Dr. William Quirin, golf writer for The Met Golfer, who is doing Garden City Country Club's 100th anniversary book; Bradley Klein, architecture editor for GolfWeek and freelance architecture writer; Ross Goodner, retired golf writer for Golf Digest who lives in Oklahoma and has done history books on Shinnecock Hills Golf Club and St. Andrews Golf Club of Hastings-on-Hudson, N.Y.; and Desmond Tolhurst, retired golf writer who is also doing course history books now and has completed Merion Golf Club's book.

"Back in the 1920's," Lucas said, "most of the U.S. was aerial photographed. County seats and state governments have reproductions of these wonderful old black-and-white photos for a super's use. Today, most areas of the U.S. are aerial photographed every three to five years, especially if they are near farms."

Supers should continue keeping golf course files complete with dates of restoration chronologically — with many pictures — during all of the seasons of the year. Once a course history book is written, they are commonly donated to the U.S. Golf Association Library, GCSAA Library, state and local golf association libraries, and local GCSAA chapter association archives.

"Videotaping and photographing, especially in both black and white and color, is historically important," Lucas added, "from a new course under construction to the oldest course in the country."



The Wilds Golf Club  
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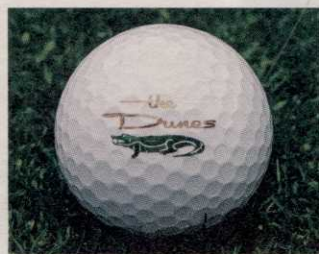
Newton Country Club  
Newton, NJ



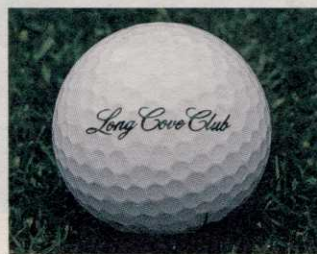
Monroe Golf Club  
Pittsford, NY



Bent Creek Country Club  
Lancaster, PA

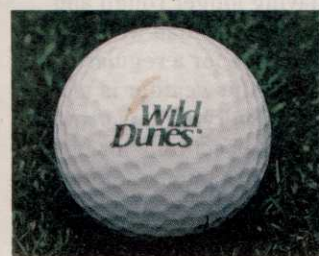


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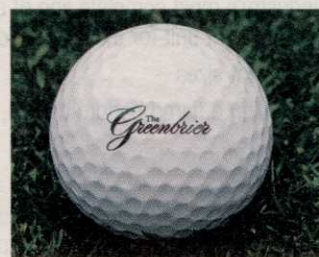
Stonebriar Country Club  
Frisco, TX



Stonebridge Country Club  
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## Pa. Turf Council elects Zedreck

WEXFORD, Pa. — Michael P. Zedreck, superintendent at Pittsburgh Field Club, has been elected president of the Pennsylvania Turfgrass Council (PTC), succeeding Samuel R. Snyder VII of Hercules Country Club in Nottingham.

A former president the Greater Pittsburgh GCSA board of directors, Zedreck had been re-elected to a three-year term as director of the PTC in the previous elections. He previously served a superintendent at Southpointe Golf Club in Canonsburg, where he oversaw construction, and at Butler (Pa.) Country Club. A certified golf course superintendent, he serves on the U.S. Golf Association Green Section Committee.

## Mission Hills' super says being a golfer helps

**Continued from page 13**  
ladies. I play golf and my assistant, Nancy Dickens, plays golf. So we have a good feel for what the players like."

Judging from their comments, Johnson and his staff know how to keep the LPGA happy.

"There are other courses

that are as well conditioned in certain years," said Beth Daniel, "but year in and year out, Mission Hills is the best."

"Always a joy to play," agreed a fellow competitor. "They obviously have a great deal of pride in their course."

"The tees, fairways and greens were great," raved

Suzanne Strudwick. "They always are."

Golf Course News has conducted its annual Best Conditioned Course survey since 1992, rotating each year between the PGA, Senior and LPGA tours. Desert courses don't routinely score well in the eyes of players, but Mission Hills is the exception.

Further, Mission Hills' excellence is underlined by the scope of its maintenance demands. Three are three courses at the Palm Springs resort: The Desmond Muirhead-designed Tournament course, the Palmer Course and the Pete Dye Course.

Johnson is director of maintenance for all three tracks. However, he said the award would not have been attainable without help from Dickens, the first assistant and superintendent for the Tournament course; Raul Rodriguez, service manager for equipment; assistant superintendent Felix Milward; foreman Pablo Lua; and General Manager Tom Catanzarite.

"I guess if you're watching on TV and listening for comments, you'll hear about the smoothness of our greens," said Johnson. "There's just no grain in them by the time we get done with them... I think all LPGA events have the same standards. But ours being a major, we have the advantage of having longer rough and faster greens than what they might have for a regular event. "Also, the weather is nice in March. Everything is growing. It's the perfect time for us to host a tournament, and we take a lot of pride in trying to be the best."

Keen observers of the LPGA scene may notice a few changes during this year's tournament.

Johnson and his staff have reconfigured some of the bunkers ("They had lost their natural shape"), rebuilding some of the fingers Desmond Muirhead had originally designed.

"Also, we took out some trees to get more sunlight in weaker areas," said Johnson.

But don't expect too much change. The course will play as it always does: The common Bermuda fairways will play firmly, just as they did last year when Patty Sheehan walked away with the title; the grainless greens — 328 Bermuda, overseeded with Majestik Rye — will again be cut at 3/32.

And the players will rave.

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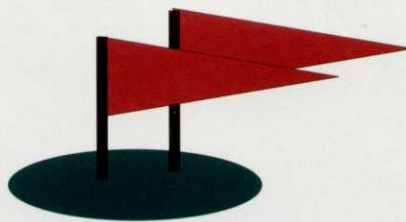
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## TURF TYPE PERENNIAL RYEGRASS

### Variety Comparison

Turf Quality Ratings (LSD Value = 0.2)

<b>PENNANT II</b>	<b>6.4</b>	<b>MB 42</b>
Top Hat	6.2	
Prizm	6.2	
Manhattan 3	6.2	
Brightstar	6.1	
Cutter	6.1	
SR 4400	6.0	

Genetic Color Ratings (LSD Value = 0.2)

<b>PENNANT II</b>	<b>7.7</b>
Manhattan 3	7.2
Brightstar	7.1
Prizm	6.8
Cutter	6.6
SR 4400	6.1
Saturn	6.0

Percent Living Ground Cover (Summer)  
(LSD Value = 7.5)

<b>PENNANT II</b>	<b>91.1</b>
Prizm	88.9
Manhattan 3	88.7
Brightstar	88.1
Cutter	86.9
SR 4400	84.7
Saturn	80.1

Mowing Quality Ratings (LSD Value = 0.1)

<b>PENNANT II</b>	<b>6.7</b>
Top Hat	6.3
Brightstar	6.0
SR 4400	6.0
Cutter	5.7
Manhattan 3	5.7
Saturn	5.7

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Moderate tolerance to brown patch

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### Color

Extraordinarily dark green color facilitates reduced fertilizer maintenance

### Recommended Seed rates:

New lawns & sports turf:  
6 # per 1000 square feet 260 # per acre

Overseed:  
3 # per 1000 square feet 130 # per acre

Dormant Southern Overseeding:  
8-35 # per 1000 square feet



# Canada's finest, Super of Year Kirkpatrick, breaks the mold

By MARK LESLIE

KITCHENER, Ontario, Canada — He quit school but kept on learning. Indeed, he became the teacher, training eight Class A superintendents. He "loves" to prepare his course, Westmount Golf & Country Club here, for an annual Ladies PGA Tour event. He was a golf course "shaper," who left the

profession but still uses the skill whenever he can. Since becoming a golf course superintendent in 1966, he has innovated, renovated and relocated.

And now, Hugh Kirkpatrick has been recognized as Canada's Superintendent of the Year.

"I can't believe the recognition I've been getting from other superintendents and managers, and how sincere people are," Kirkpatrick said. "It's tremendous."

And, surprising. Kirkpatrick wouldn't even hire himself if he tried to come aboard today. "When I hire an assistant," he said, "they need at least a two-year diploma in turfgrass."

Attesting to the fact that superintendents are better educated than when he broke into the business 30 years ago, Kirkpatrick said: "I think if a superintendent got out of the business, it would be difficult for him to get back in. It's hard to keep up [with the advances]."

Kirkpatrick first learned the golf course business from a bulldozer when his father's business started to specialize in course construction and Hugh and his brothers joined in. Hugh's expertise became "shaping," performing the final touches to the greens and other contours of a course.

After four years, having traversed Canada and seeing little of his family, he landed a superintendent position at Conestoga Golf Club. Five years later, architect Robbie Robinson needed a superintendent at a new course, Dalewood Golf Course in the Port Hope area. He stayed there until Westmount needed someone to help get the course in shape for its Golden Anniversary in 1979 and offered him the job.

Through this all, Kirkpatrick never stopped learning, gaining certified golf course superintendent status.

"I've always gone to a lot of seminars. Even before [the national association] was doing them, our provincial association was always strong in education," said the former president of the Ontario Golf Superintendents Association. "A lot of it was picking guys' brains."

In turn, Kirkpatrick has tried to pass on what he has learned to others, including the eight Class A superintendents he has trained.

"I think clubs like Westmount are there to polish people and make sure they can take the job over," he said. "It's important, if clubs are going to hire assistants to be superintendents, that they be prepared for more than just working on a course. They should be able to assume a management role."

So, working with Kirkpatrick,



Hugh Kirkpatrick's Westmount Golf & Country Club still a work in progress, as he refurbishes the Stanley Thompson design.

assistants attend green committee meetings, work the books and take over responsibilities he delegates to them.

Sharing knowledge beyond a superintendent's own course is also crucial to the profession, he said.

"Sharing, helping other superintendents whenever you can — that's where we all learn a lot," he said. "That kind of thing is what makes our profession stronger than others. That's not the case in construction. But, if they come up with a better way to do something, most superintendents share. And we all get better because of that."

Kirkpatrick used that sort of help, and his own background, to bring Westmount back into shape and make necessary renovations over the years.

"It's a wonderful old course," he said, "and quite a few changes have been made over the last 18 years. We've

redone most of the tees. It was a two-tee course and we now have four. I've rebuilt four greens to USGA specs. We also redid our practice range a few years ago, adding 10 target greens."

Who did the shaping? "I did," he said. "It's like riding a bike."

"Without a little construction work on our course it would get a little boring. The construction background makes you more efficient."

Kirkpatrick is now contemplating bunker restoration next year — a project that is "a little too big for us to do in-house" — and replacement of the 25-year-old irrigation system.

Though the course is a Stanley Thompson design, Kirkpatrick feels the famed architect didn't spend much time on site. "You don't see his bunkers here. We're going to try to copy his style," he said.

Meanwhile, he continues to try to

stay at the forefront of industry advances:

- Trying to keep bentgrass greens alive on "a tremendously shaded golf course," he and Rhod Traynor of Hamilton Golf Club were the first superintendents to install greenside fans this far north.

- He maintains both turfgrass and tree nurseries, saying: "Not enough people have nurseries. That's a good place to try new cultivars. And if you haven't used a chemical or fertilizer, that's a good place to try it."

With advice from a consulting arborist, he has implemented woodlot management. Dead or dying trees are removed and 3- to 4-inch-caliber trees from the nursery are transplanted.

- Westmount was among the first Canadian courses to join the Audubon Cooperative Sanctuary System for Golf Courses, and though he hasn't had the manpower to do enough chores to earn certification, he said: "I think our course complies with most of the specifications. We preserve wetlands, places like that. We have to remember it's a golf course first and we can't have long grass everywhere."

Amidst it all, Kirkpatrick thrives on challenges.

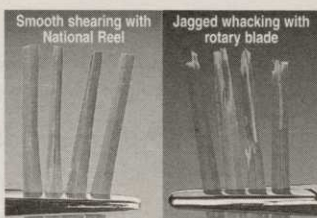
Doing so, he said, "is kind of fun. The hardest thing is, the course is so much busier than it used to be. Kitchener is a snowbelt area and the season is shorter than Toronto. We used to get 25,000 rounds a year. Now it's 32,000 on these small, old greens."

And tournament preparation? "It's always fun for the superintendent and staff," he said, "because they know they've got a good product. Usually the people who come to play it are very

Continued on page 22



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# Kentucky bluegrasses tested for height of cut

By ERIC HOWARD

ORONO, Maine — Turf researchers are experimenting with the tolerance of Kentucky bluegrass cultivars to low mowing, at heights of cut frequently found on fairways of private or high-end daily-fee courses.

Finding the right cultivar for the local conditions can significantly affect short- and long-term grass survival and therefore course maintenance costs, according to Dr. Annamarie Pennucci, an independent turf consultant and faculty associate at the University of Maine.

Pennucci has been involved in three such bluegrass studies in New England. Results have so far identified some 20 cultivars that, when maintained at low mowing, are quite strong against leaf spot diseases, pink snow mold, and other problems typical for Northern courses. She has placed them into three groups, based on turf quality and color as measured at her test sites. Three named cultivars — Aaron, Barcelona and Limousine — as well as several numbered cultivars scored best at her sites over the past several years.

Unfortunately, several other exceptional cultivars are still numbered and not yet commercially available. She did include three numbered cultivars from Group A (the best) in her results table [see table] because of their outstanding qualities. The other top contenders over the course of her studies include cultivars from a variety of commercial and non-commercial sources.

With Dr. Allen Langille, Pennucci is part of a National Turf Evaluation Program (NTEP) high-maintenance Kentucky bluegrass trial here at the University of Maine at Orono, with 104 cultivars. NTEP is helping golf course managers determine what cultivar is most suitable for a particular site. Evaluations are being conducted in 38 states, with Kentucky bluegrass trials running at about 30 northern sites.

At Orono, several new cultivars had an excellent first growing season in 1996, in particular cultivars supplied by Pure Seed Testing, Barenbrug, Jacklin Seed, O.M. Scott, Lofts and Rutgers University.

"These new grasses reveal greater depth of dark coloration, finer leaf blades, greater numbers of leaves and tighter density relative to their older cousins," said Pennucci. Each year, the NTEP office will release the ongoing results of this and other NTEP trials.

Pennucci has also been involved in longer-running trials, including one with the New

Hampshire Golf Course Superintendents Association at Amherst (N.H.) Country Club. This high-maintenance, low-mowing trial was started in 1992 on the fairway at the 8th and 9th holes.

"Initially, many of the 135 Kentucky bluegrass cultivars used at the Amherst site re-

sponded well to the demands of frequent low mowing," said Pennucci, "and several standard cultivars performed far better than expected."

Over time, however, several of the older standards declined in quality and density, with leaf spot and brown patch diseases

Continued on next page

## TOP KENTUCKY BLUEGRASS CULTIVARS FOR LOW MOWING

Group A had the highest scores averaged from three New England test sites for up to four years. Groups B and C were also excellent. The research covers 135 different cultivars.

### Group A

Aaron  
Barcelona  
Limousine  
(0514)  
(IDW)  
(UD-11)

### Group B

4 Acres  
America  
Barsweet  
Bartitia  
Blacksburg  
Challenger  
New Guide  
Opa  
Touchdown  
Unique

### Group C

H06-90  
Alpine  
Ascot  
Coventry  
Cynthia  
Midnight  
Princeton  
Shamrock  
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REWARD is also the one herbicide you can use with confidence on trimming and edging anywhere on your course. Since it binds quickly to the soil, REWARD doesn't leave biologically active soil residue, making it ideal for edging around trees, shrubs, flower beds and other ornamental plantings. Or apply it along cart paths, around sprinkler heads or other areas where translocating herbicides, such as Roundup, just aren't desirable.



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WACO, Texas — Students in golf course and turfgrass management (GTM) at Texas State Technical College (TSTC) here are building a three-hole golf course, working with course architect Jeff Brauer. The immediate past president of the American Society of Golf Course Architects, Brauer is one of several people donating services for the job after being contacted by

the U.S. Golf Association Green Section Director Jim Moore, advisory committee chair for GTM. The GTM advisory committee is a group of professional representatives who keep TSTC updated on skills the industry needs in graduates.

"We were thrilled to hear Brauer wanted to work with us,"

GTM Department Chair Tinker Clift said. "We really appreciate his involvement in this project. It means a lot to have someone of this caliber working with us at TSTC. This professional design enhances the realism of the project."

Clift said the project gives students a new level of important

hands-on experience. Developing a golf course allows students to see a project progress from concept to construction. They learn to operate different turfgrass equipment, install the irrigation system and maintain the course. GTM plans to build one hole each year. TSTC plans to continue expanding this project

as long as land is available.

Once a hole is complete, students will continue to use the area as a laboratory to develop their skills in golf course care. One hole is complete and employees and students can use it free of charge. The TSTC Student Activities Department also plans to use the facilities for intramural golf activities in the future.

Other donors include: Ogel Bay-Norton Industrial Sands of Brady which donated 10 trucks of root-zone mix, valued at \$2,000; Shamrock Irish Peat Products of Brady which donated four pallets of peat moss (imported from Ireland), valued at \$1,200; Rain Bird of Dallas which donated irrigation heads for the golf green; and Coastal Turf, Inc., of Bay City, which donated 5,000 square feet of Champion grass sprigs, valued at \$3,200 and 1,080 square yards of 419 Bermuda-grass, valued at \$1,890. The TSTC Student Activities and Intramural departments also donated gravel for the course.

## Kentucky blues

Continued from previous page

as well as from increased pressure from weeds. After 2-1/2 years, eight had consistently performed well in terms of turf quality, vigor, density, color and tolerance to low mowing: IDW, 0514, Aaron, Barcelona, Limousine, Touchdown, 4 Acres and Unique.

Of the remaining 128 cultivars, eight had fairly good scores during this time and 40 were acceptable. Several cultivars that started out very poorly — perhaps because of the warm and humid summer in 1993 and the subsequent cool and dry fall and icy winter — slowly filled in and formed excellent grass canopies.

"At maturity, the top eight contenders still appear terrific and able to hold their own against the additional pressures of low mowing," said Pennucci. Unfortunately, she also noted the long-term effects of low mowing seem to include a gradual to rapid loss in disease resistance when the mowing height is reduced from 1 inch to 5/8 or lower.

Superintendents will need to adjust the timing of pesticide applications to reflect a lower tolerance for such pests when the turf canopy has been challenged by low mowing. This does not mean, however, that total amount of pesticide used will go up.

Despite possible pest problems, superintendents will see concrete benefits from using some of these new or improved cultivars in places where low mowings are needed, especially in the Northern latitudes where survival can be challenged by harsh winters.



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CIRCLE #111



## New Hampshire GCSA elects Hillier president... honor Flanagan for service

**S**POFFORD, N.H. — The New Hampshire Golf Course Superintendents Association has elected Jim Hillier of Pine Grove Springs Country Club as president, succeeding Londonderry Country Club owner Tom Kimball. Joining Hillier as officers are Vice President John Clark of Rochester Country Club, Secretary Randy Weeks of Londonderry Country Club and Treasurer Gary Summerton of Countryside Golf Club.

New directors are Steve Rowell of Nippo Lake Golf Club, Tony deBettencourt of Portsmouth Country Club, Bob Mattheson of Hoodcroft Country Club, Bob Turcott of Stonebridge Country Club and Tom Lloyd of Candia Woods Golf Links.

**D**OVER, N.H. — Robert P. Flanagan of Dover, N.H., was honored by the New Hampshire Golf Course Superintendents Association for life-long service to the golf course maintenance industry.

Flanagan was co-founder and a charter member of the 32-year-old NHGCSA. He is a graduate of the Thompson School of Ap-

plied Science, at the University of New Hampshire, and the Stockbridge School of Agriculture at the University of Massachusetts. He was employed as the golf course superintendent at Cochecho Community College here from 1960-62, and once again from 1965-73. During this time, he was instrumental in formatting the NHGCSA. He served

the NHGCSA in many capacities, including all executive positions, and was turf conference chairman for 17 years. He is a former recipient of the NHGCSA "Outstanding Service Award."

Flanagan entered private business in 1973 and built his company, Turf Specialty Inc. of Londonderry, into one of the largest suppliers of golf course maintenance products in the Northeast.

Flanagan retired in December, 1995, at which time he attained Life Member status in the NHGCSA, the eighth person to do so. On Jan. 6 at the 27th and last NHGCSA Turf Conference in Manchester, he was recognized for this and his many other accomplishments.

## Indiana research, education supported

**INDIANAPOLIS, Ind.** — At the 1997 Midwest Turf Expo at the Convention Center in Indianapolis, the Indiana State Lawn Care Association and the five golf course superintendents associations in Indiana presented checks totaling more than \$36,500 to the Purdue Turf Program to support turfgrass research and education.

The Midwest Regional Turf Foundation presented a check for \$96,000 to the Purdue Department of Agronomy for annual support of the Turf Program and also presented an additional check for \$10,000 to the School of Agriculture for development of the Purdue Turfgrass Research and Diagnostic Center. Bob Shaw was presented with the 1997 Distinguished Service Award, the highest honor given by the Midwest Regional Turf Foundation.

The award is presented to an individual who has gone above and beyond the call of duty for the turf industry of Indiana. Next year's Turf Expo will be held Jan. 20-22, in Indianapolis.

## RMGCSA honors Karbatsch, Cranshaw

The Rocky Mountain Golf Course Superintendents Association (RMGCSA) honored Bobby Karbatsch and Dr. Whitney Cranshaw of Colorado State University during the Rocky Mountain Turf Conference.

Karbatsch, of Pinehurst Country Club in Denver, was presented the Distinguished Service Award, while Cranshaw received the Turf Professional of the Year award. Cranshaw has co-authored a new book titled "Insects of Colorado & Northern New Mexico."

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# Uniform lockers beat 'tradition'

By TERRY BUCHEN

Maintaining higher standards for a superintendent's employees has always been a top priority, and the upgrading of the maintenance building is no exception. The employee's lunch room, locker room, restroom area is most important for employee morale and self-esteem, which has gained great strides during the past two decades.

Employer-furnished uniforms are in vogue at courses that want their employees to look nice, in keeping with their image. Uniform service companies are starting to provide separate, individual lockers for each employee's use, with a separate dirty-clothes hamper set alongside.

The uniform service company employee has a master key which opens



each "set" of lockers. Each week, he or she places the pants and shirts in the lockers in exchange for the dirty clothes. The lockers are usually provided free of charge to the course — obviously as long as the course uses the company's laundry

services. Employees have individual, separate keys for their uniform lockers.

The traditional employee's locker usually remains to house an employee's items, such as a rainsuit, extra jackets, shoes, boots, gloves, hats, safety goggles, etc. The uniform locker is usually seen as an extra amenity for the employee.

Many supers who are designing a new maintenance building will make provisions for the extra space needed for the separate uniform lockers, usually as part of the lunch room, locker room, rest room area.



Each individual employee locker, because it houses only freshly-laundered uniforms, is far more narrow than the traditional employee locker.

## Q&A: Yelverton

Continued from page 13

February to early March. I do not like the statement "when dogwoods are blooming it is time to put out pre-emergence crabgrass materials." This is too late. What I normally say is "when dogwoods are blooming, crabgrass is germinating and growing." If you want to use a phenological indicator plant, use forsythia. When forsythia blooms, it is time to get started.

Goosegrass generally germinates when soil temps average about 60 degrees — about 14 to 21 days after crab. Regarding split applications of pre-emergence herbicides, certain herbicides do exhibit enhanced control when you split the application about eight weeks apart. For instance, several of the DNAs (Surflan, Pendimethalin, etc.) will show a little better control when applied at 1/2 rates at the normal time, followed by the remainder eight weeks later. Barricade (another DNA) also can be enhanced by splitting the application eight weeks apart, but it is generally better to use 2/3 of the full rate at the normal time, followed by 1/3 eight weeks later.

It is not recommended to split the Ronstar rate. We recommend that Ronstar be applied at the full rate in one application at least two weeks before any expected crabgrass germination. While all crabgrass/goosegrass herbicides are more effective when applied prior to any germination, it is absolutely essential that Ronstar be applied before any germination occurs. Any crabgrass or goosegrass that has emerged will not be affected by a Ronstar application.

**USGA:** How do you feel about having the pre-emergence herbicide placed on a granular fertilizer? Is herbicide efficacy improved or lessened when added to a fertilizer particle?

**FY:** There is nothing inherently wrong with applying a PRE herbicide on a fertilizer carrier, so long as the timing of the herbicide and the fertilizer are compatible. If you have overseeded with a cool-season grass, or established cool-season turf species such as in western North Carolina, eastern Tennessee, etc., this represents a situation where the timing is compatible. In terms of efficacy of the herbicide on a granule or fertilizer carrier, so long as you get

good uniform application and distribution of the dry particles, efficacy will be no different than a spray.

However, there may be some areas where it is difficult to apply a granular product. For instance, it is difficult to get good granular distribution where there is a narrow tee box and you have to back the application equipment to say the back tees and there is inadequate space to turn around. Oftentimes I see poor control on the slopes of elevated tee boxes in these situations.

There are other areas that are just difficult to get to with a granular. Many superintendents touch up these difficult areas by using sprays in advance of, or following, granular applications. This is a good way to deal with these problems. Also, when spreading granular materials in bulk, you have to be careful to prevent granulars from getting on the hard-scape (concrete, asphalt, etc.), where they can be easily washed off into surface water.

**USGA:** It seems there are some labor advantages associated with applying the fertilizer and herbicide at the same time, but there must be some waste of fertilizer as well, due to the early timing of application. Do you have any feel for how much fertilizer is wasted?

**FY:** If you have a cool-season turf species growing that can use the fertilizer when it becomes available, this is a good way to make an application. However, in the case of non-overseeded dormant Bermudagrass, the fertilizer is obviously not going to be used. In this area of North Carolina, we need to get our PRE herbicides out and watered in the latter part of February or very early March. If you are putting a herbicide with fertilizer on dormant, non-overseeded Bermudagrass, this fertilizer application is probably at least two months in advance of when you would normally be applying a fertilizer.

Now, someone could argue that because these products are slow-release they are not going anywhere — they will just sit there. This is a good point. But between March and May, we normally have weather conditions conducive to some release of available nitrates. If the Bermudagrass cannot utilize this, we have to ask the question "What happens to it?" Perhaps nothing. But if you are on sandy soils, you can get some leaching.

The point is, on non-overseeded Bermudagrass, the timing of a PRE crabgrass herbicide and a fertilizer is not compatible. It is difficult to say how much may be lost. It may be none, or it may be a significant percentage of what is applied.

**USGA:** Would a sprayable pre-emergence product work just as well as a granular?

**FY:** So long as the distribution of a granular and a spray are adequate, there will be no difference in control. However, generally if we see a difference in our research trials (and we usually don't) it will favor the spray applications. Again, I think it gets back to uniformity of distribution. If a product is formulated on a granule, you must be able to get a certain amount of granules in a given area of space to provide uniform soil coverage.

Remember, with a PRE herbicide, when watered in, it must provide a uniform herbicide barrier just at the soil surface that the crabgrass or goosegrass plant must grow through. As the plant attempts to grow through this barrier, the herbicide is absorbed in the young roots and shoots (in the case of a DNA) or the shoots in the case of Ronstar.

So the herbicide does not prevent weed-seed germination. The weed dies as it tries to grow through the herbicide-treated zone. Obviously, if this herbicide-treated zone has significant areas where there is no herbicide, this is where the weed will grow through and will not be controlled. One exception where I have seen a granular product work better than a spray is where you may have a product that is relatively volatile. If you spray a product that is volatile, you might have some volatility losses with a spray, whereas you can control this volatility loss more with a granule.

**USGA:** Would you expect to see any cost savings with a sprayable pre-emergence product?

**FY:** When applying a PRE herbicide to non-overseeded dormant Bermudagrass, the cost savings can be significant. Most of the sprayable pre-emergence products must be applied when the Bermuda is still dormant. What would be the risk of an early-summer breakthrough of crabgrass or goosegrass? Would you make any additional pre-emergence application at this time?

## North Texas bestows honors, installs officers

The North Texas Golf Course Superintendents Association held its Annual Awards Banquet Jan. 18, at Woodhaven Country Club with outgoing President Rusty Walker passing the gavel to Walt Wilkinson, superintendent of Indian Creek Golf Course.

Wilkinson introduced the new 1997 officers and directors including Vice President Keith Ihms of Bent Tree Country Club, Secretary/Treasurer Brian Cloud of Mira Vista Golf Club and directors Doug Moore of Fossil Creek Golf Club, Dan Wegand of Squaw Valley Golf Course, Tom Hall of Canyon Creek Country Club, Chris Rather of Buffalo Creek Golf Club, and affiliate representative, Jim Newkirk with Jacobsen Textron.

Several special awards were presented by President Wilkinson. Polo Hernandez received the A.C. "Ace January" Jr. Memorial Superintendent Championship Award as the winner of the 1996 golf tournament. In addition, Joe Wisdorf, superintendent at Las Colinas Country Club, was presented a plaque and Golf Course Superintendents Association of America watch for the Best Newsletter Article contributed in 1996.

The highlight of the evening was the presentation of the A.C. Bearden Memorial Award for Superintendent of the Year to incoming President Wilkinson.

During the awards program, outgoing board members Doug Fiene of the Ranch Country Club, Scott Peck of Carswell Golf Club and Roger Field, formerly of Shady Oaks Country Club, were presented plaques in recognition of their past services on the board.



## MetGCSA honors Lucas with '96 Moore award

OLD GREENWICH, Conn. — Superintendent Pat Lucas of Innis Arden Golf Club here has been presented the Sherwood A. Moore Award for 1996 by the Metropolitan Golf Course Superintendents Association (MetGCSA).

Announcing the selection, Westchester Country Club superintendent Joe Alonzi, immediate past president of the MetGCSA, said: "Pat has added a new dimension to the word devotion both in his veteran career and life in general. No one is more dedicated to the cause, welfare and benefit of the golf course superintendent than Pat."

A former editor of the MetGCSA's Tee to Green newsletter, Lucas served on the association board for 11 years and as its president for a term.

The graduate of University of Massachusetts School of Turf Management also holds a degree in club management from Manhattanville College in Purchase.

Lucas has been at Innis Arden since 1977. Before that, he worked at Little Falls (N.Y.) Municipal Golf Course, James River Country Club in Newport News, Va., Yahnundasis Golf Club in Utica, N.Y. and Morefar in Brewster, N.Y.

## N.J. cites Pedrazzi for distinguished service

ATLANTIC CITY, N.J. — Peter Pedrazzi Sr., who retired last year after 31 years as superintendent at Crestmont Country Club in Florham Park, was presented the Distinguished Service Award by the Golf Course Superintendents Association of New Jersey (GCSANJ) during the

Turf Expo here recently.

The award recognizes a lifetime commitment and service to the superintendent's profession and GCSANJ.

Pedrazzi served on the GCSANJ board for a number of years, including two as secretary and two as vice president.

Meanwhile, GCSANJ pre-

sented Shaun Barry with the first annual Member of the Year Award. Barry was first elected as a director in 1987 and continued on the board as commercial representative. He helped run the GCSANJ Invitational until 1991 when he was appointed chairman of the committee. He has also done other board duties.

## Canada's best

Continued from page 17

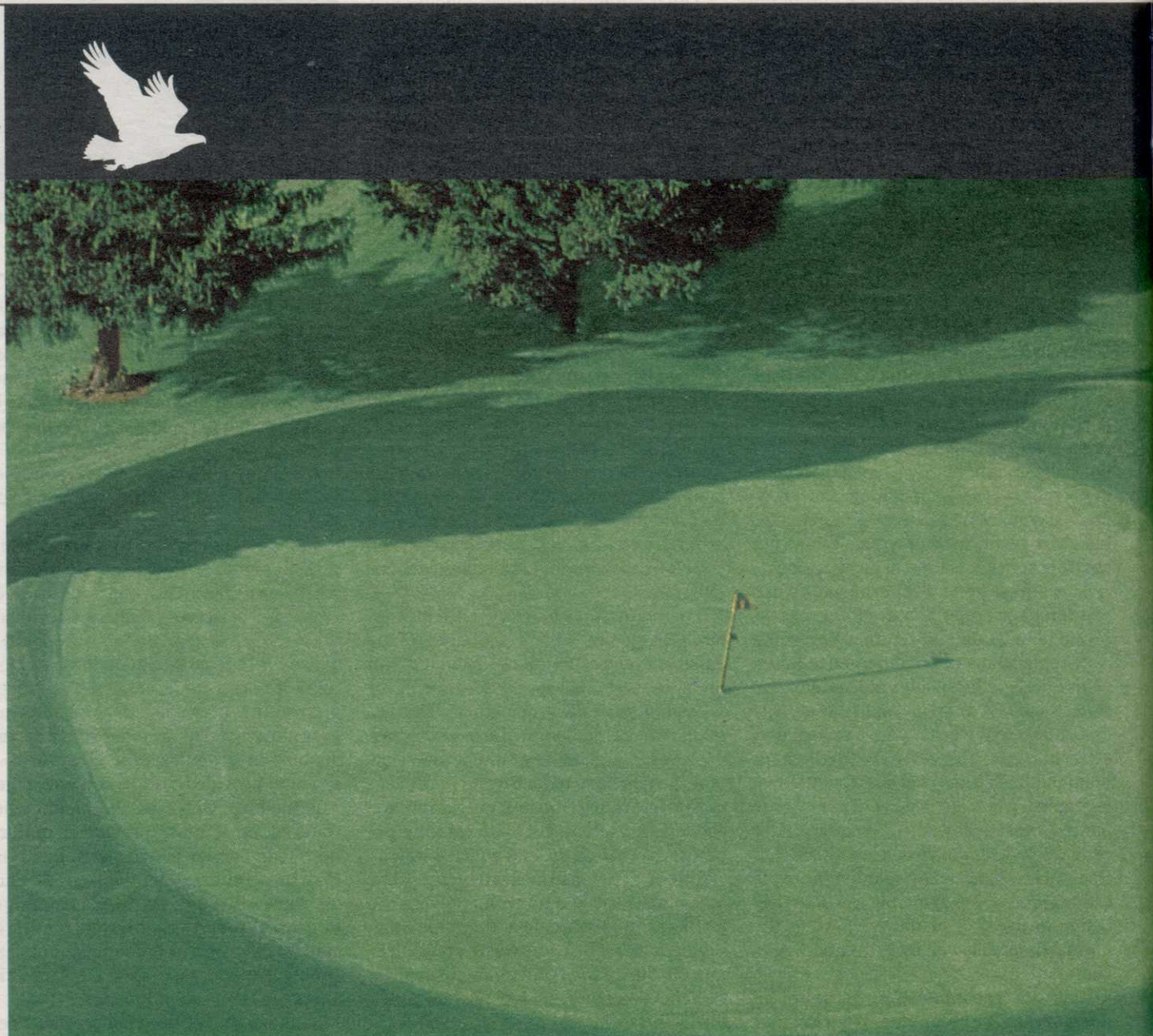
appreciative of it — maybe more so than the members who see it all the time.

"You don't change a lot. You double-cut for quicker greens. But the course is close to tournament conditions most of the time. We let the roughs grow a little. The LPGA doesn't want you to change much."

In the 26 years Kirkpatrick has been a superintendent the greatest changes he has seen have been the quality of turfgrass, the speed at which chores need to be done, and the advent of tremendous aeration equipment — from deep-tine to HydroJect.

"The fairways are like greens used to be," he said, "and the play is so busy it's hard working around the golfers. Plus, we're in the middle of the city and because of noise laws, we can't make noise before 7 a.m. That has necessitated a larger crew — from 15 in 1978 to 22 or 23 in the summer now — and using walking greensmowers. The crew is a little larger but we use more part-timers."

When not spending time on his course or with his family, Kirkpatrick plays golf. "I think it's very important that superintendents play golf," he said. "You really see your golf course and others' courses in a different light. You see all the things golfers complain about — whether a green, or puffy lies, or whatever. If you're driving on your machines you might not see it."



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**Mike Jones**  
Valley High Country Club  
Elk Grove, CA

"We go into the season with really nice greens," says Mike Jones, superintendent at Valley High Country Club in Elk Grove, CA.

"Then about July, the decline starts and it's a constant battle all through September."

Mike's solution was to intensify his preventative fungicide program with Eagle® while raising fertility levels.

Mike's experience was no surprise to us. We've been saying all along that Eagle provides dependable, long-lasting protection against 14 major turf diseases — protection unmatched by any other systemic fungicide. Better yet, Eagle is now registered to control summer patch and spring dead patch.



**Rich Hardebeck**  
Eagle Lake Golf Club  
Farmington, MO

**Tackling dollar spot and brown patch**

Rich Hardebeck is superintendent at Eagle Lake Golf Club in

Farmington, MO. When he first came to Eagle Lake, he experienced extremely heavy dollar spot on his ryegrass and bluegrass fairways.

"Last year," says Rich, "I applied Eagle preventatively in April and again in September and didn't see dollar spot all summer."



**Dave Anderson**  
Evergreen Country Club  
Haymarket, VA

Dollar spot was also Dave Anderson's problem, as well as brown patch on his ryegrass fairways.



# Williams leaves Bob O'Link for post at Los Angeles CC

LOS ANGELES — **Bruce R. Williams**, who served as president in 1996-97 of the Golf Course Superintendents Association of America (GCSAA), has moved from his post as superintendent Bob O'Link Golf Club in Highland Park, Ill., to Los Angeles Country Club, where he will serve as superintendent and di-

rector of golf.

Williams, whose father Robert also was a GCSAA president in 1958, had also succeeded his father as Bob O'Link's superintendent in 1979. Bruce had served as GCSAA secretary/treasurer



Bruce Williams

and then as vice president before assuming the presidency in February 1996. His departure from Bob O'Link ends a string of 57 years in which he or his father had been superintendents at the Illinois course.

CHASKA, Minn. — Hazeltine National Golf Club here has hired **Jim Nicol** as its new superintendent. Nicol, a certified golf course superintendent, left Bunker Hills Golf Course in Coon Rapids, where he also was superintendent.



RALEIGH, N.C. — **Danny Gwyn** has been promoted to regional director of maintenance for Raleigh, N.C.-based Carolinas Golf Group. Gwyn will oversee maintenance operations for the company's three Raleigh-area courses: Devils Ridge, Lochmere, and The Neuse golf clubs.

**Gary Bell** has also been promoted to regional director of maintenance and will oversee maintenance operations on the Outer Banks at Nags Head Golf Links and The Currituck Club.

**Bert Totten** has been promoted to head superintendent at Lochmere Golf Club in Cary, N.C., after serving as assistant superintendent there for over two years.

LAS VEGAS — **Richard Friedeman** has been named regional director of golf course maintenance for Southwest Golf. In his new position, Friedeman is responsible for overseeing the maintenance of all Southwest Golf properties in the Western United States and will personally direct the maintenance of Desert Pines Golf Club here.

Before coming to Southwest Golf, Friedeman was superintendent of Picacho Hills in New Mexico and Las Vegas Golf Club. He holds a bachelor of science degree in agronomy from Oklahoma State University.

PERDIDO KEY, Fla. — **Scott Scamehorn** has been named superintendent for Lost Key Golf Club, an upscale, daily-fee golf club managed here by Western Golf Properties, Inc. From October 1993 until joining Lost Key Golf Club, Scamehorn served as the assistant superintendent at Falcon's Fire Golf Club in Kissimmee, Fla. At Falcon's Fire, Scamehorn was responsible for participating in all aspects of golf course maintenance. Scamehorn holds an associate of science degree in golf course operations from Lake City Community College.

GULFPORT, Fla. — Isla Del Sol Yacht & Country Club has retained ISS Golf Services to provide golf course and landscape maintenance services.

ISS' **Corey McDonough** will assume the role of superintendent. Previously, he served as the ISS superintendent at Cove Cay Country Club in Saint Petersburg. He is a graduate of the University of Florida's turfgrass management program and is active in the Florida Turfgrass Association and Golf Course Superintendents Association of America.



## to work for you.

Dave is superintendent at Evergreen Country Club in Haymarket, VA.

"I used Eagle exclusively on the fairways," he says, "and they were the best fairways I've ever had, especially considering the extreme heat."

"Late in the year," Dave continues, "I alternated Eagle with a contact fungicide to control gray leaf spot and got excellent results overall."

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appreciated its outstanding turf safety, low-use rates and water-soluble packaging.

"I don't have the safety concerns with Eagle that I do with other sterol inhibitors," says Mike Jones. "And rates are so low, I have the flexibility of using it in the fall if I need to."

The flexibility of Eagle is further enhanced by the new extended spray schedule — now up to 28 days.

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he says, "Eagle offers the best of both worlds."

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## Brickyard's Stuart beats *poa annua* invasion

By DEBBIE CLAYTON

When The Speedway 500 Golf Course opened in 1929, golfers reached the nine holes inside the brick-paved Indianapolis Motor Speedway by crossing a wooden bridge. Today, the renovated course, renamed Brickyard Crossing, features only four holes inside the track and golfers pass through a tunnel to reach them.

But the thrill of playing golf in and around the famed racetrack remains strong. The public

course hosted a Senior PGA Tour Event, The Brickyard Crossing Championship, for the third time in 1996, and averages 18,000 rounds each year, despite being closed all winter.

"We also close the course on qualification days, during the Brickyard 400 NASCAR races, and for the Indianapolis 500, of course," said Jeff Stuart, who was golf course superintendent at Country Club of Indiana for six years before

Continued on page 40

## Calif. confirms bromide restrictions

SACRAMENTO, Calif. — A report submitted to the California state Legislature by the Department of Pesticide Regulation (DPR) has confirmed that the department's restrictions on methyl bromide use adequately protect workers and the public from overexposure to the pesticide. The review also concluded

that sound science and methodology were used in developing the controls placed on methyl bromide.

Legislation passed last year required DPR, working with the California Department of Food and Agriculture, to review the restrictions on methyl bromide use that have been developed and implemented over the past four years.

"Although the review shows that we don't need to make substantial changes, we found that some fine-tuning was needed," said DPR Director James W. Wells. "Some changes have already been made and other initiatives are under way."

DPR and county agricultural commissioners have implemented a series of restrictions on methyl bromide use in field fumigations to protect workers and others who may be near fumigation sites. These restrictions include buffer zones between application sites and nearby homes or workplaces.

Free copies of the 18-page review are available from the DPR, 1020 N. St., Room 100, Sacramento, Calif. 95814-5624; telephone 916-324-1454. A copy can also be downloaded from DPR's Web site: [www.cdpr.ca.gov](http://www.cdpr.ca.gov).

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CIRCLE #114

## Iowa GCSA elects Bruns

WATERLOO, Iowa — Jeff Bruns of Sunnyside Country Club here has been elected president of the Iowa Golf Course Superintendents Association (IGCSA).

Bruns will serve along with Vice President Thomas Verrips of Otter Creek Golf Course in Ankeny, Director of Association Affairs Dennis Watters of Fort Dodge (Iowa) Country Club, and new board members Mark Henson of Ottumwa Municipal Golf Course from the Southeast District and Gerald Stover of Harlan (Iowa) Golf and Country Club from the Southwest District.

Serving the second year of two-year terms are Northeast Director Thomas Lavrenz of Ellis Park Golf Course in Cedar Rapids and Northwest Director Mark Doady of Primghar (Iowa) Golf and Country Club.

The IGCSA presented its Superintendent of the Year Award to Gary Twedt of Ottumwa Country Club and its Distinguished Service Award to Dr. Nick Christians of Iowa State University.

The Assistant Superintendent of the Year Award was presented to Kathy Christianson of Rice Lake Golf and Country Club in Lake Mills.

GOLF COURSE NEWS





A simple tool helps aim the tee markers.

## Tee marker a time- and grief-saver

By TERRY BUCHEN

Golfers are universally apt to blame a poor tee shot on a tee that is aimed on either side of the target/landing area.

Or they blame the placement of the tee markers which are aimed off-target as well.

Sometimes the mowing patterns can restore the aiming of the tee surface simply by widening and aiming the edges properly toward the target/landing area.

Other times, the tee surface must be rebuilt to be aimed properly, which is a great time to level the tee surface, if need be.

The simplest way to keep golfers the happiest is to use a simple, very effective tool to aim the tee markers toward the target/landing area or to the center of the green on a straight, driveable par-4 or



ON THE GREEN

most par-3 holes.

The Rules Officials of the PGA Tour, through a team effort with the Tour agronomists, designed a PVC "T" out of 1-1/2-inch pipe where each section is about two feet in length, then glued together.

The person responsible for changing the hole locations and tee markers simply uses the "T" by aiming the bottom end toward the target/landing area, then aligning each tee marker, usually at least five yards apart, or more.

Then the tee markers are perfectly placed.

The mowing of the tees usually takes place after the tee markers have been placed and a smaller, more portable "T" can be placed on the triplex mower, or on a truckster/trailer transporting a walk-behind tee mower.

## N.Y. Turf Association re-elects Smith, fills openings on board

ROCHESTER, N.Y. — Members of the New York State Turfgrass Association (NYSTA) have elected their 1997 officers and directors.

They re-elected President Stephen Smith, Vice President Anthony Peca Jr., and Secretary/Treasurer John Fik.

Smith is a long-time member of NYSTA who has served the association for many years as a board member and officer.

This is his second term as president. Peca is the president of Batavia (N.Y.) Turf Farms. Fik is employed by Marriott Management Services at Hobart and William Smith College in Geneva.

Current directors are Fran Berdine of O.M. Scotts Co., in Pine Bush, Joe Hahn of Oak Hill Country Club, Jim Hornung of North American Park in Buffalo, John Liburdi Jr. of Town of Colonie.

Also, Michael Maffei of Back O' Beyond in Brewster, Karl Olson of National Golf Links in Southampton, John Rizza of Grassland Equipment and Irrigation Corp., and Bob Scott of DowElanco in Springfield, N.J.

## Carolinas, USGA co-sponsor conclaves

CHARLOTTE, N.C. — The U.S. Golf Association (USGA) Green Section will conduct two regional conferences this spring in the Southeast. The first will be held at Carmel Country Club here on March 25, jointly sponsored by the Carolinas Golf Course Superintendents Association.

A second meeting will be held April 22 at Springhouse Golf Club in Nashville.

The conferences are designed for golf course superintendents, golf professionals, club managers, architects, build-

ers, club officials, turfgrass professors and students. Certification points for both superintendents and golf pros will be available.

Speakers include Jerry Pate, Dr. Wayne Hanna of the Tifton Station, Dr. Fred Yelverton of North Carolina State, Tommy Witt of the Golf Course Superintendents Association of America, and Frank Thomas and Jim Moore of the USGA.

Those interested in attending either conference should contact USGA Green Section, P.O. Box 95, Griffin, Ga., 30224.

## Rocky Mountain mechanics elect Robinson

David Robinson of Cherry Hills Country Club has been elected president of the Rocky Mountain Golf Course Equipment Manager's Association, succeeding the first president, Fred Peck.

Beryl Snider of Fort Collins Country Club was in line to move from vice president to the presidency, but withdrew from appointment.

Robinson, who will concentrate dur-

ing his term on educational seminars and membership growth, is joined by Vice President Chris Maurer of Country Club at Castle Pines and Secretary/Treasurer Steve Berry of Castle Pines Golf Club.

Serving on the board of directors are Allan Williams of Meadows Golf Course, Pat Parker of Lakewood Country Club, Matt Baldi of Rolling Hills Country Club and Manny Lam of Ranch Country Club.

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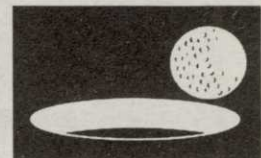
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CIRCLE #116



# Vail Valley supers start water monitoring program

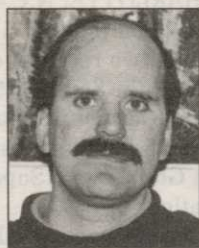
By MARK LESLIE

VAIL, Colo. — Vail Valley golf course superintendents and Colorado State University (CSU) begin a program in March to monitor water quality.

This program is being funded by the participating courses and a federal grant.

"Basically, it is to show every-

body that our practices are proper and we don't contribute to any problem with water quality," said Kevin Ross, superintendent at Country Club of the Rockies in Edmund and an editorial adviser to *Golf Course News*.



Kevin Ross

Countering attempts to make golf courses "a scapegoat," Ross said tests at his course may prove it actually improves water from Eagle River. The river dumps water into the course's irrigation pond, which then over-

flows back into the river. "We will test that ditch where it comes in and where it exits," Ross said. "So we can analyze our impact on it. We think it might return in better condition because we have ozone systems in the pond and other things that contribute to the oxygenation of the water."

CSU Extension Agent Steve

Carcattera, whose background is in water quality within agriculture, conceived the idea.

Seven of the valley's eight courses have joined the monitoring program, and Ross believes the eighth will jump aboard. Already taking part besides CC of the Rockies are Vail, Eagle-Vail, Sonnenalp, Eagle Springs, Cordillera and Cotton Ranch.

Surface water from most of those facilities ends up in the Eagle River, Ross said.

Monitoring will vary but be year-round, most of it taking place in the summer. Ponds, rivers, creeks and streams will be checked and evaluated for general water characteristics and nutrients.

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CIRCLE #117

## Ga. conclave set

TIFTON, Ga. — The 51st Annual Southeastern Turfgrass Conference will be held here May 5-7. A host of research findings will be presented throughout the conference, including findings on dwarf Bermudagrasses, paspalum, control of algae and mole crickets, and fairway and rough conditioning practices.

Information is available from Wayne W. Hanna of the University of Georgia Agricultural Experiment Station here, telephone 912-386-3177.

## Obituaries

### GCSANJ CO-FOUNDER WEILAND DIES AT 98

SKILLMAN, N.J. — Lewis Weiland, the senior member of the Golf Course Superintendents Association of New Jersey (GCSANJ), died Nov. 6. He was one day shy of 98. Mr. Weiland was involved with the creation of GCSANJ and served as president in 1936 and 1937. He began his career as a superintendent in the 1920s at Springdale Golf Club in Princeton. He worked there many years, until leaving to get involved in construction of Bedens Brook Club here, where he retired.

### 40-YEAR CANOE BROOK SUPER CAMPBELL DIES

ROCKAWAY, N.J. — Patrick V. Campbell, a golf course superintendent for 45 years, including 40 at Canoe Brook Country Club in Summit, died Oct. 5.

Campbell, whose son Patrick K. is a superintendent at Panther Valley Golf and Country Club here, was a staple with the Golf Course Superintendents Association of New Jersey (GCSANJ). After working at Canoe Brook CC, he was superintendent at Flanders Valley Golf Course for the Morris Country Park Commission, and superintendent of courses when Sunset Valley Golf Course was built. He retired in 1978, and in 1983 received his 25-year membership plaque from the GCSANJ.

GOLF COURSE NEWS



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# Mum's the word in greensmower R&D

By MARK LESLIE

**L**AS VEGAS — Silence is golden. That's the rallying cry of the newest trend in golf course greensmower manufacturing. With more and more communities enacting noise laws that otherwise force superintendents into later mowing schedules, electric greensmower is one answer finding favor.

Enter Jacobsen and Ransomes.

Ransomes has been touting its E-Plex for a year. Meanwhile, production is set to begin the first week in April, with May delivery, on Jacobsen's new Greens King Electric, according to John Mielke, manager of communications & promotions. Both units are triplexes.

The main target, according to Jacobsen Product Manager Terry Herlihy, is "golf courses where there are noise-pollution restrictions."

Noise, Herlihy said, is the number-one driving reason behind the research into and development of electric-powered mowers. Second is that electric units have no hydraulic leaks.



Jacobsen's Greens King Electric joins ranks of "quiet" machines.

Lack of pollution is third.

Superintendents in California, especially, may be interested in this new technology because of the state-appointed "brown days" when combustion systems are restricted.

Ransomes' E-Plex sports a 48-volt electric motor and 62-inch cutting width that allows it to cut nine to 18 greens,

Continued on next page

## Manufacturers pledge technology to cut air pollution

WASHINGTON, D.C. — Pledging to reduce air pollution through technology improvements, the federal Environmental Protection Agency (EPA) and manufacturers representing more than 90 percent of the industry that makes engines used in lawn and garden equipment have signed a Statement of Principles (SOP) to establish framework for Phase 2 emission standards.

A Proposed Rule is expected in the fall, following public comment. If adopted, the standards are expected to reduce hydrocarbon plus nitrogen-oxide emissions by approximately 40 percent from the Phase 1 levels, which became effective with the 1997 model year.

This category of non-road engines (at or below 19 kilowatts) is sorted into non-handheld Class 1 engines, which are used primarily

Continued on next page

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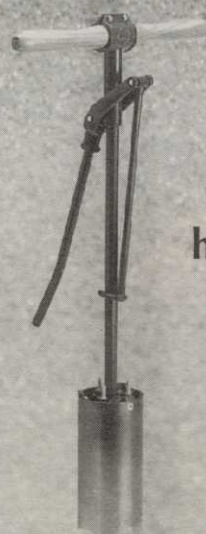
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*It is 'good for the operator, good for the golf course and good for the environment.'*

— Terry Herlihy  
Jacobsen product  
manager

## Quiet time

Continued from page 27

depending upon application and terrain. Design engineers added such elements as a swing-out rear center reel, which is very easy to maintain, as well as interchangeable cutting heads and an optional tournament bedknife. Choice of reels: nine or 11 blades. Height-of-cut range: from 1/10 to .56 inch high.

Jacobsen's 1997 response, revealed at the International Golf Course Conference and Show here in February, can cut 15 to 20 greens, depending on terrain, green size and temperature, and it recharges in eight to 10 hours. It offers seven- or 11-blade-reels and it cuts from 5/64- to 7/16-inch high.

The selling points of the GreensKing Electric, according to Herlihy, are that the unit's speed is controlled to maintain a constant cut, it has regenerative braking, it is all solid-state, and "flash-attach reels" that can be changed in minutes without tools, simply by pulling a pin.

The eight 6-volt batteries on the Jacobsen mower are in a tray that can be lifted out of the unit for recharging while another tray of batteries replaces it.

Also, when the battery charge goes below 20 percent of maximum, the reels shut down so that the cut is consistent, Mielke said, and there is enough power to return to the shop.

"At the moment it's a specialized market," Mielke said.

But manufacturers feel that market will only grow with environmental restrictions — and even superintendents' desires.

Ransomes even claims its E-Plex is more economical to operate than comparable gas and diesel units, and because it is electric, there are fewer moving parts and no engine, pumps, oil filters, spark plugs, radiators, or ignition components to maintain.

The bottom line, Herlihy said, is that people who have driven the electric mower "have commented on how quiet and easy it is to operate, and how it cuts down on fatigue. That and its other features make it good for the operator, good for the golf course and good for the environment."

## Companies, EPA agree on emissions

Continued from page 28

for residential applications, and non-handheld Class 2 engines, used primarily for commercial applications. Together they contribute about 7 percent of ozone-forming pollutants from mobile sources, the EPA said. The program for Class 1 engines would become effective in 2001 and

Class 2 standards would be phased in between 2001 and 2005. The program will not cover existing lawn equipment.

The parties are putting a special emphasis on cleaner, more durable engine technology, such as overhead valves (OHV) with superior combustion chamber and cylinder-head design which

would help ensure that emission reductions continue for the useful life of the equipment.

Manufacturers of Class 2 engines are expected to shift their production completely to OHV, or comparably clean and durable technology as a result of these standards.

To determine the feasibility and marketability of using OHV for Class 1 engines, EPA has entered into separate Memoranda of Un-

derstanding with Briggs & Stratton Corp. and Tecumseh Products Co., calling for an OHV demonstration program.

The signatories also agreed to work on a voluntary fuel spillage-reduction program to educate consumers about the significant contribution to air pollution from fuel spillage and to encourage development and use of technology to reduce spills by users.

Before you decide which





**L**AS VEGAS — Basing its updates on suggestions from golf course superintendents around the country, John Deere has added the 220A to its line of walk-behind greensmowers.

Saying the new unit elevates standards of safety, versatility and performance, John Deere introduced the mower at the International Golf Course Conference and Show here in February.

Among the improvements unveiled on the 220A are:

## Deere adds 220A

- An operator-presence safety bail that fits more smoothly against the handlebar.
- A mounting design that helps keep the grass catcher more secure and improves collection of clippings.
- A more-powerful 4.0 horsepower engine with isolation mounts and lateral bracing to reduce vibration.
- Machine-grooved and machine-smooth

front rollers cut from solid-bar stock for more strength and better mowing performance.

- Dual aluminum traction rolls that are smooth to provide a more consistent surface and that combine to cover the entire length of the bedknife.

- An external differential drive that splits power to both traction rolls, improving turning and tracking.

Contact John Deere, P.O. Box 12217, RTP, N.C. 27709-9601; 800-537-8233.

CIRCLE #301

## Ransomes targets precision with Greens Super 55...

LAS VEGAS — Emphasizing the increasing demands of golf course superintendents for lower height of cut, a finer finish, grass-catchers and safety, Ransomes has added the Greens Super 55 to its mower selection.

Placing the groomer out front of the roller is a major change for this unit, according to Ransomes. "This makes it far less likely to scalp," said a company representative showing the unit at the International Golf Course Conference and Show here. "Also, the roller is driven from the center, not the side, which is a great plus."

The new clipping thrower means the Greens Super 55 is "not a dirty machine," he said.

The mower also offers more precision, higher cutting frequency, a tool-less reel-to-bedknife adjustment and quiet Kubota engine.

Meanwhile, Ransomes has redone all operator-present controls, with safety being a major factor.

Contact Ransomes at P.O. Box 82409, Lincoln, Neb. 68501; 800-228-4444.

CIRCLE #302

## ... and simplicity with new Greensplex

LAS VEGAS — The mechanic-friendly Ransomes Greensplex 160, incorporating a number of features but keeping them simple, was shown at the International Golf Course Conference and Show here in February.

"The mechanic is becoming more a decision-maker, and mechanics want a machine that is easy to fix, uncomplicated and accessible," said David Legg, territory manager of turf and professional lawn-care products.

The Greensplex 160 has fewer hydraulic components, but engineers kept backlapping and other features, Legg said. It is the "only machine manufactured to accommodate biodegradable oil — running at a lower temperature," he said.

A new quick-attach cutting head, requiring no tools, is also a feature of the new model. Also, grass catchers are easily removed, the foot-control pedal disengages the reel-drive system, and the controls are finger-tip.

The 11-blade reels cut to .19-inch height and a 62-inch width. The 18-horsepower Vanguard gas engine and 18.8-horsepower Kubota diesel engine both meet 1995 CARB specifications.

Contact Ransomes America Corp., 3747 Sunnywood Dr., DeForest, Wis.; 608-837-7896.

CIRCLE #304

greens mower is best for your operation, get a second opinion.



## Examine the Ransomes Greensplex™ 160.



Keep your greens in peak condition with the Ransomes Greensplex™ 160. Features such as Turf Protector™ biodegradable oil, a wider range of cutting heights, fewer hydraulic fittings and an operator-friendly design are just a few of the reasons the Greensplex 160 is a major player on courses everywhere. Feature-for-feature, the 160 is the finest mower you can buy for maintaining your greens.



In addition to the 160, check out Ransomes' other greens mowers. The E-Plex™ is the industry's first all-electric greens mower. For no noise, no pollution, less maintenance and a closer clip rate, the E-Plex delivers a quality cut and fewer headaches. The walk-behind GS 55 is

precisely balanced from front to back and from left to right for a perfectly uniform cut. Flex-mounted handlebars allow the mower to hug the green for superior results.

Give the Ransomes Greensplex 160, E-Plex or GS 55 a try, and we'll give you a free pair of leather work gloves. Call 1-800-228-4444 to arrange a demo or for the name of the dealer nearest you.



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CIRCLE #120



## Toro unveils less-expensive option: Greensmaster 3050

LAS VEGAS — Declaring that The Toro Co. wanted to provide public golf courses a more affordable product, the company has pared down some of the "extras" in its top-selling triplex mower and is marketing its new Greensmaster 3050.

Introduced at the International Golf Course Conference and

Show here, the Greensmaster 3050 sells for \$2,000 to \$3,000 less than the popular Greensmaster 3100, said Helmut Ullrich, marketing manager of Toro's Commercial Products Division.

"We want public courses to be able to afford a good Toro product, but not a cheap one," Ullrich

said. "We were very concerned about providing more value for the price. So we took our most popular model and removed some features."

Among those features is the leak-detection system and power drive. The manual system, he said, is more durable than in the past and offers better handling

and servicing.

The Greensmaster 3050 is the lightest riding greensmower in the industry, Ullrich said, a full 165 pounds lighter than its predecessor. "That's important because of compaction," he noted.

Meanwhile, Toro maintained the durable features of the 3100, such as the hydraulic system, a re-engineered and updated cable steering design, and 16-horsepower Vanguard engine that

meets all California Air Resource Board certifications. Many of the parts are now interchangeable, and the Greensmaster 3050 accommodates all existing accessories and attachments for the 3100, Ullrich said.

More information is available from Toro at 8111 Lyndale Ave. S., Bloomington, Minn. 55420; telephone 612-887-8864; or on the Internet at [www.toro.com](http://www.toro.com).

CIRCLE #303

## "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

CIRCLE #121

## Jake honors 'Raving Fans'

CHARLESTON, S.C. — Mile High Turf Equipment, Inc. of Northglenn, Colo., was one of several distributors honored by the Jacobsen Division of Textron with the firm's Raving Fan Award for 1996. The award recognizes outstanding service and customer satisfaction, based on responses from Jacobsen customers.

The presentations were made during Jacobsen's recent International Business Conference held here at Wild Dunes. President Harleigh Pepler accepted the award on Mile High Turf's behalf.

Other Raving Fan winners are:

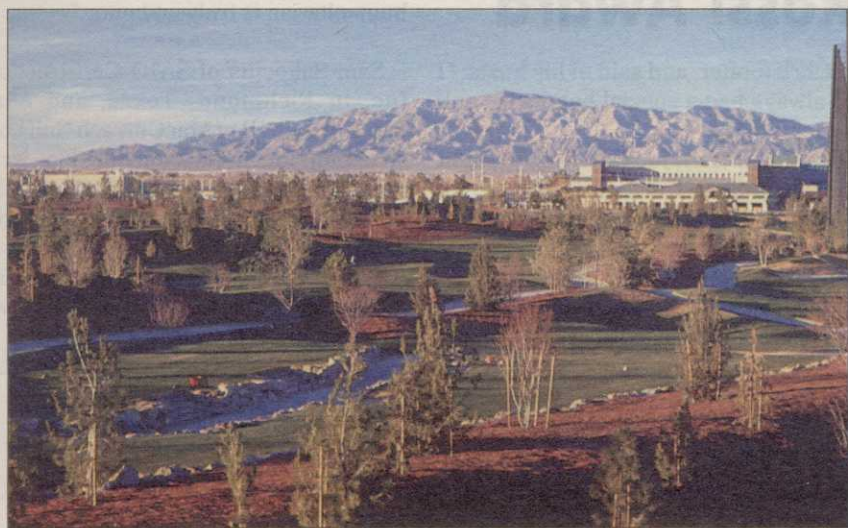
- S.V. Moffett Co., Inc. of West Henrietta, N.Y., President Bernie Morse accepting.
- Farwest Equipment of Portland, Ore., President David Jacobsen accepting.
- Jacobsen E-Z-GO Textron-Myrtle Beach Branch, Tracy Scheibel, manager of the Charlotte/Myrtle Beach Branch, accepting.
- North Star Turf, Inc. of St. Paul, Minn., President Dan Miller accepting.
- Krigger & Company, Inc. of Pittsburgh, Pa., President Gail Fitzgerald accepting.
- Delta States Turf, Inc. of Baton Rouge, La., President Kim Robertson accepting.
- Big Bear Equipment, Inc. of Omaha, Neb., President Dave Wilson accepting.
- Intermac S.A. of Buenos Aires, Argentina, President and General Manager Mariano Torres Garcia accepting.
- Jacobsen E-Z-GO Textron Srl. of Lucca, Italy, Branch Manager Sergio Baldi accepting.

### TORO OFFERS CD-ROM CATALOG

BLOOMINGTON, Minn. — The Toro Co. has introduced a CD-ROM parts catalog that references diagrams, technical drawings and parts lists for all Toro Commercial Division products manufactured since 1957. The catalog, containing more than 100,000 pages of electronically scanned information, is available to golf course superintendents this spring through vendor subscription. For more information contact a local Toro distributor.

GOLF COURSE NEWS





## BUSMAN'S HOLIDAY

A number of golfing superintendents tried their hands at the new Desert Pines Golf Club while visiting Las Vegas. The time was perfect: Desert Pines opened its Perry Dye-designed 18-hole course and state-of-the-art practice range in early February.

## McLaughlin Group panelists clash over golf course benefits

By PETER BLAIS

**L**AS VEGAS — While generally agreeing golf courses and nature can co-exist, panelists from television's The McLaughlin Group and an Arizona real-estate developer disagreed on how environmentally friendly the golf industry has actually been.

"Fifty percent of the wetlands in the United States have been destroyed and golf courses have done some of that damage," McLaughlin panelist Eleanor Clift said during the Environmental Session at the recent GCSAA International Conference and Show. "Golf courses can help the environment, and there are appropriate ways to build them. With the water problems we're facing, that [building responsibly] is the only way you can do a course today."

Clift, who commended GCSAA's efforts to recognize superintendents who enhanced the environment, was generally under fire from fellow McLaughlin panelist Fred Barnes, developer Kim Richards of The Athens

Group and moderator Bruce Williams, the GCSAA's immediate past resident.

"Many environmentalists don't want any development, period," Barnes said.

Richards pointed out that 970 million acres of the United States are devoted to agriculture, an industry that uses far more water and pesticides per acre than the roughly 15,000 U.S. golf courses that cover a relatively small 1.5 million acres nationwide.

"The problem is one of perception," Richards said. "We've found that when we sit down with reasonable people at government agencies we can work out solutions. Unfortunately, it's the extremists who show up at the public meetings and receive the news coverage."

Richards pointed to Ventana Canyon in Tucson, Ariz., as an example of what can result from overzealous environmental wrangling. In response to environmental pressure, Richards said developers built a target course at Ventana. Unfortunately, golfers couldn't hit the small-ish fairways and frequently ventured into the desert, where they inadvertently killed cactus while retrieving their wayward shots.

"We ended up replanting grass in the desert areas," Richards said. "It was a noble effort that failed."

Barnes responded to the topic of over-regulation in the golf industry by noting the more conservative Congress of recent years has required new environmental laws pass a strict cost/benefit analysis. And yet, water and air regulations EPA is proposing are too expensive for most businesses to comply with and provide no major improvements to the environment.

"Unfortunately, if you're against the regulations, then you're characterized as being against their purpose," Richards lamented. "I'm very concerned about the environment we'll leave for my 10-year-old. But many laws were passed during the 1970s and 1980s that are simply too extreme."

"The development business is extremely over-regulated and these

Continued on page 39

## Suess comes out of the pack to win GCSAA Championship

**LAS VEGAS** — Michael Suess, golf course superintendent at King's Mountain (N.C.) Golf Course, drilled a 15-foot birdie putt on the final hole of regulation to win the championship flight of the Golf Course Superintendents Association of America (GCSAA) '97 Golf Championship.

Suess shot a 3-over par 75 at Sunrise Country Club to go along with his first-day, tournament-leading 5-over par 77 for a two-day total of 152. His final putt gave him a one-stroke victory over William Martin, CGCS at Victoria Club, Hemet, Calif. The top round of the 120-participant championship flight was recorded by Tim Scott, golf course superintendent at Stony Creek Golf Course, Addison, Ill., with a 71 in the final round at Sunrise.

The entire tournament field included 720 golfers in the members-only event played at six courses in the area: Pauite Resort-Nu Wav Kaiv and Tav ai Kaiv courses, Las Vegas Hilton Country Club, Badlands Golf Club, Sunrise Country Club and Wildhorse Golf Club.

Also conducted was a team competition, with the Scottish Trophy (low gross) going to the Carolinas "A" team of Suess, Mitch Clodfelter, Cowans Ford Country Club in Stanley, N.C.; William Lewis, Brierwood Country Club, Shallotte, N.C.; and Steven Campbell, Ironwood Golf Club, Greenville, N.C.

The Frank Lamphier Trophy (low net) was captured by California "7" team of David Fleming, CGCS, El Tamarindo Golf Club, El Cajon, Calif.; Ronald Nolf, CGCS, Vista Valley Country Club, Vista, Calif.; Michael Pifferini, La Riconada Country Club, Capitola, Calif.; and Blake Swint, Castlewood Country Club, Pleasanton, Calif.

This year marks the 47th year of the GCSAA Golf Championship, presented in partnership with The Toro Company. Toro helps to staff the event, contributes tee prizes and hosts numerous social events for participants. The company will also make donations to The GCSAA Foundation in the name of individual flight and

Continued on page 34

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Now you can topdress, plus spread compost, disperse clippings, fill bunkers, break and disperse aeration plugs, apply lime, wood chips and more - all with one affordable machine. More and more superintendents are finding the smaller Model 50 ideal for tees and greens because it has just 14.6 psi. The spread pattern adjusts from 3' to 10.' As one delighted superintendent says, "There's nothing else like it."

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## Spodnik wins Scotts Tradition

**LAS VEGAS** — The Scotts Company has named John J. Spodnik its recipient of the 1997 Scotts Tradition of Excellence Award.

The Scotts Tradition of Excellence Award recognizes outstanding achievements among golf course superintendents who are dedicated to advancing the science of course maintenance and making golf the best it can be. Spodnik was named recipient of the fourth annual peer-nominated award here at the Golf Course Superintendents Association of America's (GCSAA) 68th International Golf Course Conference and Show.

Spodnik retired in 1995 follow-

Continued on page 32



By MARK LESLIE

**L**AS VEGAS — Declaring that “agronomists like myself are comfortable working behind the scenes,” Stanley Zontek nevertheless came forward here to accept the Don A. Rossi Humanitarian Award from the Golf Course Builders Association of America (GCBA).

Presented by President Paul Eldredge of Wadsworth Golf Construction Co. during the GCBA's annual banquet at the International Golf Course Conference and Show, the Rossi Award is named for the

organization's former executive director. Zontek is the longest-tenured employee of the U.S. Golf Association (USGA) Green Section and directs its Mid-Atlantic Region.

“The USGA has been the vehicle that brought me here this evening,” Zontek said. “My thanks to a great organization and great people.”

He also thanked his wife, Marty, and

son, Christopher, and said of his hosts: “I have always had a special bond with golf course builders.”

Zontek said of Dr. Joe Duich, who taught him at Penn State University: “Dr. Duich set a standard of hard work, common sense, practicality and honesty. I have built my life around [those characteristics].”

Citing Don Rossi as “a nice man,” Zontek said, “There are fewer and fewer nice people

in this world, and to be recognized as a humanitarian is truly an honor.”

...

Sam Sakocius of SAJO Construction, Inc. in Richmond, Texas, and Allan MacCurrach III of MacCurrach Golf Construction, Inc. in Jacksonville, Fla., were presented the Golf Course Builder of the Year and Small Builder of the Year awards at the banquet.

Both men saluted their families and their crews in accepting the *Golf Course News*-sponsored awards.

# SIERRA Pre-Engineered Restrooms

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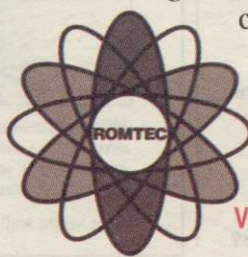


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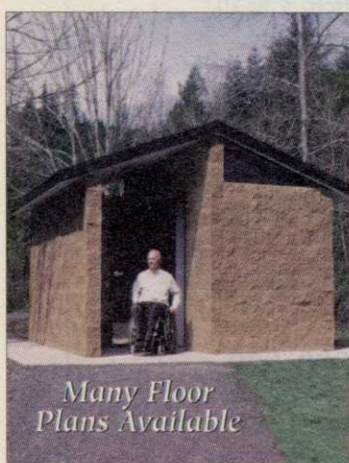
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## Scotts honors Spodnik's achievements

Continued from page 31

ing 35 years at Westfield Country Club in Westfield Center, Ohio, and a career spanning 45 years in the golf industry. During his time as a superintendent, Spodnik trained more than 25 turfgrass students, many of whom became superintendents themselves.

Spodnik remains very active in the profession as well as in his community. He participates in seminars at local, regional and national conferences and makes presentations to community organizations. He served as president of the GCSAA in 1969, and has been secretary/treasurer of the Northern Ohio Turf Foundation for 35 consecutive years. Presently, he is treasurer of the Musser International Turfgrass Foundation, serves on the Northern Ohio GCSA Employment Relations Committee and the GCSAA Historical Preservation Committee.

The Scotts Tradition of Excellence Award is not Spodnik's first recognition from the industry. He received the McLaren Award from the Northern Ohio GCSA in 1981, the GCSAA Distinguished Service Award in 1994, and the Ohio Turf Federation Man of the Year Award in 1983 and 1986.

Throughout his career, Spodnik has championed sound environmental practices on the course. He was an originator of programs now considered “Integrated Pest Management” and also developed inventive recycling rinse pads and pesticide storage areas.

Twenty of his peers nominated Spodnik to receive the Scotts Tradition of Excellence Award. In his nomination of Spodnik, Robert Mitchell, 1994 Scotts Tradition of Excellence Award recipient and executive director of golf and grounds at The Greenbrier in White Sulphur Springs, W.Va., said, “All who have had the pleasure of playing either of his courses will attest to the greatest condition of both and the minute attention to detail, setting them apart from other courses.”



# Old Tom Morris Award-winner, Crenshaw, credits work of supers

MARK LESLIE

**LAS VEGAS**—Hailed as setting "a new standard" by which future Old Tom Morris Award winners will be judged, Ben Crenshaw here deferred praise to the superintendents who were honoring him, his mentor who taught him the game, and the greats of the past and present. The Golf Course Superintendents Association of America (GCSAA) presented Crenshaw the Old Tom Morris Award at its annual banquet during the International Golf Course Conference and Show. They cited his love of the game and the image he gives it. The winner of 19 PGA Tour tournaments, a consummate minimalist" golf course designer, and a leading collector of golf memorabilia, Crenshaw earned the compliments.

About superintendents, he said: "I'm amazed at the job you do. You do it so well. And a lot of times I don't get a fair shake... This [award] means the world to me."

About Old Tom Morris, he said: "Old Tom preached and followed the way of nature. At St. Andrews [which he maintained] it's hard to imagine the hand of man did not touch that golf course. He took care of it, inexpensively, and left nature alone."

"I happen to admire so many things about golf. My [memorabilia] collecting has been mostly architecture and Scottish. It starts with Old Tom. He spread the game with equipment, with balls and club-making. He said, 'I've got my golf and my God to see me through.' He read a page out of his family Bible every night... We have Old Tom to thank for the character of golf today."

• About past Old Tom Morris Award winners, such as Arnold Palmer, Patty

Berg, Gene Sarazen, Robert Trent Jones Sr. and Tom Fazio, he said: "These recipients I've put on the pedestal forever. I can't believe I'm joining them."

• About his good friend and mentor Harvey Penick: "I've been so lucky in my life to have been in contact with people in this game who are like Old Tom, a very simple man with simple needs... Harvey typified what Old Tom told people: Golf's endearing qualities are endless and ageless. And we are lucky to have people today in golf who are the same way."

• About his course design work: "Our architectural business is so much fun. Old Tom would have had a twinkle in his eye if he had seen [the Sand Hills property in Mullen, Neb.]. At an earlier press conference he said of his design partner Bill Coore: "He's an

agronomist and has taught me so much about this field. In turn, I try to work on the playability of the ... design. Bill's got a soft spot for the superintendent, because that is how he got his start working with Pete Dye."

At the press conference, GCSAA outgoing President Bruce Williams said: "We've raised the bar by making Ben Crenshaw the Old Tom Morris Award winner. He sets a new standard by which to judge all future winners."

...

Taking the presidential gavel from Williams during the banquet, Paul McGinnis said: "Whatever your station in life is tonight — nine-hole, private, resort, multi-course — GCSAA has something for you, to help you to be a better superintendent..."

"From this night forward we'll talk about where we are and where we're going."



Ben Crenshaw



A BREAK IN THE ACTION

Architects Pete Dye (from left) and Dr. Michael Hurdzan chat with Golf Course News Publisher Charles von Brecht in the GCN booth during the Golf Course Superintendents Association of America show last month in Las Vegas.

## McNitt, Milet, Wetzel and Green picked for Watson Fellowships

**LAS VEGAS** — The Golf Course Superintendents Association of America (GCSAA) has selected four researchers and educators as the 1996 recipients of The GCSAA Watson Fellowships.

Each winner received a \$5,000 award and an all-expense-paid trip to GCSAA's 68th International Golf Course Conference and Show held here Feb. 6-12.

Those selected for The GCSAA Watson Fellowships must demonstrate academic excellence, communication skills, commitment to a career as an instructor and/or scientist, accomplishments in research and education, and the potential to contribute significantly to the industry.

The 1996 Watson Fellowship recipients include:

• Andrew S. McNitt, Ph.D., candidate

in agronomy-turfgrass science at Pennsylvania State University

• Steven M. Milet, Ph.D., candidate in turfgrass pathology at the University of Wisconsin-Madison

• Henry C. Wetzel III, Ph.D., candidate in plant pathology at Kansas State University

• David E. Green II, Ph.D., candidate in plant pathology at the University of Georgia

The GCSAA Watson Fellowship program is offered by the GCSAA Foundation and is sponsored by The Toro Company in honor of James Watson, Ph.D., a pioneer in the field of turfgrass research. The selection committee consists of Watson, chair, and representatives of The Toro Company, The GCSAA Scholarship Committee and university professors.

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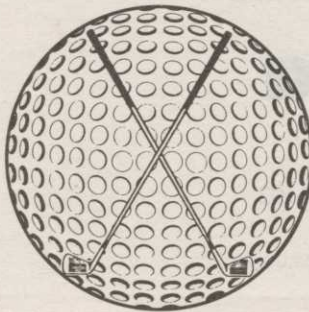


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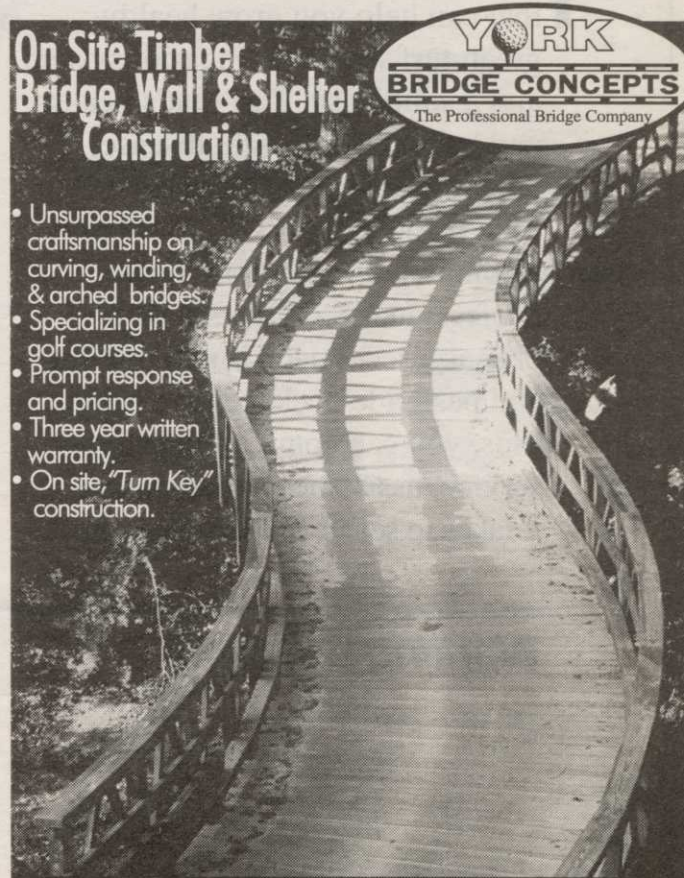
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CIRCLE #126

March 1997 33



# Bell suggests settling for less-than-perfect course conditions

By MARK LESLIE

LAS VEGAS — Saying that “in a hot-house maybe you can get perfection,” U.S. Golf Association (USGA) President Judy Bell hailed “the charm” of golf courses and the superintendents who maintain them.

Speaking at a press conference at the International Golf Course Conference and Show here, Bell said the USGA and other organizations should educate golfers to see the beauty in the natural versus the unnaturally perfect.

*If we want perfect we can  
just stay at home and  
putt on a rug.*

— Judy Bell  
president, USGA

“If we want perfect,” she said, “we can just stay at home and putt on a rug.”

“I quite thought Shinnecock was perfect because it wasn’t quite perfect and around

the edges of the bunkers. That’s why it was so good... One of the charms of our game is, it isn’t like basketball or football, where the field is the same... Our playing field is different every time we play. Golf courses are natural, not contrived. They look like they belong — and that is an art, retaining the charm of the game.”

Bell paraphrased golfing great Byron Nelson, who said it is not the golf balls or equipment that has changed the game as much as the golf courses.

“That has been the variable,” she said.

Joining Bell at the podium, outgoing Golf Course Superintendents Association of America President Bruce Williams said: “We strive for a high level of perfection to achieve what people expect of us. If you don’t, the next person will...”

“I think we’ve peaked technologically. There will be more tools out there, but I don’t think we can take the mowing and care of turf any higher...”

Hesitating, Williams added, “Then, again, we probably said the same thing 20 or 30 years ago. But right now we’re mowing in the one-thousandths of an inch.”

Bell predicted that 10 to 15 years from now superintendents’ staffs will be much better educated and trained.

She added: “I’d like to see superintendents have more identity [with the public], what they do and how unusual their job is. It’s like throwing darts, in a way, because you don’t know what the weather, etc. holds. And they have to do their job with limited resources. Using all this technology ... is translating that and retaining the simplistic side of the game.”

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## Suess wins

Continued from page 31  
team winners.

Other tournament winners included:

### Championship B

Gross: William Hanna, Royal Brunei Golf and Country Club, Jerudong Park, Brunei  
Net: Scott Young, Palos Verdes Golf Club, Palos Verdes Estates, Calif.

### First Flight

Gross: Kevin Downing, CGCS, Stuart, Fla., Willoughby Golf Club, Inc.  
Net: Ross O’Fee, CGCS, Country Club of Salt Lake City, Salt Lake City, Utah.

### Second Flight

Gross: D. Scott Wagner, Leisure World of Maryland, Silver Spring, Md.  
Net: Donald LaPierre, Elks Country Club, Muncie, Ind.

### Third Flight

Gross: Randy Hisey, City of Albuquerque, Albuquerque, N.M.  
Net: Ken Flisek, The Club at Nevillewood, Nevillewood, Pa.

### Fourth Flight

Gross: Tim Cann, CGCS, Harbor Ridge Yacht and Country Club, Palm City, Fla.  
Net: Gregg Stanley, CGCS, Hudson National Golf Club, Croton-on-Hudson, N.Y.

### Fifth Flight

Gross: Brian Chalifoux, Fort Wayne Country Club, Wilmington, Del.  
Net: Bob Land, Oconee Country Club, Seneca, S.C.

### Sixth Flight

Gross: S. Daniel Pierson, CGCS, Wilmington Country Club, Wilmington, Del.  
Net: Tim Hatfield, Willow Ponde Golf Club, Rantoul, Ill.

### Seventh Flight

Gross: John Rodriguez, Chaparral Country Club, Palm Desert, Calif.  
Net: Alan Jarvis, Belvedere Plantation Country Club, Hampstead, N.C.

### Eighth Flight

Gross: Mark Esoda, CGCS, Atlanta Country Club, Marietta, Ga.  
Net: Trevor Oxtoby, Colony Club Gutenhof, Himberg, Vienna, Austria

### Senior I Flight

Gross: James Fulwider, CGCS, Century Country Club, Purchase, N.Y.  
Net: Elmer Stone, Longview Country Club, Georgetown, Ky.

### Senior II Flight

Gross: Ted Martinez, Odessa Country Club, Odessa, Texas  
Net: Edward Mena, Shadow Ridge Golf Club, Vista, Calif.

### Super Senior Flight

Gross: E.P. Bengfort, CGCS, Denison Golf and Country Club, Denison, Iowa  
Net: Paul Voykin, Briarwood Country Club, Deerfield, Ill.

### Affiliates Flight

Gross: Jesse Vance Reins III, CGCS, Southern Agri Insecticides, Wilkesboro, N.C.  
Net: Milton Taylor, Island Park Golf Course, Salt Lake City, Utah



By PETER BLAIS

**L**AS VEGAS — The critical shortage of technicians to repair outdoor power equipment, like that used on golf courses, was the major topic at a meeting of the fledgling Engine and Equipment Training Council (EETC) held here during the recent GCSAA International Conference & Show.

The shortage has become so severe that power equipment manufacturers and distributors, normally intense competitors, pledged to share information and employ other cooperative measures to ease what EETC Executive Director Virgil Russell termed "a crisis situation."

"Finding new technicians to come into the field and upgrading the skills of those already in place are the major problems facing this industry," Russell told an audience that included representatives from Briggs & Stratton Corp., Husqvarna, Hydro Gear, Kohler Co., Kubota Tractor Corp., Lesco Inc., MTD Products Inc., Tecumseh Products Co., and The Toro Co.

"Golf courses use everything from small, low-horsepower machinery to complex, technical equipment costing \$70,000 to \$80,000. And yet, technicians generally make anywhere from \$8 to \$16 an hour," Russell said.

Low pay is one of the factors discouraging young people from entering the industry, attendees noted. Other barriers mentioned include the image of technicians as "grease monkeys" and the perception of "technician" as a dead-end job.

Changing those perceptions by developing career paths that can lead to greater financial rewards and additional responsibility for young

## Manufacturers gear up to educate techs

technicians is the EETC's goal. Meeting that goal will require additional educational opportunities, especially at the vocational school level, a traditional source for engine and equipment technicians.

Unfortunately, many cash-strapped states and local governments are considering

dropping or consolidating technician programs at a time when the industry is screaming for more programs and more trained personnel.

Kubota National Training Director Tom Kane said EETC needs to discover exactly how many technicians the industry needs; develop competency tests

that will both test technicians' knowledge and serve as the basis for certifying aspiring technicians; and find schools that will teach those skills needed by manufacturers, distributors and equipment users.

"We need to work with schools to add and enhance their programs rather than sit

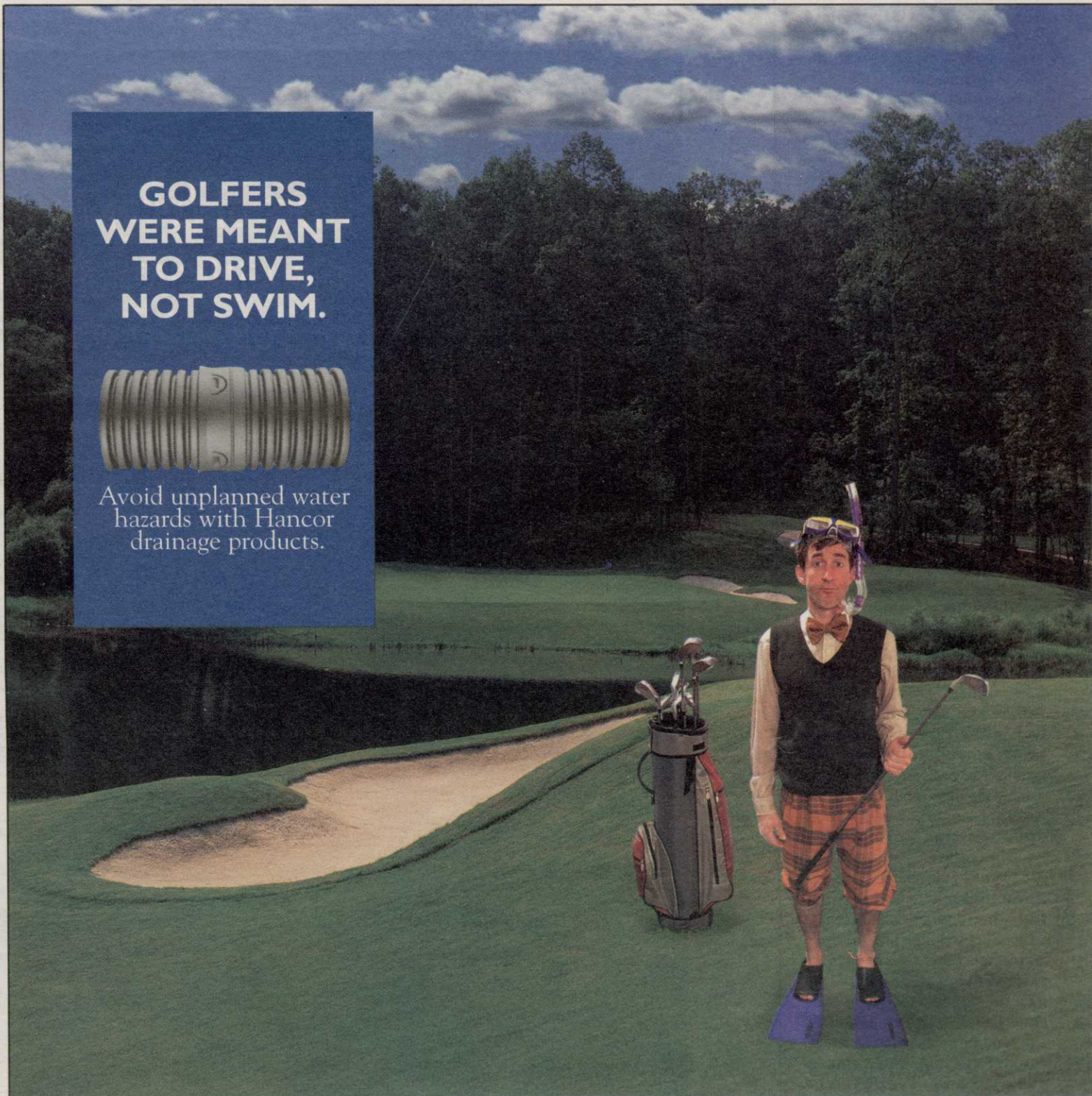
back and watch them drop programs," Kane said.

Kane and Bruce Radcliff of Briggs & Stratton Corp. were appointed co-chairs of an Education Committee. That committee will seek additional members and produce an action plan in time for the group's next meeting, scheduled for May 5-7 in Irving, Texas. Those attending the Las Vegas meeting agreed to assess annual dues of \$175.

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### MEETING SET

IRVING, Texas — The Engine & Equipment Training Council (EETC) will conduct a meeting here, May 5-7.

The tentative schedule will include an EETC board meeting from 1-5 p.m., following by a 6-7 p.m. reception for all attendees on May 5; a general meeting from 8 a.m. to noon, followed by a 1-6 p.m. meeting of the OPE Technician Certification Committee to review tests on May 6; and Certification Committee meetings from 8 a.m. to noon on May 7.

More information is available from EETC Executive Director Virgil Russell at 1946 S. IH-35, Suite 100A, Austin, Texas 78704; 512-442-1788.

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# Environmental stewards in U.S. and the world honored by GCSAA

LAS VEGAS—Thirty-one golf course superintendents have been named winners of the 1996-97 Environmental Steward Award program for their protection, enhancement and promotion of the environment.

As a tribute to the winners, Novartis (formerly Ciba Turf & Ornamentals Products and Sandoz), Rain Bird's Golf Division, Jacobsen Division of Textron Inc., and Pursell Industries will donate more than \$23,000 to the Golf Course Superintendents Association of America (GCSAA) Foundation, which supports educational opportunities for future golf course superintendents and scientific advancements in golf course management.

The 1996-97 Environmental Steward Award winners were named in three categories: Private, Public and Resort golf courses. The national winners are:

**Private** — Kerry Satterwhite of Rock River Country Club, Rock Falls, Ill., and Glenn Smickley of Robert Trent Jones Golf Club, Gainesville, Va.

**Public** — Timothy Kelly of Village Links of Glen Ellyn, Glen Ellyn, Ill.

**Resort** — Ron Hill of Amelia Island Plantation, Amelia Island, Fla.

Kelly earned national honors for the third consecutive year. This year he was recognized for outstanding promotion of his conservation programs and his community partnership. Satterwhite and Smickley, who tied in the Private course category, and Hill are first-time winners at the national level.

The Environmental Steward Award recognizes superintendents for overall course management excellence, outstanding programs to maximize pesticide and fertilizer efficacy, and irrigation and equipment efficiency, as well as wildlife preservation and enhancement. All entries are reviewed by an independent panel of judges selected for their expertise in environmental issues and turfgrass management.

Judges for this year's competition were Dr. Lee Berndt, a certified professional agronomist; Dan Farrier, Irrigation Planning & Design; Dr. Bob Robertson, North Carolina State University; Ron Dodson, President of Audubon International; and Dr. Peter Stangel, National Fish & Wildlife Foundation.

Winners were honored Feb. 9, during the Government and Environmental General Session here at the GCSAA International Golf Course Conference and Show. In addition to the national winners, 21 regional winners and

six merit winners were selected from throughout North America. They included:

## FLORIDA REGION

**Private Course:** Robert K. Ellis, Indian River Club, Vero Beach, Fla.

**Public Course:** Richard C. Wise, PGA Golf Club, Port St. Lucie, Fla.

## MID-ATLANTIC REGION

**Private Course:** Scott A. Schukraft, Huntsville Golf Club, Shavertown, Pa.

## MID-CENTRIN REGION

**Private Course:** Peter V. Leuzinger, Ivanhoe Club, Ivanhoe, Ill.

**Public Course:** R. Brian Green, Sunset Valley Golf

Course, Highland Park, Ill.

**Resort Course:** Dale Miller, Barton Creek Resort, Austin, Texas.

## NORTH CENTRAL REGION

**Private Course:** Donald F. Ewoldt, Jr., Sand Creek Country Club, Chesterton, Ind.

**Public Course:** Fred E. Soller, Jr., Old Works Golf

Course, Anaconda, Mont.

**Resort Course:** Steve Schumacher, Izatys Golf & Yacht Club, Onamia, Minn.

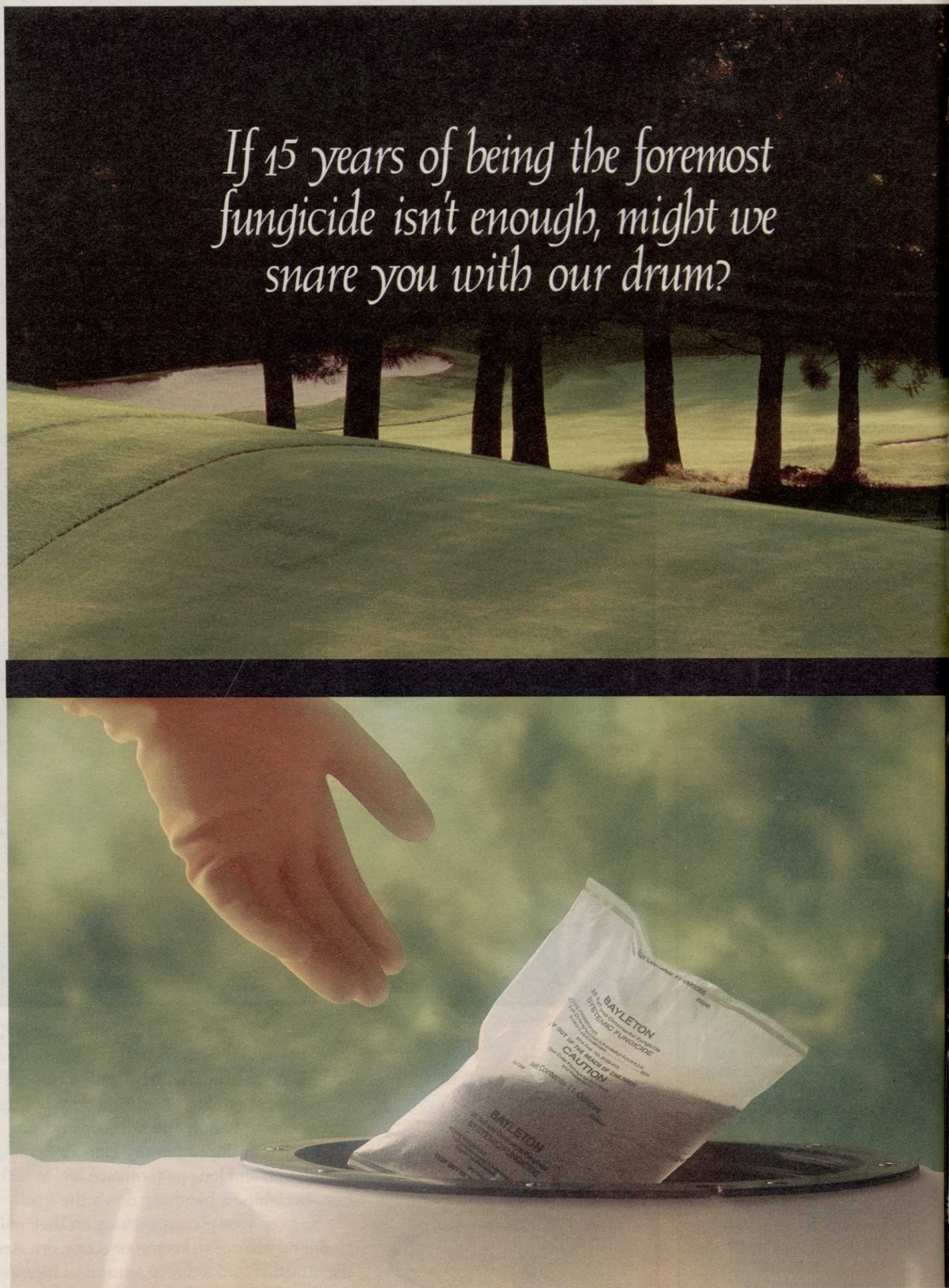
## NORTHEAST REGION

**Private Course:** Karl E. Olson, National Golf Links of America, Southampton, N.Y.

**Public Course:** James M.

Continued on next page

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# Association modifies position on alternative spikes

LAS VEGAS — The Golf Course Superintendents Association of America (GCSAA) board of directors has modified its position on the issue, taking an information-gathering stance.

The action was taken Feb. 3, in a board meeting prior to the start of GCSAA's 68th International Golf Course Conference here.

Previously, the GCSAA "alternative spikes" position recommended individual courses adopt a policy that best served their respective operations. However, a GCSAA ad hoc committee comprised of Immediate Past President Gary Grigg, CGCS at Royal Poinciana Golf Club, Naples, Fla., and

directors Dave Fearis of at Blue Hills Country Club, Kansas City, Mo., and Tommy Witt of Wynstone Golf Club, North Barrington, Ill., late last year began to examine a position on alternative spikes based on scientific/agronomic data.

Upon review of that information, the committee deter-

mined inconclusive results precluded a stronger policy on the issue.

The committee believed the GCSAA's policy should emphasize its role in accumulating and disseminating relevant and useful information to the golf industry to assist in the decision-making process. GCSAA

has already begun to collect data from shoe manufacturers, scientific/agronomic research, perception surveys from various organizations and policies of allied golf associations.

Additionally, GCSAA surveyed golf course superintendents at its conference and show. Work has also begun on a white paper that will examine agronomic issues (plant health, aesthetics, soil) and golfer issues (slippage, comfort, putting quality), current trends in the industry (course conversion rate, professional tour players opinions, allied association policy, legal precedence) and GCSAA's strategy in assisting facility decisions and educating/informing influential golfers/employers.

The white paper will be presented to the board for additional action this spring. It is anticipated that complete/comprehensive information packets will be available for distribution June 1.

## Stewards honored

Continued from previous page

Perez, East Mountain Country Club, Westfield, Mass.

**Resort Course:** John A. Boyer, Marriott Seaview Resort, Absecon, N.J.

### SOUTHEAST REGION

**Private Course:** Henry D. Kerfoot, III, Carmel Country Club, Charlotte, N.C.

**Public Course:** Wendell T. Nealon, The Legacy, Springfield, Tenn.

### WESTERN REGION

**Private Course:** Bill Schilling, Wing Point Golf & Country Club, Bainbridge Island, Wash.

**Public Course (Tie):** Tom Janning, Rosewood Lakes Golf Course, Reno, Nev.; Daryl D. Dinkel, River Valley Ranch, Carbondale, Colo.

**Resort Course:** Kent Nishijima, Kapalua Golf Courses, Lahaina, Hawaii.

### CANADIAN REGION

**Private Course:** Paul Dermott, Oakdale Golf & Country Club, Downsview, Ontario.

**Public Course:** Bruce Thrasher, Westwood Plateau Golf Club, Coquitlam B.C.

### INTERNATIONAL REGION

**Resort Course:** Ian Smith, Half Moon Golf Club, Montego Bay, Jamaica, W.I.

The Merit winners included James L. Lehman, Queens Harbour Yacht & Country Club, Jacksonville, Fla.; Fred Behnke, Mount Prospect Golf Club, Mount Prospect, Ill.; Michael A. Sandburg, Lakeside Country Club, Houston, Texas.; Douglas Mahal, Minikahda Club, Minneapolis, Minn.; Tom Morgensen, Countryside Golf Course, Mundelein, Ill.; and Lee A. Mangum, Resort at Squaw Creek, Olympic Valley, Calif.



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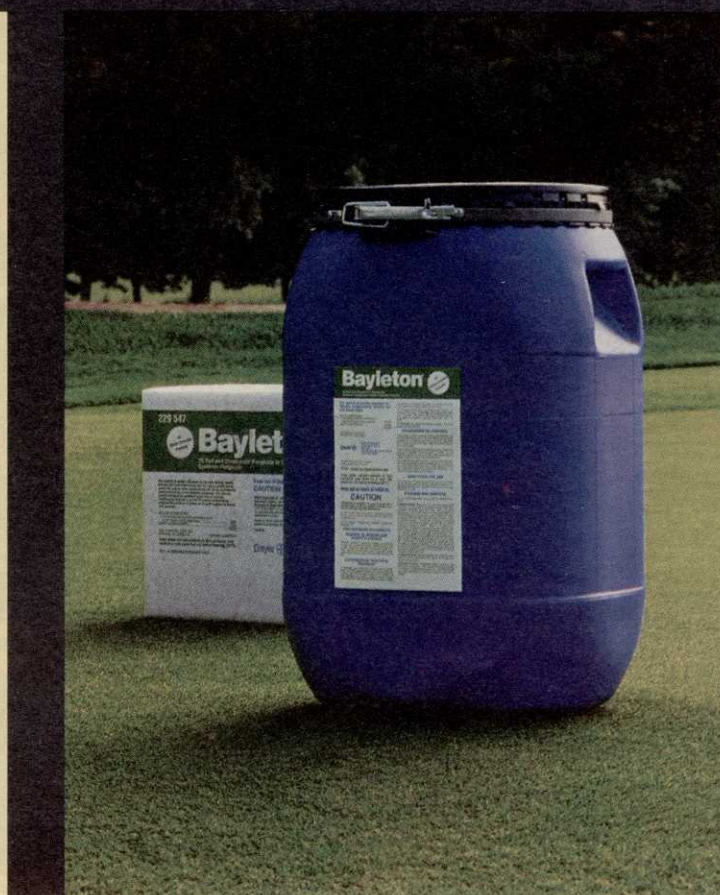
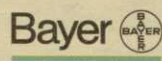
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# Platinum Tee Clubbers renew memberships backing Foundation

LAS VEGAS — The Metedeconk National Golf Club, the John Deere Company, the Greater Detroit Golf Course Superintendents Association (GCSA) and the Minnesota GCSA have renewed their Platinum Tee Club memberships through recent donations to The GCSAA Foundation.

The Platinum Tee Club is the premier support organization The GCSAA Foundation, which is committed to advancing scientific developments in golf course management, providing educational opportunities for member superintendents and turfgrass students and preserving the history of the profession.

The Platinum Tee Club consists of GCSAA affiliate chapters, industry partners, golf associations and golf facilities that contribute more than \$5,000 annually to support the programs administered by The Foundation.

As one of The GCSAA Foundation's most successful

benefactors, the Robert Trent Jones Invitational Golf Championship at Metedeconk National Golf Club in Jackson, N.J., made its largest contribution ever last summer following its eighth annual tournament. A record field of 34 teams helped the 1996 event approach the \$50,000 mark in net proceeds.

"The tournament was conceived by [Metedeconk founder] Richard Sambol, who transformed Metedeconk from a dream to reality," said Steve Cadenelli, formerly superintendent at Metedeconk who is now the superintendent at Cape Cod National Golf Club in Brewster, Mass. "It's his way of recognizing the role that the superintendent plays in developing the vision of the architect."

Cadenelli, the Sambol Family and Metedeconk National Golf Club received special Lifetime Achievement Awards from the Association at GCSAA's 68th International Golf Course Conference and Show in Las Vegas.

The John Deere Company contributed more than \$14,000 from its 10th-annual John Deere Team Championship in Newport Coast, Calif., last fall. The Greater Detroit GCSA and the Minnesota GCSA each contributed \$5,000 to The GCSAA Foundation. The Greater Detroit GCSA has been a member of the Platinum Tee Club since 1995, and the Minnesota GCSA has been a member since 1994.

Since its inception in 1956, The GCSAA Foundation has provided more than \$1 million in support of numerous research studies and more than 1,000 student scholarships. For additional information, call The GCSAA Foundation at 800-472-7878.

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CIRCLE #130

## GCSAA makes tapes available

LAS VEGAS — If you missed a particular education program at this year's conference and show, you can still obtain the information through the Las Vegas Conference Proceedings and audio cassette tapes.

The Las Vegas Conference Proceedings is a compilation of summaries of education program presentations. A voucher redeemable for a complimentary copy of the proceedings was sent to each full-conference-package registrant. You can send it to GCSAA's education department by May 1, and your copy will be mailed to you.

The proceedings also are available at the GCSAA Bookstore for the member price of \$25 (\$50 for non-members). In addition, copies of the proceedings from 1996 (Orlando) and 1995 (San Francisco) are still available.

In addition, most of the educational programs at the Las Vegas conference also are available on audio cassette tapes. For a complete list of available cassettes and to place an order, contact Audio Archives International Inc. at 800-747-8069 or 818-957-0874.

GOLF COURSE NEWS



## New officers take their places at helm

Continued from page 1

41, of Valley View Country Club in Bozeman, Mont., for the secretary/treasurer post. If tradition holds, Fearis will become GCSAA president in 1999.

He will be preceded this year by McGinnis, 45, and in 1998 by Renault, 48, both of whom ran unopposed for president and vice president, respectively.

McGinnis, 45, is head superintendent at Moon Valley Country Club in Peoria, Ariz. A 19-year GCSAA member who was first elected to the GCSAA Board of Directors in 1992, McGinnis characterized himself as "a bridge" between the somewhat controversial boards and administrative staff of the early 1990s and the current board, which has emphasized cooperation between regional chapters and national headquarters.

Renault is head superintendent at Burning Tree Club in Bethesda, Md. He is a 19-year GCSAA member who was originally elected to the board in 1993. One of the more important positions he has held is as a member of the Americans with Disabilities Act (ADA) Golf Advisory Commission, which is drafting recommendations that will help the federal government decide how golf courses can meet ADA requirements.

Also re-elected to the board were incumbents Tommy Witt of Wynstone Golf Club in North Barrington, Ill.; Michael Wallace of Hop Meadow Country Club in Simsbury, Conn.; and Samuel Snyder of Hercules Country Club in Wilmington, Del. The other candidate for the board was John Maddern of Elk Ridge Golf Course in Atlanta, Mich.

The recently elected officers and board



Paul McGinnis

members will join returning directors Woodhead, Bruce Williams (immediate past president) and Ken Mangum.

...

The defeated membership diversification bylaw amendment mentioned earlier would have created a new optional C-V class for assistant superintendents. It would have allowed assistant superintendents with at least three

years experience virtually the same privileges as Class A and B head superintendents, including the right to vote at annual elections, but not the right to hold office. Those assistants choosing class C-V status would have been required to pay the same dues as head superintendents.

Under the proposal, assistants with three years or more of experience would have had the option of remaining Class C members, paying half dues without the right to vote. The amendment was defeated by just 76 votes, 3,063-2,987.



George Renault

In addition to overwhelmingly approving a dues increase from \$210 (\$105 for assistants) to \$250 (\$125 for assistants), the membership voted in favor of an amendment requiring all Class A and B superintendent applicants joining the national organization after July 1, 1997 to also be a member of an affiliated chapter.

Members also passed a third amendment redefining the Class AA membership for retired members and waiving any membership dues for that group.



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## McLaughlin Group

Continued from page 31

regulations promote an anti-competitive situation. Our industry is undergoing consolidations and mergers in response to some of these regulations. The little guys with good ideas simply can't play the game because the regulations make it too expensive."

Clift and Richards addressed the ongoing debate over the requirements of the Americans with Disabilities Act. Specific regulations regarding how golf courses will have to be designed to accommodate those with disabilities are still being developed.

"The idea that the disabled are fully a part of society is a relatively new one," Clift said. "But 12 percent of the population is disabled and as the population ages, we'll have to accommodate those people as well. There's a market there and money to be made."

Richards had a slightly different spin on the situation, noting that it may take another two years to finalize ADA regulations regarding golf courses.

"Consultants are covering themselves by a factor of five to avoid getting sued later on," Richards said. "They are recommending we do more than the law will likely ever require us to do. We're being subjected to laws that aren't even written yet."



# Stuart's method beats poa at Brickyard

Continued from page 24

moving to The Speedway 500 Golf Course in January 1991.

"Sometimes it gets a little loud working so close to a racetrack, but that's the only drawback I've noticed."

Redesigned by Pete Dye and opened in fall 1993, the current course melds the mature trees

and rich natural beauty of the original course with striking elevation changes, three picturesque new lakes and myriad tall fescue spectator mounds. The predominantly bentgrass course features Pennlinks creeping bentgrass greens, Pennncross on tees and Pennway on fairways. While roughs are primarily bluegrass,

fine fescue mixtures come into play outside primary roughs.

During reconstruction, Stuart stripped the topsoil from most of the course, stockpiled it, subgraded the surface and redistributed the topsoil. But Dye liked the terrain on the 9th fairway — one of the four holes inside the track. So that fairway

was never subgraded. As a result, the fairway grew in with a 50-percent *poa annua* population the first year. Stuart began using Prograss Herbicide (ethofumesate) on the 9th fairway right after the course opened.

"We made two applications of the herbicide three weeks apart at a half-gallon per acre each,"



Jeff Stuart

said Stuart. "The treatment virtually eliminated the *poa* on that fairway and by the next spring, we had 90-percent bentgrass. Later that year, we noticed *poa* encroachment throughout the golf course and decided to nip it in the bud. So we treated all fairways and tees in 1994 and 1995 after the first frost. Depending on populations each fall, we'll continue following this program to keep *poa* in check."

Stuart noticed *poa* coming into certain areas where there are other problems. "We see it in places where we have major traffic or inadequate drainage or areas under shade," he noted. "So we try to manage the other problems to inhibit *poa* encroachment. For example, we don't aerify and spike during *poa* germination periods, and we try to keep the course on the dry side."

Since *poa* is tracked in by foot or on equipment, he plans to go further into the tee and rough areas with ethofumesate each year to keep it from spreading.

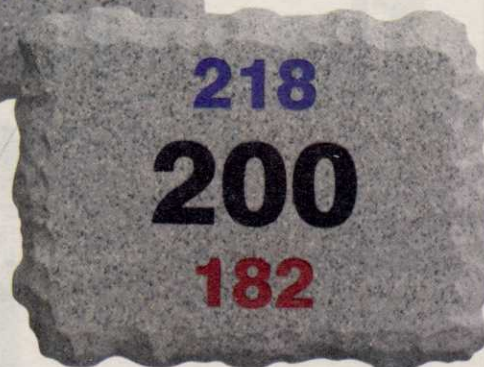
In addition, Stuart uses slow-release fertilizers, applying 4/10ths to one-half pound of nitrogen per month during the growing season. In the fall, after topgrowth has ceased but before dormancy sets in, he applies 1.5 pounds of nitrogen to help rhizomes and roots store carbohydrates through winter months. He hopes to alleviate compaction and re-establish drainage by aggressively aerifying.

"As a new course, we have 4 to 6 inches of topsoil covering the subsoil layer, and we've had some pretty severe compaction as a result," he said. "So we aerify fairways twice each year, going over them once with a 3-1/2-inch core and dragging it in. Then we deep-tine aerify to a 10-inch depth. It sounds extreme, but we've been pretty successful. Some of our problem areas now are draining down through the subgrade."

To help manage disease problems, Stuart plans to install a Bioject system this year. By injecting a bacteria through the irrigation system, he hopes to better control dollar spot, brown patch and pythium and, in turn, reduce his fungicide use. He rotates Banol Fungicide for brown patch control. Dollar spot was a problem on bentgrass last year, which Stuart primarily attributes to his slow-release nitrogen program.

"We try to stay at about 3 pounds nitrogen per year on fairways and 5 pounds nitrogen per year on tees and greens," he said. "I think fertility has a lot to do with managing disease, but there's a fine line between fertilizing enough to suppress dollar spot and fertilizing too much so that you encourage brown patch."

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## Heritage distributed

Continued from page 59

four national distributors have also agreed to carry Zeneca's other turf and ornamental offerings: Reward, a grassy and broadleaf weed herbicide; Scimitar GC, an insecticide formulated to control fire ants, chinch bugs, mole crickets and bluegrass billbugs, among others; and Fusilade II, a selective herbicide designed to control grassy weeds in many turfgrasses.

[In a related development, Scotts — which had distributed only its own products for 127 years — has agreed with ISK Biosciences to distribute Daconil Ultrex, a fungicide formulated to provide control of dollar spot, brown patch and leaf spot.]

Heritage will be made available almost immediately throughout the United States, with California, Massachusetts and New York receiving shipments at mid-year. While unique to the industry in general, the gang-of-four distribution approach is not a departure for Zeneca.

"Zeneca is a company that has had success with limited distribution in the past," explained Terry Boehm, business manager at UHS. "They have seen a few key players do a good job for them in the past. What they're looking for is the top coverage across the country, and this is how they interpret it to be."

Scotts' decision to get into the distribution business is just as interesting. Michael Thurlow, vice president of sales and marketing for Scotts ProTurf Division, believes this departure makes perfect sense for Scotts.

"We believe in what we call 'consultative selling,'" Thurlow explained. "We work with the superintendents on their agronomic needs. For those who want it on an annual basis, we'll give them a long-term agronomic plan."

"If a course is a heavy granular user, we have always had the bases covered in terms of product offerings. But if they do a lot of spraying, our line up — until now — had been more limited. When we bought Grace-Sierra, we gained access to a lot of sprayable chemistry. Now Heritage gives us a broad-spectrum fungicide. So if you're going to visit a golf course and provide a proper analysis, we can now provide a whole range of plant protection products in sprayable form."

[For emergency disease control, Scotts offers fungicide delivery in 24 hours. To order, call Scotts at 800-543-0006.]

Boehm said UHS is similarly enthused.

"Well, of course, this is America," he said with a laugh. "There are no exclusives in this business... We've been selling the other Zeneca products for many

years. In fact, we sell a lot of Scimitar and a fair amount of Reward.

"There has been a tremendous amount of interest surrounding Heritage — one of the best new fungicides to come on the market in a long time. And there has been a lot of interest for some time because the test results have been very promising. It's active on just about everything we have in the turf world except dollar spot."

## New England GCSA elects Brae Burn's DiRico president

NEWTON, Mass. — The Golf Course Superintendents Association of New England (GCSANE) elected officers for 1997 during its annual meeting, making Robert DiRico of Brae Burn Country Club (CC) in West Newton president. He succeeded Edward L. Brearley of Evergreen CC in West Bridgewater. Joining DiRico are Vice President Kevin Osgood of Newton Commonwealth Golf Course (GC), Secretary James R. Fitzroy of Presidents GC in Franklin and Treasurer Robert

Ruszala of Hickory Ridge CC in Chicopee.

Michael Hermanson of Gardner Municipal Golf Course is serving as golf chairman, while Wayne F. LaCroix of Andover CC is newsletter editor and James Conant of Kings Way Golf Club in Marstons Mills is finance chairman.

David Comee of The Winchendon School CC in Gardner was elected to a three-year term as trustee, joining existing Trustees Arthur Silva of Belmont CC and Michael Nagle of Worcester CC.

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## BRIEFS



#### SASSER FORMS GDC, PROJECT MANAGEMENT CONSULTANCY

TEQUESTA, Fla.—Tom Sasser has formed Golf Development Consultants (GDC). The company will specialize in pre-development project management and technical service support for golf course construction. "Many developers begin projects without a full understanding of the methodology and costs associated with the development of a golf course," said Sasser, who has more than two decades of experience in land planning and golf course construction. Sasser retired from the Golden Bear organization after 18 years, and most recently served as president of Paragon Construction. Sasser can be reached by calling 561-748-9052.

#### CALDWELL JOINS OLSEN TEAM

ANAHEIM, Calif.—Jerry Caldwell, a construction management veteran with more than 30 years experience in hospitality and golf course development, has joined R.D. Olson Construction as senior project manager. Caldwell, who resides in Phoenix, Ariz., served as project manager of hotel development for La Quinta Inns & Suites before joining the R.D. Olson Construction team.

#### NIEBUR PROMOTES MCGRAW

COLORADO SPRINGS, Colo.—Niebur Golf, Inc. has promoted Frank McGraw to the position of general superintendent. He will be responsible for the field operations on multiple projects. Niebur Golf provides construction services across the nation. Its current clients include projects ranging from Salt Lake City, Utah, to Southport, N.C.



#### BAY HARBOR NINE EXPECTS COMPANY IN '97

Bay Harbor Golf Club in Petoskey, Mich., is one of 10 projects Arthur Hills and Associates will open for play during 1997. Nine holes opened at Bay Harbor during '96, but Hills will open another 18 this year. For a rundown of Hills projects, see story page 45.

#### NEW FRONTIERS

## Domestic golfers make Colombian market viable

By MARK LESLIE

BOGOTA, Colombia — "I think Colombia now is like the U.S. was in the early 1960s when we just discovered golf and found that people could afford it," said American golf course construction consultant Jerry Pierman.

Pierman, former president of the Golf Course Builders Association of America, is working with Jack Nicklaus and his Golden Bear International golf course design company on a project in Bucaramanga. Other foreign course designers are also busy here as this country awakens to the world of golf and its attraction to tourists. Not only are middle-class Colombians discovering the game of golf, but so are the operators of its resorts, which draw tourists from Europe and Canada to this country where temperatures are inviting year-round.

"It's ideal," golf course architect Gary Linn said of Colombia. "It's Hawaiian. It's California at its best. Mountainous, but with palm trees, thatched roofs... a special place."

The mountains here are cool and inviting while the oceanfront is beautiful. American course architect Jeff Myers, who is remodeling Club Compestra of Medellin's nine-hole city course on the

Continued on page 48



#### OTTO STRUTS STUFF IN GARLAND

The sun beats down on the new Fountains Course at Garland, a resort in Lewiston, Mich. The Fountains, a Ron Otto design, opened for play late last year. Otto, who recently founded Garland Design Group (GCN January '97), laid out all four courses at Garland, with a fifth underway.

## ASGCA Directors speak on design

The officers of the American Society of Golf Course Architects (ASGCA) sat down in February to speak with *Golf Course News*, for a second time following a November visit, on issues affecting golf course design and maintenance. Taking part were ASGCA President Denis Griffiths, Vice President Alice Dye, Secretary Bob Lohmann and Treasurer John LaFoy. Here are excerpts from that conversation.

...

**Golf Course News:** Many courses are billing themselves as "playable for the high-handicapper yet challenging to the better golfer." Does this inhibit your design style, and are we making cookie cutter courses?

**Alice Dye:** I don't think so at all. By changing the angle of your tees, and a few things like that, you can make golf courses that are very challenging for back-tee players and still very playable and manageable for everyday players.

Let's take one of the hardest golf courses in the world — PGA West [a Pete and Alice Dye design]. From their tees, the ladies play in less time than the men because it is very manageable for them. We gave them a good angle. There may not be an opening to the pin, but there is one to the green, and there are no forced carries except on par-3s... Because of the angle of the back tee, low-handicappers are shooting over the lake, through the fairway, into a bunker, whereas the angle

Continued on page 46



## Marsh gains U.S. foothold with HNTB

KANSAS CITY, Mo. — Golf course designer Graham Marsh, who has long been active in Asia-Pacific, has formed an association with the golf course architect group of HNTB Corporation to offer design services in North and South America.

Graham Marsh Golf Design/HNTB will provide full-service de-

sign of upscale golf courses, as well as related developments — residential communities, resorts, hotels, retail and entertainment facilities.

The association's first project is in Independence, Minn., for Burnet Realty. Graham Marsh Golf Design/HNTB is master planning a 600-acre development to include 60 to 85 residential lots, and 18-hole, high-end daily fee course, a learning center, equestrian facilities and trails, and a 15-

Continued on page 50

Graham Marsh (2nd from left) surveys a Filipino site with HNTB's Steve Bauer (left) and a bearded Terry Morgan, representing developer Fil-Estate Group.



# Hurdzan takes on Fry as a full partner

By MARK LESLIE

COLUMBUS, Ohio — Mike Hurdzan, a former president of the American Society of Golf Course Architects, has made lead designer Dana Fry a partner in the firm, saying the new relationship "cements the commitment we have for each other."

"It is exciting to me because I see Dana as a genius in this business," said Hurdzan. "He has such vision and passion, whose source is truly God-given. He didn't learn it out of a book, or from me. He has a vision for golf courses that I don't have, while I have a technical ability he doesn't have."

"The marriage of the two can help our business and our profession."

Hurdzan holds a PhD in environmental turfgrass physiology, a master's degree in turf studies and a bachelor's degree in turfgrass management, while Fry found his way into course design because he knew he couldn't play pro golf. An Arizona State University student, he happened to meet Andy Banfield, a lead architect with Tom Fazio who offered him a job on the crew.

Hurdzan, who had thought he'd never have another partner except the retired Jack Kidwell, predicted the new Hurdzan/Fry Golf Course Design "will set some new trends."

The partnership is "a dream come true" for the 34-year-old Fry, who started that first job for Fazio flagging cacti in 1983.

Five years later, Pete Dye introduced him to Hurdzan, who offered him a job overseeing construction of Devil's Pulpit outside Toronto. That course gained immediate reknown, as have such subsequent tracks as Devil's Paintbrush, Naples (Fla.) National and Cook's Creek in Ohio.

"To be considered the best is subjective, but the one goal Mike and I have had in common is to be considered in that class," Fry said. "A lot of people say they want to be the best, but we will do whatever it takes to be the best. Time will prove whether we get there or not, but I think we will. I think we've made big strides to get where we are."

His contribution to the team, he said, is the 200 nights he spends away from home each year. "Great golf courses are built in the field," he said, "by physically being there, not by sitting in an office, drawing up a pretty set of plans and showing up once a month."

"In our project in Palm Springs, Calif., from the end of May to the end of October, I visited the site every week except twice. To me, that's the dif-

ference between making something good and making it great — the personal attention to detail."

He attributed that attitude to working with Fazio Golf Design Group, especially Banfield, and with Bill Kerman of the Hurdzan/Fry staff who, he said, "quite possibly is the best per-

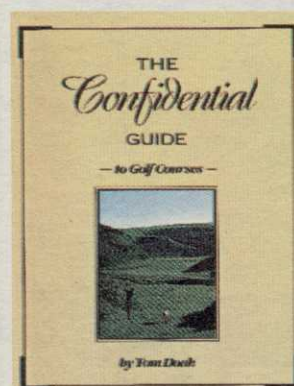
son doing a set of plans that I have met."

Fry said the Hurdzan/Fry staff is extraordinary — from Hurdzan to Kerman, to Dave Whelchel who is "the key guy in our company," running the office, to Jason Straka, a Cornell University graduate who does many of the plans, and the support staff.

## GOLF COURSE NEWS

### The Confidential Guide to Golf Courses

By Tom Doak



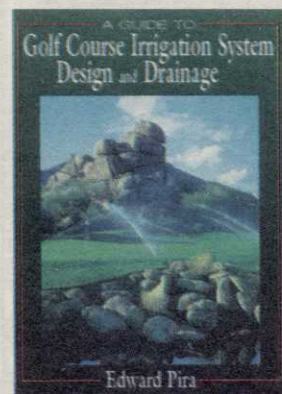
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Written in the inimitable style of Golf Magazine's golf course design editor, this book describes, uncovers and rates more than 1,000 courses worldwide that the author has visited and photographed.

With more than 180 four-color photographs, it might be the best collection of worldwide photos ever published. It starts with a "Gourmet's Choice" selection of 31 of Doak's personal favorites, each by a different designer, followed by brief reviews of courses from Pebble Beach, Calif., to Kebo Valley, Maine, and from St. Andrews, Scotland, to Joondalup in Western Australia.

### Guide to Golf Course Irrigation System Design and Drainage

By Edward Pira



As a working reference or as a textbook, the Guide to Golf Course Irrigation System Design and Drainage covers every important aspect of the subject in an easy-to-understand format. It is perfect for the practicing turfgrass manager, superintendent, consultant, sales representative, and student. Used in numerous academic courses for years, this is the first commercially-available version of a perennial best-seller, and is completely revised with new exercises, practical examples, numerous new figures, and expanded sections covering a wide variety of irrigation system components.

A hands-on manual, it guides the reader through every phase of an irrigation program. Turfgrass managers and golf course superintendents will refer to this handy book often to plan effective irrigation systems, ensure appropriate capacity, easy installation, and practical operation and maintenance.

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### Quality Index: Self-Assessment Rating of Golf and Country Clubs

By Andrew and Robert Cornesky

A self-assessment tool, this workbook was designed to facilitate measurement of quality service and product systems. Adapting criteria from the Malcolm Baldrige National Quality Award, it enables club managers, governing board members and employees to grapple with the strong external requirement of golf courses to demonstrate quality and high performance. Among the topics analyzed are leadership, strategic and operational planning, human resource development and management, business process management, performance results, and customer focus and satisfaction.

**\$15.00, 18 pages oversized, notebook, with accompanying computer disk.**

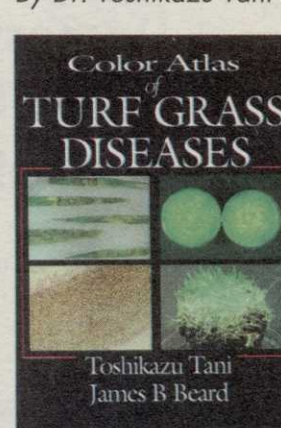
### BOOTH TO UNVEIL MEADOWS NINE IN JUNE

LITCHFIELD, Maine — The Meadows, a public golf course here, expects to unveil its front nine holes in June. The size and configuration of the 112-acre site forced architect Brad Booth of Ogunquit to design a short (4,300- to 5,900-yard) par-68 course. It will include two par-

5s instead of the standard four and six par-3s instead of the more traditional four. A double-green, a multiple-hole tee box and other features promise good variety, and Booth touts the par-3s, which will range from 130 to 215 yards. "I tried to ensure ample landing areas," Booth said.

### Color Atlas of Turfgrass Diseases on Golf Courses

By Dr. Toshikazu Tani Contributing Author, Dr. James B. Beard



The Color Atlas of Turfgrass Diseases on Golf Courses presents more than 540 high-quality color photographs of all the major turfgrass diseases that occur on both warm- and cool-season grasses. It is international in scope. This book will likely become the standard color-guide to disease, diagnosis and pathogen identification for golf course superintendents and turfgrass practitioners. No other book contains as many color photographs of this detail and quality. Helpful maps are included to assist in disease identification by providing geographical locations where each disease/pathogen is likely to occur. A unique feature of this easy-to-use field guide is that it also

provides color photos of step-by-step guidance on diagnostic techniques for laboratory analysis which can be used by practitioners.

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### Superintendent's Handbook of Financial Management

By Raymond S. Schmidgall

This self-teaching manual was written specifically for golf course superintendents, managers, and owners. It's designed to make complicated subjects easy-to-understand by using simple demonstrations, useful exercises, and step-by-step instructions.

The Superintendent's Handbook of Financial Management is the official certification textbook of the Golf Course Superintendents Association of America.

The book presents useful methods and techniques for understanding and using income statements, balance sheets, accounting procedures, financial statements, operating budgets, capital budgets, record keeping, and much more. You will learn to operate your facility smoothly and profitably — whether private, semi-private, or public — by understanding and applying the financial skills presented in this guidebook.

**\$34.95, 150 pages, hardcover.**

### The Course Beautiful By A.W. Tillinghast

This is a fascinating collection of original articles and photographs on golf course design by one of the masters. A prolific writer, Tillinghast delves into his philosophies on golf course design and maintenance, and his thoughts on what makes a championship course. It is loaded with vintage photographs and original Tillie sketches of such of his creations as San Francisco, Winged Foot and Baltusrol golf clubs. **\$34.95, 120 pages, hardcover.**

### The Captain — George C. Thomas Jr. and His Golf Architecture By Geoff Shackelford

The creator of Riviera and Los Angeles country clubs and author of the classic book, "Golf Course Architecture in America, Its Strategy and Construction," George Thomas has deeply affected the golf industry even since his death in 1932. Thomas worked on single projects with Donald Ross and A.W. Tillinghast, learned from friends Hugh Wilson and George Crump, and designed more than two dozen courses on his own. At the same time he was recognized worldwide for his books about and breeding of roses, his first love. Call him brilliant, or enigmatic, but in his last years his work was on a book about Pacific game fish. Shackelford reveals the man behind the work. **\$35.00, 207 pages, hardcover, limited edition of 1,200 copies.**



## LaGree formalizes ties with Barbaron; Oak Run nearly finished

OCALA, Fla. — Terry LaGree, former vice president and general manager of Black Diamond, Florida's top-ranked golf course, has teamed up with golf course builder Barbaron, Inc. as a principal owner.

The firm is finishing its first design & build project at Oak Run Country Club here.

A September opening of Oak Run is expected. LaGree, along with Ronald Kitchen Sr. and

Ronald Kitchen Jr., the other principal owners of Barbaron, Inc., are back at Black Diamond in 1997.

Black Diamond owner Stan Olsen has contracted Barbaron to construct another Tom Fazio-designed golf course.

The back nine of the Ranch Course commenced construction in January. Barbaron completed the first nine in 1992.

## Hills will open 10 projects in 1997

PETOSKEY, Mich. — Schedules have been met here at Bay Harbor Golf Club, where the full 27-hole development should open for play by late summer.

The Arthur Hills-designed Bay Harbor opened nine holes during 1996, to considerable acclaim. The site, which hugs the cliffed shores of Lake Michigan, had been covered with kiln dust

prior to Hills' artful reclamation.

Bay Harbor is one of 10 Arthur Hills and Associates projects now in some stage of development. Among them:

- **HawksHead Golf Club**, South Haven, Mich.: Located on the state's western coastline, HawksHead is scheduled to open in May. The 200-acre site is intersected by creeks and festooned with pines and native dune grass. Owned by the restaurateur, Al Ruppert, HawksHead's renovated mansion will combine a clubhouse with a bed & breakfast.

- **Gaillardia Golf and Country Club**, Oklahoma City: The private course here has been completed, but the developer — UPUBCO, owner of the *Daily Oklahoman* newspaper, the Broadmoor Resort in Colorado Springs, and the Texas Rangers baseball team, among other entities — will not open the course until the William Zmistowski-designed clubhouse is ready next year.

- **Chaska (Minn.) Town Course**: When this track opens on the shores of Lake Bavaria in August, the small Minneapolis suburb of Chaska can perhaps claim the nation's most impressive, private-municipal tandem. Two-time U.S. Open host Hazeltine National is also located in Chaska, but Hills associate Judd Silverman said the Town Course will rival its more celebrated neighbor in challenge and scenic beauty.

- **Lowes Island Golf Club**, Sterling, Va. — When completed in the fall, Lowes Island will be "a fitting companion" to the popular Tom Fazio course that opened here in 1993, said Silverman. Five holes of the Hills design will play along the banks of the Potomac River, west of Washington, D.C.

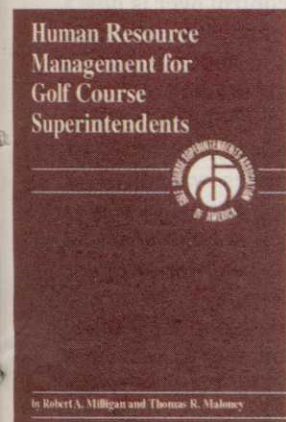
- **The Ridges Golf and Country Club**, Jonesboro, Tenn.: The Ridges is an 18-hole course scheduled to open this year on rolling terrain near Johnson City. Hills' second course in Tennessee, The Ridges will serve a private membership and members of the East Tennessee State University golf team.

Arthur Hills and Associates also have six projects in the design and construction phase. Among them are Seven Springs Golf Club, Donald Trump's exclusive private project in Bedford, N.Y.; The Arthur Hills Course at the LPGA International in Daytona Beach, Fla.; the Black Golf Course in Yorba Linda, Calif. — Shell Oil's first real estate development project in the state; and The Grove at Watford, a resort course associated with a hotel and conference center outside London. The latter is Hills' first course in England.

# BOOKSHELF

## Human Resource Management for Golf Course Superintendents

By Robert Milligan and Tom Maloney



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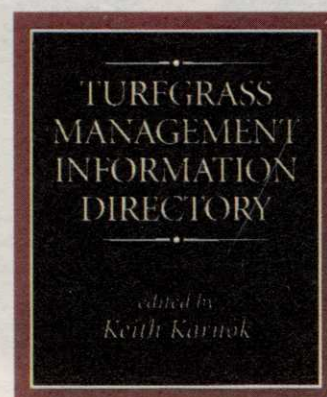
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## Q&A: ASGCA

Continued from page 43

of the forward tee is more-or-less straight-away.

**Denis Griffiths:** Difficulty relates very strongly to distance. So the 5,000- to 7,000-yard differential on a golf course ... certainly helps to accomplish "challenging for the good player yet playable for the average player." It's a wonderful description of the "strategic" strategy. "Strategic" is laid out to challenge the

good player, but it leaves an alternative route for the average golfer — not necessarily in the same number of strokes. We're all designing courses with 2,000 yards difference, four to five tees, and wonderful "strategic" strategy.

**John LaFoy:** The interesting part of this business is how each architect interprets what that [challenging and playable] means. Obviously, some courses are terribly difficult for the high-handicapper. If you build a course that the USGA refers to

as "Pleasant Valley," a scratch golfer will shoot 69 to 74, and the 10-handicapper will shoot 81 to 84. As courses get more difficult, the differential between their scores starts to change dramatically. The scratch golfer will shoot 72 to 76 and can still enjoy that course. But the 10-handicapper is going to shoot an 88, a 93, so it's really how we interpret what that means.

**GCN:** You just said, "As courses get more difficult." So they are getting tougher?

**LaFoy:** You can put your tees in where you want to and equalize that first shot. But the real problem comes with equalizing the second shot. That's always been the problem with lady golfers.

**Bob Lohmann:** The challenging thing is to look at the course from each tee. Before we build a course, we sit down and say, "Play the course from each tee like you're going to play it." With four or five designers, we have the opportunity to look at it different ways. So we don't end up

with a cookie-cutter course, but a very challenging one from a different number of tees.

**GCN:** What about having a shorter ball for tournament players? Is it a must?

**Griffiths:** I think so, to protect the integrity of our older golf courses.

My concern on equipment is twofold. One is that it is so critical that we don't lose all these old tests of golf. People play them with equipment of today and it's a different course than it was 50 years ago. The other is, distance translates to me as cost. You have more cart paths, more sprinkler heads, more grassing. You have to buy more land. If I can hit it 30 yards longer [ahead] I can hit it 30 yards longer [left or right]. Going from a 150- or 300-foot-wide corridor to 350 feet, you add 30 percent to that acreage.

**LaFoy:** One of the things we don't have control over is how a course is maintained after it has been grown in and is in play. A good example is some of the old courses that were intended to be played very hard. One of the ultimate examples was three or four years ago when they played the U.S. Open at Pebble Beach. The pros didn't know where their ball was stopping. On a golf course that is completely manicured and soft, they know where it will stop. On Pebble Beach, they played havoc because the ball would hit the green or fairway and roll off. Nicklaus will tell you: If they play Pinehurst #2 in the Open [in 1999] the way it was meant to be played — let the fairways get hard, let the rough stay low — it will be all those guys can handle.

In a way, the hard courses hurt the real good player but help the high-handicapper.

**Dye:** Golf used to be played on the ground. We didn't have watering systems. The greens were open in front. The ground was firm. There used to be the expression 'short and straight.' You could play the golf course if you were short and straight because the ball would bounce along. If you were long, often you would hit a firm fairway and go bounding off into the trees. Then, our watering systems came and golf suddenly started being played in the air. Short and straight didn't work any more because you couldn't get there. The ball that used to roll 50 yards rolls 10 feet now in the early morning-watered fairways. This is very, very hard on the player of less strength. The average player needs to hit the ball farther. He's got to have better equipment because his 50 yards of roll have been taken away.

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## ASGCA offers white paper on 'Alternatives'

While North American markets continue to demand more golf facilities, developers are often faced with a stark realization: Sometimes there isn't enough land, money or experienced players available to make a full-sized, par-72 golf course feasible.

Developers caught in this situation can now consult a free white paper available from the American Society of Golf Course Architects. The 15-page "Alternative Approaches to the Green," written by Bill Amick, past president of the society, describes the many types of golf courses developers may build. These include nine-hole or phased full-length, executive or mid-length (18-hole par between 55 and 68), par-three, compact all-clubs, and Cayman courses.

"Today, we're seeing the development of more and more alternative facilities," explained ASGCA President Denis Griffiths. "Municipalities and other developers are discovering that these facilities offer some important advantages over the contemporary 18-hole course."

To obtain a free copy of "Alternative Approaches to the Green," send a stamped, self-addressed business-size envelope to The American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60601. Phone: 312-372-7090.



## ASGCA honors winners of design contest

**L**AS VEGAS — Professional golf course architects Arthur Hills, Rees Jones and Jack Nicklaus presented three amateur architects with Golden Anniversary Challenge design-contest awards during the recent GCSAA International Conference and Show here.

The professional architects' firms selected the three winning, 18-hole designs from numerous entries.

Hills presented an award to David Anderson, superintendent at Ever-

green Country Club in Haymarket, Va.; Jones honored Bruce Scott, a turf student at Colorado State University; and Nicklaus presented his award to Jim Ramey, superintendent at the Sunriver course at the Crosswater Resort in Oregon.

All received framed versions of their routings.

All three winners also received copies of Donald Ross' recently released book, "Golf has never failed me." The books were autographed by Hills, Jones and Nicklaus to mark the occasion.

## Forse projects

Continued from page 49

size. "They averaged 8,000 square feet," Forse said, "and they're now somewhere in the 4,000s and 5,000s. One green, on a par-5, will extend 60 feet from where it is now."

Foremost in the mind of the overview committee is restoring the course's Biarritz green, named after Biarritz, France. Banks and Seth Reynor both included in their layouts a Biarritz par-3: a long green with long bunkers on the sides and a deep swale through the middle of the green.

In Tamarack's case, the Biarritz green's original size was 80 yards long, with a 4-foot-deep swale. Today the green only occupies the plateau beyond the swale.

The hole plays from 150 to 215 yards, and the green drops off 20 feet to the left. "You may never play the same hole twice a month on these [Biarritz] greens because of the multiple pin placements," Forse said.

The bunker on the right side of the green was originally 270 feet long, but has been broken into two.

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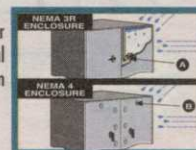


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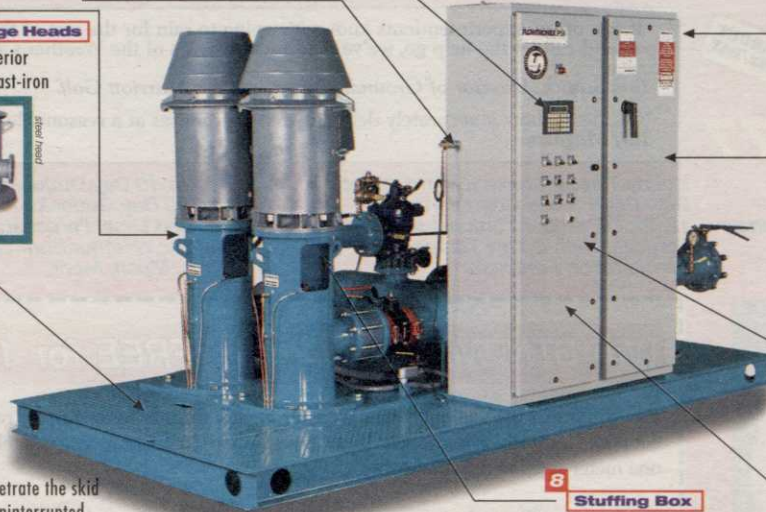


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# Colombian market

Continued from page 43

site 5,000 feet above sea level, said it lives up to the meaning of Medellin: "city of eternal spring." The temperatures hover around 78 degrees Fahrenheit every day and 60 degrees at night.

Interest rates soaring above 30 percent here are putting a number of projects on hold. But others have pushed through the challenges.

Many Americans are busy designing courses here on properties varying from oceanfront to mountainous: Nicklaus; Myers of Lake Worth, Fla.; Robert Trent Jones II International (RTJ II) of Palo

Alto, Calif.; and Scott Miller of Scottsdale, Ariz.

• Nicklaus' project, Ruitoque Golf and Country Club, is a housing development and weekend retreat in Bucaramanga, with tennis and swimming as well as golf. "It's 2,400 feet high and gorgeous," Pierman said. "Three or four holes are as scenic as any in the world."

Nine holes were playable last fall and the full 18 were scheduled to open early this year.

• In the mountains, an hour's drive outside Bogota, Miller has designed Payande Golf Club — a facility planning an inaugural outing in March.

• Linn, with RTJ II, is working on Mesa

de Yeguas golf course outside Bogota, and the company has been hired for two other projects — one in Bogota and another in Cartagena.

Mesa de Yeguas, meaning Land of the Wild Horses, is about to partially open.

• Myers has one huge project at Cartagena on the coast on hold waiting for the country's economy to stabilize, has just finished remodeling six holes at Club Compestre de Cali, an old Stanley Thompson-designed track in Cali. He has also completed a master plan for renovation of Club Farallones in Cali, and is planning another new course in Cartagena called Cartes di Indes.

Myers is gaining recognition in this

country following the opening of his Pena Lisa in Girardot in November 1995. At that time, he said, "there was a lot of activity." But when political troubles struck President Ernesto Sampar last spring the monetary exchange rate rocketed from 850-1,000 pesos to the dollar to around 1,500 pesos to the dollar. And Sampar recently imposed new taxes on imports, another detriment to new development.

The developers of Cartes di Indes in Cartagena have a plan drawn by touring professional Seve Ballesteros, but it did not include a housing component that is now part of the project. Myers has been called in to design that project.

"Cartegena," he said, "is to Colombia as Florida is to the U.S. The people who live in Bogota and Cali and Medellin are at about 4,000 to 9,000 feet [above sea level], where it's relatively cool. So they go here, where it is warm and a family holiday area."

Meanwhile, Myers is excited about the prospects of the \$US60 million-US\$70 million oceanfront project in Cartagena called El Faro (The Light), for a light-house on the property. The developer, Promotora El Faro de Cartagena, has 600 acres, including a mile of oceanfront. The firm is negotiating with a major hotel chain and hopes to include a casino component in the project as well as time-sharing and regular housing.

Bilkey Lineas Design of West Palm Beach, Florida, is the hotel and master plan architect.

RTJ II's Mesa de Yeguas, developed by Ceullar Serrano Gomez Ltd., has been almost a five-year process, but is about to open the nine-hole par-3 course that surrounds its extensive practice range. The earthwork is complete on the 18-hole championship course.

At the end of January the first six holes had been planted. Earthwork had also been completed on 16 holes of the par-72, 7,110-yard regulation course, and three of the holes had been rough-shaped.

"The struggle [in completing construction] has primarily been material supplies — sand and gravel," Linn said, "as well as construction and finish equipment."

An old, established company which has built office buildings and high-rise condominium projects in Bogota, Ceullar Serrano Gomez Ltd. has signed RTJ II to design two other courses, but both are on hold, Linn said.

Sontanar del Rio CC will sit on the north side of Bogota, a mile from el Rincon, which was designed by Robert Trent Jones Sr. in the 1960s. It has been approved. "Hopefully we'll begin work on it in the next year," Linn said, "but that is subject to the investment climate in the country."

The other project, a destination resort facility of major dimensions, is planned for an island outside Cartagena. It would include five hotels and two golf courses. The delay here, Linn said, is negotiations with the government.

Club Payande, an hour northwest of Bogota along the banks of the Rio Tobia and at 4,000 feet, is developed by Promotora Payande S.A., a group of golfers who belong to Country Club of Bogota and El Rincon and St. Andres country clubs. The private, 18-hole, 7,038-yard course opened three holes a year ago.

Members now don't have to travel to Miami or Puerto Rico to play golf during the rainy seasons of January-February and September-October, Miller said.

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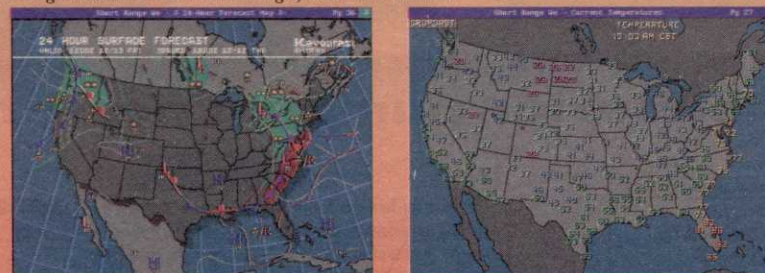
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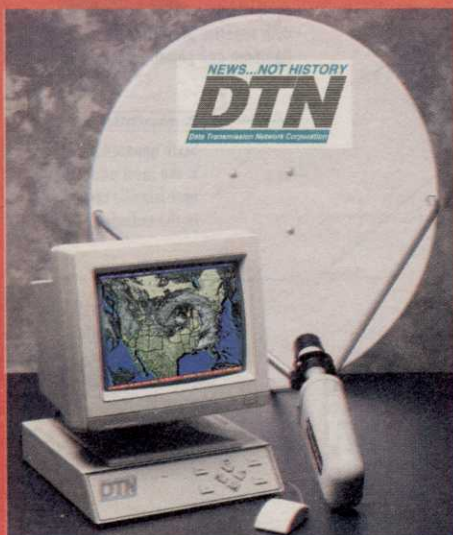
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## Make-over for Mr. Wilson's Pine Tree, courtesy of Forse

By MARK LESLIE

BOYNTON BEACH, Fla. — One of the unique restoration projects for a post-World War II course begins here this month with a major greens and bunker facelift on Dick Wilson-designed Pine Tree Golf Club.

"His [Wilson's] courses bridged the gap between the classics and the modern era," said course architect Ron Forse, who is in charge of the project. "They had great strategy and playing interests, but, unlike his teacher, William Flynn, Wilson started introducing a lot of the in-your-face smash-mouth golf of the modern era — like the aerial attack with green-fronting bunkers."

Forse, who worked on a restoration project of Wilson's Westmoreland Country Club in Pittsburgh, said he is "thrilled to work with this dynamic bunkering and people willing to restore it faithfully." He credited General Manager Roger Omlie, Committee Chairman John Gerald and superintendent Tom Vlach.

Regularly ranked among the nation's Top 100 courses, Pine Tree is awash in 130 bunkers. Using photographs from 1962

when the facility opened, Forse and MacCurrach Golf Construction will restore all the bunkers as well as core out and bring all 18 greens to U.S. Golf Association standards. All this by July 4, Forse said.

"This is a great golf club," Forse said, pointing out the bunkers. "Some of the bunkers are gigantic and have an extremely intricate and natural dune-like appearance. Three large bunkers have natural, irregularly formed low grass islands in them — what Doral used to look like."

"It's like somebody dropped an octopus from an airplane into the bunkers. There is high grass around them with long, draping fingers dropping down to the floor of the bunkers."

The greens vary in size from about 4,800 square feet to a 9,500-square-foot green on a 666-yard par-5.

Meanwhile, Forse is doing work at Tamarack Country Club in Greenwich, Conn., a Charles Banks design. They are in the middle of a long-range plan, including bunker restoration and expanding the greens back to their original

Continued on page 47



At Old Carolina Golf Club on Hilton Head, course architect Clyde Johnston made extensive use of native grasses.

## Johnston unveils Old South sister course, Old Carolina

HILTON HEAD, S.C. — Old Carolina Golf Club, the long-awaited sister course to award-winning Old South Golf Links here, has opened.

Designed by Clyde Johnston, Old Carolina is an upscale daily-fee facility located minutes from Old South, a Johnston design named one of the "Top 10 New Public Courses of 1992" by *Golf Digest*. Both courses are products of the development team of David Staley and Tom Jacoby.

Working on his home turf, Johnston brought a singular character to Old Carolina with the help of a unique piece of land that years ago served as a thoroughbred horse farm. The open nature of the farmland provides counterpoint to other Hilton Head courses. Old Carolina has a minimal number of water features.

Old Carolina was built by Landscapes Unlimited of Lincoln, Neb.

Meanwhile, in Little River, S.C., Glen Dornoch Waterway Golf Links, the newest fixture on the South Carolina Grand Strand, was recently unveiled.

Johnston's attention to integrating Glen Dornoch with the local ecosystem is evident in the 26,000 feet of silt fence used to secure the surrounding wetlands and waterfronts from construction activities. With the exception of sediment and erosion-control plans, no working drawings were made for the design and construction of Glen Dornoch. All design ideas were sketched in the field, and several holes were created without any sketches at all.

## Redstone busy, from Colorado to Cozumel

COZUMEL, Mexico — Redstone Development Services has continued to expand its involvement in the international golf course arena with projects ranging from the planning and construction of Castle Pines North in Colorado, USA — developed by Japanese investors (see photo at right) — to the master planning, design and soon construction of the first golf course here on the island of Cozumel, Mexico.

Although each project is unique, the common thread running through the firm's international work is a focus on shortening construction windows, while ensuring the highest quality product, according to Andy Bush, a principal at Denver, Colo.-based Redstone Development.

Redstone's first experience outside the United States began nine years ago when its principals prepared the plan for Playacar Resort located in Quintana Roo, Mexico, the Yucatan's first master-planned golf course community. Soon thereafter, the firm was hired to prepare an overall development plan for the Elbow Valley Golf Course and Resort, in Calgary, Alberta, Canada.

While the firm is currently exploring projects in the Dominican Republic and the island of Bali, the majority of its international opportunities are located in Mexico. Redstone is providing master planning, golf course design and con-



### ANOTHER GEM FOR CASTLE PINES

While work was essentially finished on Oct. 4, 1996, Castle Pines North, designed by Tom Weiskopf, is scheduled to open in Castle Rock, Colo., on July 15. Denver-based Redstone Development Services handled all initial planning, approvals, and construction management. Once opened, the facility will be managed by Troon Golf Management. This small Denver suburb is already home to a pair of Nicklaus designs at Castle Pines Country Club, Jim Engh's ultra-exclusive Sanctuary, and a municipal course, designed by Engh, now under construction.

struction management services for a series of projects here, including a 225-hectare (500-acre) resort development on the north end of Cozumel; a second resort, located south of Cancun on the mainland; and preliminary concepts for a 400-hectare (1,000-acre) development on the Sea of Cortez.

The Cozumel project is the furthest along of the three, with the master plan complete and design work proceeding on the golf course. The 18-hole resort-style track will wind through the jungle, providing an attractive backdrop for 140 single-family homes, condominiums and a 300-room golf hotel. Clearing is under-

way on the main roadway to the clubhouse, while construction of the golf course is expected to begin in April.

"Working in Mexico creates a series of unique challenges that we don't regularly deal with constructing golf courses in the United States," says Jay Benson, the firm's construction principal. "It requires special attention to logistics related to equipment, staffing and materials. For example, we have rented a helicopter to pick up sand samples from a variety of sources in the Yucatan to determine whether they will meet our standards for bunker or top mix. We are also exploring barging sand from Vera Cruz, Mexico — or even Houston — if that is what's necessary to create a top-notch facility."

As with most international projects, Redstone is facing an increased level of regulation related to development intensity and environmental issues. Development and construction practices that were considered the norm five to 10 years ago are not being permitted today.

"Our clients and government agencies within the country are increasingly concerned about the scale of development and preserving environment quality," said Benson, "and recently we have found ourselves helping to write environmental regulations addressing ocean-front development intensities, development in areas with mangroves, and strategies to improve water quality and control runoff. The days of unrestricted development in Mexico are over."



## Marsh/HNTB

Continued from page 43

acre softball and soccer complex. Construction on the golf course and residential infrastructure will begin this summer, with the course scheduled to open in 1999.

Active on the pro circuit since 1969 and winner of 60 international tournaments, Marsh started Australia-based Graham Marsh Golf Design 10 years ago. The group has been responsible for more than 25 courses in Australia, New Zealand, Japan, Malaysia, Indonesia and the Philippines.

HNTB is an 80-year old planning, architecture and engineering firm headquartered here, with more than 2,000 employees in 60 offices nationwide. HNTB has planned and designed new and renovated golf courses and resorts throughout the United States and Japan.

Marsh said he chose to associate with HNTB not only for its extensive resources and golf course experience, but for its recognized planning abilities.

"A well designed golf course is just one element in today's development schemes," Marsh explained. "Through their experience in golf course design and planning residential communities and resorts throughout the U.S., HNTB has the savvy to maximize prime residential lots and designate commercial components that create the right synergy to assure long-term financial success of any development."

"Their in-house capabilities—including clubhouse architecture, civil engineering, environmental planning and landscape architecture—mean that we can provide turnkey design."

HNTB Vice President and Director of Golf Course Architecture Chris Dimond added, "As a member of the Senior PGA Tour for the past three years, and an international competitor for more than 26 years, Graham sees the best of the best. His experience as player and designer will help attract players and assure ongoing revenues for course operators."

Graham Marsh Golf Design/HNTB will make use of sophisticated computer technology—to assist in document preparation, to control earthworks costs, to enable Marsh to review designs from remote locations while on tour and to produce "fly-throughs" of designed golf holes for owners to use as marketing tools.

"We've been using 3D imaging and animations for several years to help fine tune the design of each hole so that the real-life experience matches golfers' expectations," said Dimond. "It also serves as an excellent tool to reduce construction costs, help in the environmental approval process and assist the contractor in the field."

## First of five Palm-Aire renovations complete

POMPANO BEACH, Fla.— Palm-Aire Country Club, home of the Florida Open Golf Championship, has completed a massive greens/fairway/irrigation improvement project at its Palms course.

The project was supervised by International Golf Management, Inc. (IGM), a Lakeland-based firm which provides contractual golf course maintenance services at the five Palm-Aire courses.

All of Palm-Aire's golf courses are scheduled to be upgraded, starting with The Cypress, where work begins early in 1998. Palm-Aire Country Club is owned by Palm-Aire Development, a Philadelphia-based firm owned by developer Jeffrey Orleans.

Designed by the team of Karl Litten and Lorrie Viola, the \$800,000 Palms project provided for the redesign and rebuilding of the greens, bunkers, select tees and fair-

ways, in addition to major irrigation and drainage improvements. The project, which began in April, is the first significant facelift for the Robert von Hagge-designed course since it opened in 1959.

IGM equipped the Palms course with an OSMAC irrigation system by Toro, in addition to new irrigation around all greens. The project also provided for improvements to the fairways and tees, the installation of USGA-approved green mix, and the conversion of the putting surface on all greens from Bermuda 328 to Tifdwarf.



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## Classic Golf project to anchor Virginia senior community

FAIRFAX, Va. — Leonard deBoer, course architect and president of Classic Golf Group, Inc., has announced his firm has been hired by the Virginia Division of Pulte Home Corp. to design a "Classic Challenge" par-72 golf course as the centerpiece of Pulte's new Active Adult Community here, Cedar Crest.

Classic Golf Group specializes in the design of championship-caliber, economical golf courses

to suit the playing abilities of average golfers.

The 700-plus acre Cedar Crest site is located on gently rolling wooded terrain and drains into the historic Bull Run. From north to south, the property falls more than 100 feet, with a fast-moving creek running approximately one mile through the site. deBoer said the many natural rock outcroppings and water cascades will lend themselves to an outstanding layout.

## Witter to overhaul Mass. design

MAYNARD, Mass. — Maynard Country Club will continue further renovations to its nine-hole layout. Since August of 1996, various improvement projects have been underway on this semi-private tract. Witter Golf of Lockport, N.Y., has been hired to assist the club in carrying out its plans.

According to Scott Witter, "All

the renovations will follow the guidance of a Long Range Master Plan. The most significant change will be seen at the par-4 2nd hole."

Since the existing layout does not include a par-5, Witter will redesign the second hole into a sweeping 520-yard dogleg. Also to be included in the master plan is a continuation of their new multiple-tee program. Over a period of five years, all the original landing-strip tees will be replaced with three or four new tees per hole.

Other future components of the long-range plan include re-cutting the bunkers and evaluating strategic locations for new bunkers. In addition, Witter Golf will conduct a comprehensive study of the golf course trees. Rounding out the plan is the conversion of the fairway grasses from bluegrass and perennial ryegrass to bentgrass. Course superintendent Jim Whitley began the conversion last fall, with the application of growth regulators. Through an overseeding program, Whitley expects the total conversion to be complete within three to four years.

## All 27 at Dunegrass to open by Aug. 15

OLD ORCHARD BEACH, Maine — Dunegrass, a 27-hole golf and residential community here, will come on line in stages this year. The nine-hole former Old Orchard Beach Country Club has scheduled an April 15 grand reopening. This sporty layout will feature a new irrigation system, along with several new tees, new water hazard, and other changes.

The 18-hole course, the Dunegrass Golf Club, is a Dan Maples design of championship length. A tentative opening has been set for August. Both courses will be open to the public and a limited number of memberships are also available.

Surrounding both courses is a residential development made up of 13 distinct neighborhoods. Houses are under construction in two of these neighborhoods and plans for further development will take effect as demand warrants.

### HEARN MOVES OFFICE

EAST LANSING, Mich. — Ray Hearn Golf Designs, Inc. has moved its offices. The architect can now be reached at 271 Woodland Pass, Suite 200, East Lansing, MI 48823. Hearn can be reached by phone at 517-333-4336; by fax at 517-333-4464.

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## Wetland rulings

Continued from page 1

rule," which was adopted in 1993 to prevent developers from digging ditches and draining wetlands. Harris said the Corps of Engineers and EPA had exceeded their authority in adopting regulations that he said far exceeded the original intent of Congress. He declared that Congressional action — not unilateral bureaucratic rulings — needs to be taken to correct anything the

agencies feel is imperfect.

Jon Canon, general counsel to the EPA, wrote a letter in mid-February to the Department of Justice, asking the solicitor general to request a stay on Harris' decision and asking that the government seek an appeal of that decision in appellate court.

Dismantling the Tulloch rule was hailed by developers including National Homebuilders Association Vice President Michael Luzier, who told the *Washington Post*: "We were not skirting the

law. It was the government that was violating the law."

Mike Kelly, vice president of Williamsburg (Va.) Environmental Group, Inc., which works on many golf projects, cautioned the golf industry about diving into drainage projects and losing ground it has gained in its continuous move toward environmental awareness. While the Tulloch rule involved a North Carolina businessman who wanted to drain wetlands for a golf resort, Kelly said golf developers

"have gone so far to prove they do things in an environmentally sensitive manner, that to go out and drain wetlands when it can be avoided is counterproductive."

Saying developers need to take their ultimate goal into consideration, he added: "You may have areas that are jurisdictional wetlands that are not attractive, in which case this might allow you to improve them, or beautify them, whereas before you could not touch them. The golf industry was able to work with the envi-

ronmental issues and wetlands. It still needs to incorporate prudent planning out front. In a nutshell it needs to be aware of it but responsible at the same time."

While the judge's ruling may open the way for some projects to go forward more easily, developers are fearful the NWP modifications could extensively deter and delay developments. Dr. Stuart Cohen, president of Environmental & Turf Services, Inc. in Wheaton, Md., predicted the NWP 26 change could affect 10 percent of golf projects. Kelly guessed at 15 to 20 percent.

Greg Peck, EPA's branch chief in the Wetlands Division for Wetlands and Aquatic Resources, disagreed, citing a figure of 8 percent or less.

"About 10 percent of the 35,000 activities we authorized in 1996 were occurring on over 3 acres, but 65 percent of the impacts were occurring in that 10 percent of activities," Peck said. "So, you can see, there was a compelling argument for us to continue to authorize projects but reduce the larger impacts. We can authorize 90 percent of activities but reduce impacts by 65 percent."

Peck also assuaged concerns that the Corps of Engineers would now evaluate the impacts of a project cumulatively, rather than separately — a change that could overshadow all others.

In the past, a developer could obtain road and utility crossings in different NWPs. For instance, NWP 14 would allow a certain acreage for cart crossings and that land would not be included in the NWP 26 calculation.

Kelly said a change to this regulation could have "a significant impact," pushing a project "over the 3-acre threshold pretty quickly." Peck said developers will still be allowed to "stack" NWPs — they just have to notify the Corps beforehand.

Anticipated long delays in permitting is another fear of developers that Peck tried to squelch.

"I think we've made a lot of progress reducing permit time," he said. "Our estimate is there will be 500 new permit applications because of these changes. That's divided by 40 districts nationwide."

He said the dismantling of NWP 26 will not have a major impact because there are 39 other NWPs, and "many of the activities allowed under 26 are authorized under those other permits NWPs, or by regional permits."

While NWP 26 expires in two years, EPA intends to implement a new system before then.

The agency expects a proposal in the Federal Register for public review and comment within 12 months, and have the program operative within 18 months.

"We can actually continue to reduce the regulatory burden of this program but provide for appropriate environmental protection — if we focus these NWPs correctly," Peck said.

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GOLF COURSE NEWS



## BRIEFS



### NICKLAUS, DME TEAM UP

ORLANDO, Fla. — An agreement has been reached whereby the DME Rangefinder is now the official electronic distance-measuring device of Golden Bear Golf, Inc., which includes Nicklaus Design, Paragon Construction, Golden Bear Golf Centers, Nicklaus-Flick Golf Schools and the Golden Bear Tour. As part of the relationship, Golden Bear and its affiliates intend to utilize DME products at Golden Bear Golf Clubs, Nicklaus Design and Paragon Construction golf course sites under development.

### CUTLER NAMED OAK RIDGE DIRECTOR

OAK RIDGE, Tenn. — Billy Casper Golf Management, Inc. (BCGM) named PGA Professional Michael K. Cutler to the position of director of



Michael Cutler

golf here at the Centennial Golf Course of Tennessee, scheduled to open in early spring. Cutler will direct all on-site activities to comprehensive marketing and daily operations programs for the upscale, daily-fee facility. He joins the Centennial from Caves Valley Golf Club in Owings Mills, Md.

### RDC ACQUIRES N.J. CLUB

LAKEWOOD, N.J. — RDC Golf Management has acquired Woodlake Country Club here. Woodlake is a semiprivate club founded by John D. Rockefeller and designed by Larry Packard. RDC plans improvements to the course and clubhouse, and will include Woodlake in a centralized reservation system and dual-membership program with Jumping Brook Country Club, another RDC course located nearby.

### TAFT TO HEAD WESTERN GOLF LINKS

TUCSON, Ariz. — Lindsey Taft has been named director of golf for Heritage Highlands Golf and Country Club, which is part of the active adult community Heritage Highlands here. Prior to joining Heritage Highlands, Taft was head golf professional at The Golf Club at Eagle Mountain in Fountain Hills, Ariz.



Lindsey Taft

# Mixing public, private players a profitable cocktail

By J. BARRY MOTHES

CHELTENHAM, Pa. — Can longtime members of a private club suddenly mix happily on the course and in the clubhouse grill with the public? Will it create a profitable, thriving club?

Absolutely, according to Matrix Hospitality Vice President Martin Dickey.

In fact, the reworking of formerly exclusive, private golf clubs to allow daily-fee golf and public dining, social events and entertainment is exactly what Matrix is doing at Ashbourne Country Club, a 1920s-era private club in the Philadelphia suburbs that faced mounting debt and declining membership.

Under an innovative leasing arrangement, Matrix will maintain certain rights and privileges for existing members while improving the club's financial picture by opening it to the public.

Dickey said clubs like revamped Ashbourne, where existing private members and the public are integrated in a blended golf and social expe-



Commonwealth National Golf Club in Horsham, Pa., a Matrix facility.

rience, could be one of the more successful new niches in golf.

"We think there's lots of potential for growth there," said Dickey, who joined Matrix in 1993 as general manager at Forsgate Country Club in Jamesburg, N.J., a private 36-hole country club with 800 members that was Matrix's first golf property.

Dickey currently has direct reporting responsibilities on operations at Matrix's three golf properties.

Matrix is undertaking substantial capital improvements at Ashbourne, including a completely renovated clubhouse and ballroom and renovated locker rooms and card rooms.

Members at the new Ashbourne will still have private locker rooms, dining areas and other social components that will be off limits to the public-access customer.

But there will also be renovated areas open to members and the public, including plans for nightly entertainment four times a week.

Continued on page 54

## Brassie, Divot Golf join forces to build World Golf Village

TAMPA, Fla. — Brassie Golf Corp. has entered a definitive agreement with Tampa, Fla.-based Divot Golf Corp. whereby the two companies will join either through merger or asset acquisition.

The nature of the transaction will depend upon the treatment of certain accounting policies under each option, which both companies are analyzing.

Divot Golf is a private company, with exclusive development rights to and license agreements for the World Golf Village project in Florida. Under the agreement, the companies will be renamed Divot Golf Corp. and continue to principally design, develop, own and manage golf course and resort properties.

Through Divot, Brassie gains major interests in the World Golf Village resort, a 6,300-acre, multi-billion-dollar resort being developed at St. Augustine. In addition, Divot will expand operations to include joint venture developments with established developers and operators in select properties within World Golf Village.

Upon completion, World Golf Village will be home to the World Golf Hall of Fame Museum & IMAX Theater, World Golf Hotel, Convention Center & World Golf Village Spa, PGA Tour Productions, PGA Tour Golf Academy, three 18-hole TPC courses and many other amenities.

"This agreement with Divot marks the beginning of the true turnaround for our company," said Bill Horne, president and CEO of Brassie.



Kimberling (Mo.) Golf Course is a nine-hole course recently purchased by Vince Alfonso.

### PERSONNEL CORNER

## Operators need to learn to have fun

By VINCE ALFONSO

Some of us owners and managers are a bunch of stuffed shirts. Too often, we just sit on our logs like Winnie the Pooh and bounce the pointer finger of our writing hand off our temple, while we say out loud, "Think, think, think."

Well! We are the owners and managers, aren't we? Therefore, we must keep up the appropriate image, shouldn't we? No funny stuff for us. We must remain contemplative and exude self-control at all times in order to gain and maintain the respect of our staff.

Forgive me for being so short here, but that's a bunch of baloney! Even Jesus, who was on the most serious mission of all time, played with the kids whenever they wanted to play. It was the apostles who said, "Not now, kids, Jesus is busy," not Jesus.

As important as our businesses are, they should not be so important that we never take time to have fun at our workplace. It has been said that laughter is internal jogging, and that jogging is good for us. There are even books on how to get well and stay well by laughing. So

Continued on page 55



## Matrix

Continued from page 53

Matrix Hospitality, with offices in Cranbury, N.J., and Williamsburg, Va., is an active player in the New Jersey/Philadelphia/Washington, D.C. market with a portfolio that includes private country clubs and daily-fee facilities. Matrix officials said they would like to expand their market north to

southern New England and south to the Carolinas. The company offers services to owners, developers and operators of public and private golf courses, resorts, hotels and conference centers.

Matrix Hospitality is an affiliate of Matrix Development Group, one of the East Coast's largest and most successful real-estate developers.

Golf is becoming an increasingly strong focus for Matrix Hospitality. The company offers concept development, market analysis, business planning, and the development and supervision of management and operations programs for marketing, agronomy, financial controls, human resources, the golf shop and food and beverage. Bob

Ribbans is director of golf course operations for Matrix and has been with the company for 10 years. Billy Ziobro is the company's director of golf.

Matrix entered the golf business in 1984 with the purchase of 36-hole Forsgate, which opened in 1931 but had sadly slid into disrepair. Within 10 years, Forsgate was

flourishing, hosting the Forsgate Pro-Am in 1993-95 and increasing revenues by 500 percent.

The third Matrix golf property is Commonwealth National Golf Club in Horsham, Pa., which it took over in 1992. Opened as a 36-hole facility in 1990, redesigned by Arnold Palmer, Commonwealth National is thriving as an 18-hole private course. Commonwealth National has shot up in Pennsylvania course rankings and received an Outstanding Land Development Award for environmentally-sensitive design.

Robert Twomey is the senior vice president in marketing and hospitality and is responsible for overseeing operations at Commonwealth National, Forsgate and Ashbourne. Twomey, Dickey and other leading Matrix executives bring strong credentials in food and beverage management.

"What helps differentiate us from so many of the other golf management companies is a more non-traditional approach with food and beverage," Dickey said. "We like to focus on creating food and beverage environments that provide what we call 'moments of truth,' where a member and a guest or a member and client can experience that level of service and experience that create lasting impressions, not only with a unique golf course but with the uniqueness of the food and beverage program."

Dickey, who helped create Matrix's own employee service-training program which they call "Memorable Service," cited personal touches like recognizing members or guests birthdays, remembering their favorite drinks, and knowing and using guests names as the kinds of things that can energize a clubhouse grill room or a pro shop, increase comfort, and increase profits.

"I believe for too long clubs have had wine lists, menus and entertainment that lull the membership to sleep, to the point where they say, 'that's about the best we can have at this club.' You should be able to have the same quality experience at a club that you do at a free-standing restaurant," Dickey said.

Contracts with two more golf properties were pending and should be official by April.

"By the end of 1997 we should have six (golf) clubs and from there we should add two or three clubs a year over the next three to four years," Dickey said.

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Golf Course Photo by John R. Johnson



## Alfonso column

Continued from page 53

don't tell me we're not supposed to have fun at work. Why even King David, of Old Testament fame, danced in his night shirt as the Ark of the Covenant was returned to its rightful place after he recaptured it from the Philistines. Sure, some thought he wasn't acting very kingly, but for me that Old Testament story represents a good example for us all. It shows us that even kings can let their hair down. And hey folks, we're not exactly kings.

Let me share with you some ways we have fun at work. First of all, we give everyone a ball mark repair tool and ball spot at the time of their greens fee purchase. But not just any old repair tool and ball spot, no siree! We tell our customers the ball mark repair tools are hand carved Brazilian Ebony and the ball spots are hand-hewn Ethiopian ivory (you carve ebony, you hew ivory, of course).

Lest our customers fear we endanger the rain forests or add to the endangered species list, we are quick to point out that Juan Valdez' cousins (who don't get to pick much coffee due to the extraordinary efficiency of Juan) stake out ebony trees and claim them for us — only if they fall of natural causes. We never chop down ebony trees. And as for ivory, well, we have people who track the elephants for years until they die of natural causes. Then, and only then, do we claim the ivory. If our customers buy in on all of this, we then try to sell them little velvet-lined, mirrored and lighted, hand-hewn Ethiopian Ivory Ball Display Boxes, suitable for office or home.

We give every customer one piece of the world's greatest hard candy. We explain that research has proven that if you suck on the candy while swinging, your slice will be minimized. If you eat the candy prior to swinging, nothing happens. Of course, if you hook the ball, don't suck on the candy. But somehow, when you suck on the candy while swinging, your lateral muscles loosen up and your wrists relax and work a little faster. We don't know why, we just know it works. Of course, they usually want to take more candy just in case it works. However, we promptly explain that only the first piece is free.

After that, candy prices go approximately upwards depending on the degree of improvement they experience.

And then, there's the Annual Columbus Day Horse Barn Sale. Few people know the true origin of Columbus Day sales. Of course, we do. When Columbus told his mom and dad he was sailing to the New World, Columbus' mother said, "Whena

you gonna geta alla you stuffa froma the barn?" When he explained the size of the Nina, the Pinta and the Santa Maria would not allow him to take all of his stuff with him to the new world, his mother said, "Thena you better coma anda sell it, becausea your father and I, we notta gonna keep ita forever!"

Thus was born the first Columbus Day Horse Barn Sale.

Naturally, we celebrate by decorating our shop with hay bales, bridles and saddles and other horse barn items to add an air of authenticity to our sale.

Now dig this! Saturday, Jan. 4, Mr. Stuffed Shirt Owner, (yours truly), got talked into playing two holes with his 15-year old shop helper, Simon. Yes, even I thought I was too busy to play, but alas, I gave in.

Guess what? First hole, par 3,135 yards, eight iron, one swing-  
IN THE HOLE ON THE FLY! It was my FIRST EVER hole-in-one!

Simon will never forget it, and I certainly will never forget it. Simon said to me the next day, "You know, Vince, if it wasn't for me, you would not have made your hole-in-one."

"You know what, Simon? You're right. Thanks."

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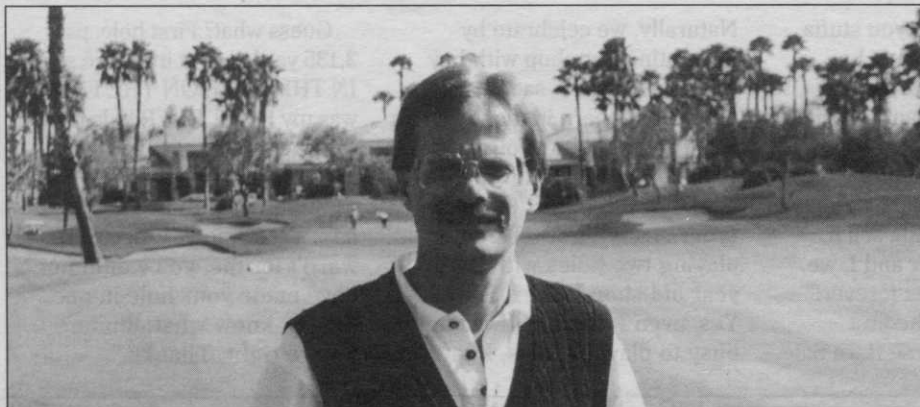
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Vince Alfonso Jr. is a 40-year golf industry veteran, president of Alfonso Creative Enterprises Inc., and owner of Kimberling Golf Course near Branson, Mo. You can reach him at 417-739-4370.



MOVIN' ON UP



KSL Director of Agronomy Eric Schmidt

## Head agronomist takes sales route to top

By PETER BLAIS

LA QUINTA, Calif. — Eric Schmidt came at his upper management position with KSL Fairways/KSL Recreation Corp. from a different direction.

Schmidt — who is director of agronomy for the KSL Fairways' 26 mid-priced public courses and head of golf operations purchasing for KSL Recreation's four luxury resort golf facilities — got his start in sales.

In the late 1970s, Schmidt received his bachelor's degree in agronomy and went to work selling for his father's seed distributorship, Indiana Seed Co. "I'm a lot like my Dad," Schmidt said. "We're both very outgoing and I just gravitated to marketing."

After several years in the family business, he moved to California and joined the turf and ornamental sales division of Foster Turf Sod Farms, a subsidiary of defunct Landmark Land Co.

About the time Landmark's financial woes hit the headlines, Schmidt was ready for a move. He wound up in Malaysia with a hydroseeding company. The firm's plans to become a major player in the Asia-Pacific hydroseeding market never materialized and six months later Schmidt returned to his previous job with Landmark, which was then in receivership with the Resolution Trust Corp.

KSL Recreation, which had acquired a dozen public courses from a management company called Fairways, then purchased several former Landmark properties, including Foster Turf, PGA West and LaQuinta Club & Resort. KSL spun off Foster Turf and offered Schmidt his current position.

"I've never been a superintendent at an individual golf course," he said. "But I have overseen the sale of massive amounts of bermudagrass and bentgrass sod."

That knowledge of turf, coupled with his experience in Corporate America, has helped Schmidt succeed in his new position. "Corporate golf," he said, "can provide certain things that equity [membership-owned] clubs can't. Some people want the prestige of an equity club and that might be the way for them to go. But it comes with a price — the insecurity of having 400 bosses who may all want different things."

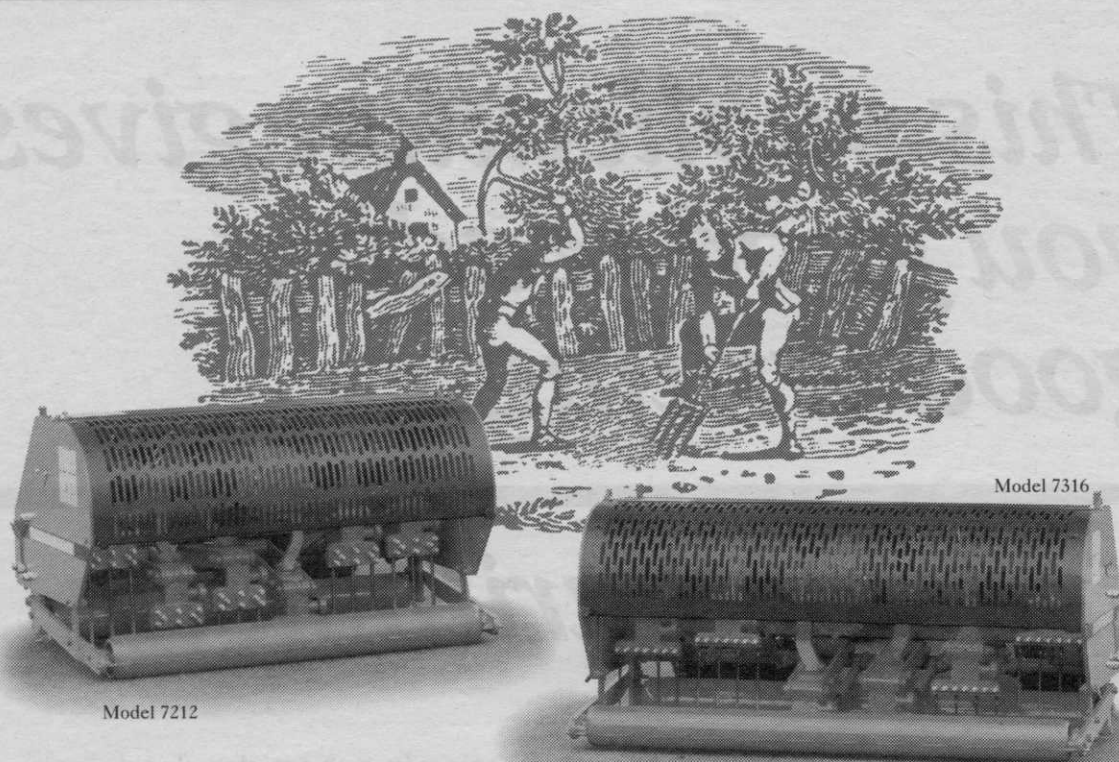
"In the corporate world, superintendents and upper-level managers have no more than five or six people looking over their shoulders. Management firms stress teamwork and won't tolerate rogue behavior. But you are rated objectively based on your performance. You won't be fired for crossing a member."

Which isn't to say that superintendents seeking advancement can be rude to customers. Quite the contrary. "We try to establish the KSL culture at all our properties," Schmidt said. "We want our superintendents to interact with our customers and encourage their staff to wave to or speak with patrons when the opportunity presents itself."

In his executive position, Schmidt acts as an intermediary between senior financial and marketing managers and the course superintendents and district superintendents overseeing KSL properties.

"Top executives usually don't have an agronomic background," he explained. "I'm the point person they depend on to translate the technical information into something they can understand."

"In the accounting world, answers are predictable. You add this to this and you always get that. But when you're working on a golf course, and unpredictable things



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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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Continued on next page



## CMAA elects new slate of officers

ORLANDO, Fla. — John A. Jordan), general manager of Cherokee Town and Country Club in Atlanta, was elected president of the Club Managers Association of America (CMAA) at its World Conference on Club Management held here.

Jordan has been serving as the general manager of the Cherokee Town and Country Club since 1967. Prior to this appointment, he was the country club manager of Cherokee.

He joined CMAA in 1965 and was first elected to the board of directors in 1990. During his tenure, Jordan has served on several national committees including the Budget and Finance, Executive, Strategic Planning, Bylaws, Club Management Institute, Chapter Services and

Conference committees.

Willmoore H. Kendall, general manager of Woodmont Country Club in Rockville, Md., was elected vice president of the CMAA.

Paul K. Skelton, vice president, Golf & Club Operations, Desert Troon Companies and Hassayampa Golf Club in Prescott, Ariz., was elected the

association's secretary-treasurer.

Also elected to the board were Dennis R. Ahearn, secretary-general manager of The Country Club of Orlando; Warren L. Arseneaux, general manager of the Poinsett Club in Greenville, S.C.; Henry Waddington, general manager of Piedmont Driving Club in Atlanta; and Gordon Foster Welch, general manager of the Oaks Country Club in Tulsa, Okla.

### EPA TO GET TOUGH ON UNDERGROUND STORAGE TANKS

WASHINGTON, D.C. — The federal Environmental Protection Agency (EPA) has planned an aggressive underground storage tank initiative.

This spring EPA will kick off a national effort to ensure operators of underground tanks are in full compliance with regulations which dic-

tate storage tanks must be upgraded, replaced or closed by December 1998.

EPA officials have indicated they have no intention of extending the December 1998 deadline. Accordingly, the agency will begin an outreach effort to encourage tank operators to take appropriate action.

## Schmidt

Continued from previous page

like weather and disease intervene, the results aren't always predictable. One of my main jobs is helping upper management understand that. Sometimes, it's like being a referee and mediating between the two. I'm an Agronomy 101 professor for one side and an Accounting 101 instructor to the other."

Probably because of his background in sales, Schmidt the KSL golf operations purchasing director sees his relationship with vendors as a partnership rather than a battleground.

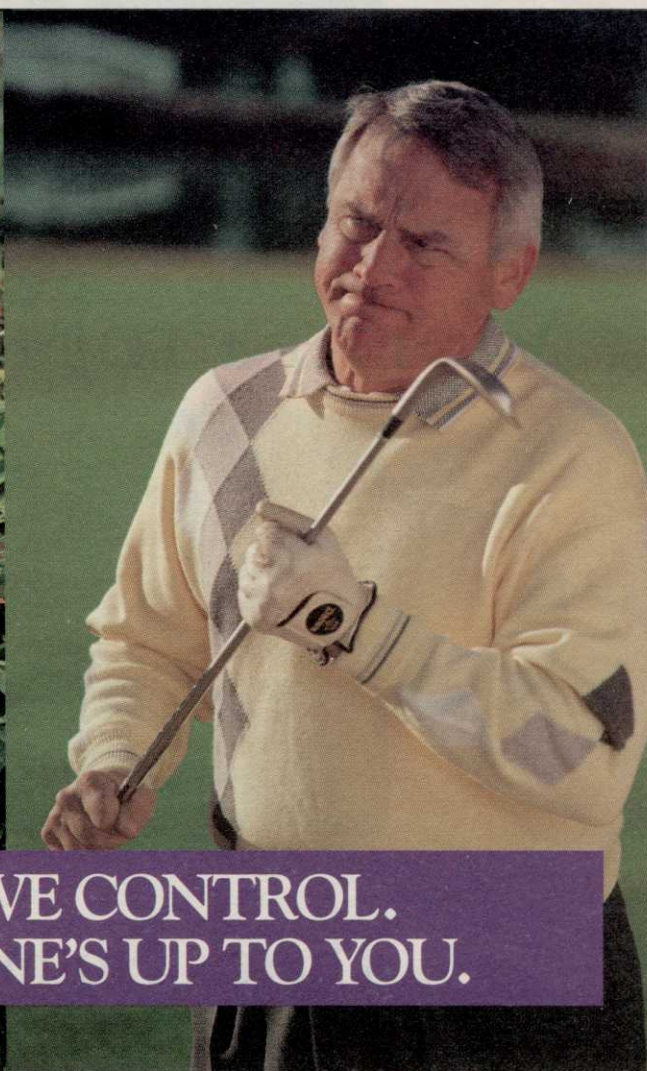
"Vendors can always ask me why I bought a particular product from another supplier and I'll give an honest answer," he said. "For example, a manufacturer may have an exceptional fertilizer product and price it high. But if there are fairly comparable products from other manufacturers at a lower price, then it's hard to justify spending the extra money."

"I come from a sales background and know there is nothing more frustrating than not getting a sale you were expecting. I'm always willing to work with vendors to show them how to modify sales so they can work."

Asked what he liked least and most about his job, Schmidt replied: "I do miss being outside. I get to each property two to three times a year. But you can usually find me in the office 10 hours a day."

"On the other hand, the main part of this job is being a problem solver. That's the best. I don't just show people how to solve agronomic problems, but how to solve administrative problems and go through the right channels to get what it is they are looking for. That's very rewarding."

GOLF COURSE NEWS



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## Palmer franchise

Continued from page 1

fee plus a percentage of course revenues, courses that pass a selective screening process can become part of a Palmer Management network that currently includes 20 courses nationwide.

Palmer will supply the franchisee with the Palmer name, proprietary operating systems, access to a national course sup-

plies purchasing program, design partner Design Forum's retail and marketing services, and Palmer's marketing, sales and design support.

The cornerstone of the franchise arrangement, Redling said, is a two-year customer service survey that resulted in The Arnold Palmer Golf Management System™ which includes detailed, proprietary models for

all key business segments, including course maintenance and agronomy, sales and marketing, merchandising, food and beverage, driving range, instruction, equipment services and training. All are aimed at providing a superior experience for golfers.

"Customer service has become somewhat of a platitude in the management business," Redling said. "The hardest thing

to do is exceed customer expectations in any business...We've created detailed management systems to provide affiliated courses. They aren't abstract, but very distinct and have resulted in manuals that show specifically how to deliver quality service to golf customers."

The franchise concept is commonplace in other industries, but new to the golf business, Redling

said. "There's a great deal of interest [among competitors] in what we're doing," the Palmer executive said.

KSL Fairways President Eric Affeldt, whose company manages roughly two dozen public courses nationwide, questioned the wisdom of standardizing every aspect of a golf course operation.

"I'm not sure all systems are transferable in golf," he explained. "We operate in micro markets. Customers look for different things in different places. You couldn't pick up everything we do at one of our Maryland properties and move it to Florida."

"There are some standardized back-of-the-house issues. But to put your name on so many different courses in different areas, and not manage them yourself, is pretty bold."

Affeldt also wondered how Palmer would follow up with its franchisees to make certain they adhered to the company's required quality level.

Redling acknowledged that golf "is not a cookie cutter industry" because no two golf courses are exactly alike. But making customer service the focus at each facility is something that can be consistent from course to course.

Palmer's comprehensive screening process will help insure that only course operators willing to "raise the customer-service bar" and adhere to the company's strict measurement standards will be granted franchises, Redling said. Courses and facilities that are in need of upgrades will have to agree to make those changes before becoming part of the Palmer operation. In addition to frequent meetings with Palmer staff, customer surveys and mystery guest visits (similar to shopping services conducted in retail stores) will be conducted to check if customers are being treated as promised.

"If the course owner is unwilling to make the changes or adhere to the program, we'll move on," Redling said. "There will be a standard franchise agreement that both sides must meet."

Redling said Arnold Palmer "is the name most golfers can relate to...We have the brand name and the other Palmer companies to back it up — our equipment, apparel, course design, Design Forum and other Palmer companies."

Rich Katz, vice president of marketing with Billy Casper Golf Management, noted his company has worked hard to develop a consistent quality and superior customer service.

"Billy Casper himself has a wonderful reputation," Katz said. "But this business is a matter of rolling up your sleeves and going to work. The name helps. But the name players aren't your meeters and greeters. That is done in the trenches by the people you've trained."

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## BRIEFS



## FRANCIS &amp; FRANCIS NOW IN 972

DALLAS, Texas — Francis & Francis Golf Course Fumigation has a new 972 area code. This company, which is licensed in a number of states, has been caught up in the new area code shuffle here, creating a hardship for businesses such as Francis & Francis which serve a wide area of the country. For more information, contact Fern Francis at 972-317-5917 or, by fax, at 972-317-0973.

## HUTTON LEAVES SCOTTS FOR LESCO

CLEVELAND — Chuck Hutton has been named director of national accounts at Lesco, Inc. Hutton most recently worked in national account sales for The Scotts Co. Maintaining an office in St. Louis, Hutton will be responsible for sales and service to golf national accounts, architects, builders and new golf course construction nationwide.



Chuck Hutton

## MEDALIST HIRES WEIGAND

POST FALLS, Idaho — Medalist America has appointed Richard Weigand to the position of turf specialist. Weigand will conduct sales with architects and distributors in Michigan, Ohio, Pennsylvania and West Virginia. Weigand had worked for United Horticultural Supply in Findlay, Ohio. His golf experience started with Firestone Country Club as a construction foreman.



Richard Weigand

## TEGETHOFF JOINS TURFLINE

ST. CHARLES, Mo. — Bob Tegethoff, veteran of 25 years in the turf industry, has joined the staff at Turflite, Inc., manufacturer of the True Surface Vibratory Greens Rolling System. Tegethoff becomes sales manager and will assist the company in sales, marketing and product development. He joins Rick Kelley, who was named Turflite's director of marketing sales. Tegethoff will be responsible for lead generation and sales in central and western United States. For more information call 1-800-443-8506.

GOLF COURSE NEWS



## NEW PRODUCT OF THE MONTH

## Heritage introduced in Las Vegas

By MARK LESLIE

LAS VEGAS — The federal Environmental Protection Agency (EPA) has expedited registration of the first fungicide ever approved in its "reduced-risk pesticide" category — the broad-spectrum *azoxystrobin*, which represents a new and different class of chemistry.

"We are extremely excited," said Keelan Pulliam, business director of Zeneca Professional Products which, he said, mandated for *azoxystrobin* "the most extensive research in turf, ever — both by universities and companies."

"We are committed, with research and development, to support this market [turfgrass]," Zeneca President Robert Woods said at a press conference at the International Golf Course Conference and Show here announcing the new product, which is being marketed as Heritage. "It has significant importance to Zeneca as we move forward." Scotts and Zeneca will distribute Heritage.

Developed from natural compounds found in certain species of wood-decaying mushrooms, it has activity against

Continued on page 60

## Zeneca's distribution plans spread wealth

By HAL PHILLIPS

LAS VEGAS — No less interesting than Zeneca's introduction of Heritage was the fungicide's unique distribution arrangement.

The highly touted product will be distributed on a national basis by four major golf-industry companies: The Scotts Co., United Horticultural Supply (UHS), Lesco and Terra. Several smaller houses will carry Heritage on a limited, regional basis, such as Wilbur-Ellis California and Estes in Texas.

Only Scotts and UHS, however, have unilateral distribution rights in all of the Lower 48 states. Terra and Lesco have distribution rights only in areas covered by existing houses or trucking routes.

Further, as part of the deal, all

Continued on page 41



Dan Teich

## Teich takes the reins at Ransomes

LINCOLN, Neb. — Dan Teich has been named president of Ransomes America Corp., the North American subsidiary of Ransomes plc of Ipswich, England.

Teich will be responsible for the management of all operations at Ransomes America Corp.'s manufacturing facilities here in Lincoln, Neb.; Johnson Creek, Wis.; and Edgewater, Fla.

Before joining Ransomes, Teich was president of Monarch Marking Systems, a subsidiary of Pitney Bowes, a leading global manufacturer of electronic bar code systems. Prior to that, he spent six years as a general manager of Nashua Label Products, one of the largest pressure-sensitive label manufacturers in the U.S.

Teich's background also includes seven years at General Electric, where he led marketing and business development in the Lighting Business Group and served as general manager of General Electric Ceramics, Inc.

...

In other Ransomes news, the firm has named Larry Jones territory manager for the Turf Products and Professional Lawn Care Divisions.

As territory manager, Jones is in charge of sales and dealer relations activities throughout several Northeast

Continued on page 64

## Bayer Corp. places turf under newly realigned, renamed business unit

KANSAS CITY, Mo. — Bayer Corp.'s specialty business has a new identity and focus for 1997. Bayer Specialty Products has changed its name to Bayer Garden & Professional Care and is acting as a separate worldwide business unit.

Bayer's Garden & Professional Care business consists of professional pest control, lawn care, arbor and golf course markets and the formulator market. Instead of doing business in these markets on a country-by-country basis, Bayer will now coordinate its efforts internationally.

"Bayer Corp. has a presence in more than 140 countries around the world," said Trevor Thorley, director of Garden & Professional Care. "Now that Garden & Professional Care is a worldwide group, any and all of Bayer's international resources will be used to improve our work

Continued on page 61



## BOUQUETS FOR RAIN BIRD IN PASADENA

Asuza, Calif.-based Rain Bird, Inc. recently won the Director's Trophy — honoring outstanding artistic merit in design and floral presentation — at the 1997 Tournament of Roses Parade. The 110-foot long Rain Bird float, entitled "Water — The Gift of Life," depicted the Nile River and the people of ancient Egypt. More than 1,200 gallons of water were pumped through the float's waterfalls and canals. For a more golf-centric update on Rain Bird's activities, see page 65.



## EPA gives Eagle stamp of approval on turfgrass

WASHINGTON, D.C. — Rohm and Haas Co., the Philadelphia-based specialty chemicals manufacturer, has received Environmental Protection Agency registration allowing application of the firm's new Eagle fungicide to turf.

A systemic product designed for use as a protectant fungicide while provid-



ing post-infection activity, Eagle is formulated to offer a wide spectrum of disease control coupled with excellent safety to all types of turfgrasses.

Recommendations call for applications of Eagle to be made in a regularly scheduled spray program at a rate of 3 ounces per 5,000 square feet every 14 days.

## Curl joins board of directors for RohMid

PARSIPPANY, N.J. — RohMid L.L.C., a joint venture of Rohm and Haas Co. of Philadelphia and American Cyanamid Co. based here, has named Gary D. Curl to its board of directors. Curl is business manager for Cyanamid's Turf and Ornamental Products Group.

RohMid was formed in 1995 in order to develop, register and commercialize MACH2 turf insecticide. The new product, expected to be approved by the EPA early in 1997, controls grubs, cutworms and other soil-borne pests in turf.

The board consists of two members each from Rohm and Haas and American Cyanamid. Current board members include Janet Giesselman, turf & ornamentals products manager at Rohm and Haas and chair of the RohMid board; Don Loughner, product development manager-turf & ornamentals at Rohm and Haas; Rick Chamblee, associate director, North American product development at American Cyanamid; and Curl, who joined the company as senior market manager, Professional Turf, Ornamental and Pest Control Products.

## Some Of The Greatest Holes In Golf Are Never Seen

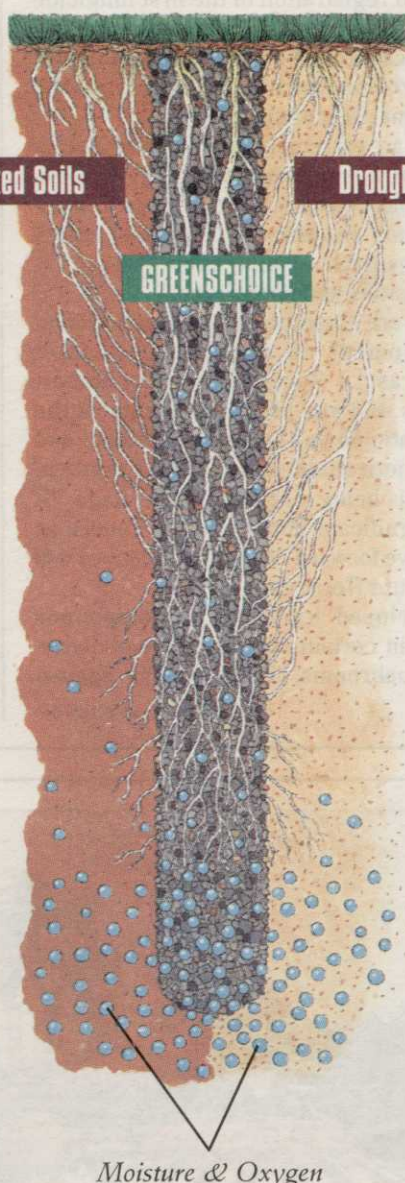
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## ZENECA LAUNCHES TRAINING PROGRAM

LAS VEGAS — Zeneca Professional Products of Wilmington, Del., is undertaking a Masters University Training Program intended to train superintendents and distributors on applying pesticides. "It will be a large-scale educational program ... like a certification training," said Tony Rademaker, Zeneca's turf product manager. The program, he said, will start with a mailing of educational brochures and a test. When the superintendent returns the test, Masters University personnel follow up with one- to two-hour training sessions.

## Heritage debuts

Continued from page 59

plant pathogens from all four major fungal groups, according to research.

Steve Gipson, superintendent at Fairlawn Country Club in Cleveland, said at the conference that using the product "can break the pattern of using sterile inhibitors after sterile inhibitors. It gives us an opportunity to break that cycle. Sterile inhibitors aren't bad, but this will extend the life of sterile inhibitors."

"It is the only fungicide to control both brown patch and *pythium*," said Dr. Bruce Clark of Rutgers University, one of several researchers who studied *azoxystrobin*. "It provides up to 28 days of control."

Dr. Joseph Vargas of Michigan State University also touted its replacement of mercury-based products and "excellent control of snow mold."

Clark pointed to Heritage's low .2- to .4-ounce usage rate and "low-risk environmental profile." Indeed, when mixed at four and eight times the mix rate, it reportedly did not harm turf.

Superintendent Mike McNulty of Philadelphia Country Club, one of more than 170 superintendents to test the product, said: "The only thing it does not control is dollar spot, and there are many other products that do that."

It has proven effective against summer patch, takeall patch, anthracnose, pink and gray snow mold, red thread, fusarium patch and other fungi, according to Clark.

"It's wonderful to see a different mode of action come on the market," he said, adding that it is compatible when mixed with other products, such as those that fight dollar spot. "We looked at a dozen [products] and there is no sign of incompatibility. We also applied it at far higher rates on bentgrass and there were no detrimental effects."

"We see it as a foundation products. Others can be added to it," said Zeneca Technical Business Manager David Ross.



## E-Z-GO shakes up sales and marketing unit

AUGUSTA, Ga. — E-Z-GO Textron has announced several changes in its worldwide Sales and Marketing organization. David P. Rivers was named senior vice president-sales and marketing, with responsibility for all domestic and international sales as well as worldwide marketing. Rivers joined E-Z-GO in 1990 and became vice president-sales and marketing in 1992 and added international sales to his responsibilities in 1996.

At the same time, E-Z-GO named Mike Aponas, vice president-North American sales, responsible for fleet golf car distribution in North America and Canada; Jay Cudd, director of sales-East Region; Dick Rumbley, director of sales-West Region; Bill Thomas, and Dave Bushe director of distributor sales.

E-Z-GO also announced Hamp Manning as the new vice president-national accounts and marketing; Mike Nelms, director-national accounts and Paul Cory, manager-national accounts.

In the International Sales Department, David Davis was named director of international sales responsible for international sales activities outside North America.

Also Jeff Howell was named Augusta branch manager; Bill Tanner, Houston branch manager; and George Brophy, Michigan branch manager. Mike Stetz was named Northeast regional manager, specialty vehicles.

## Bayer realignment

Continued from page 59 in this market."

This international coordination of efforts in research and development enables Bayer to utilize its resources more effectively. Bayer's decision to develop the Garden & Professional Care business unit is due in large part to the recent success of Merit Insecticide and Premise Insecticide. Merit was introduced into the professional market in 1994 and Premise in early 1996. The new business unit will continue to provide support to these new products as well as future formulations and products.

To show this global commitment to the industry, Pest Control Market Manager Gregg Storey, Ph.D., and Research Product Manager, Mike Ruizzo, Ph.D., attended an international conference in Bangkok, Thailand. Storey and Ruizzo helped to educate and train other Bayer employees on the work they have done with Premise and termite control.



## ACQUISITIONS

## Midwest Rake buys distribution rights to Accuform Golf

TORONTO — Midwest Rake Co. has purchased the manufacturing and distributing rights of Accuform Golf Co.'s Turf Product Line. These products include the Sandtrap and Maintenance rakes.

"We have worked closely with Midwest Rake Co. for the past year and are very impressed with its attention to quality in both manufacturing and service," said Don McDougall, president of Toronto-based Accuform.

Accuform's claim to quality is evident by the

patented Accuform Sandtrap and Maintenance rakes reportedly being used by over 72 of the top 100 North American golf courses.

Midwest Rake has been a manufacturer and distributor of aluminum hand tools to the golf course superintendent for the past six years. Midwest manufactures more than 33 products for nine markets. Midwest Rake distribution has been established through distributors throughout the 10 countries it now services.

For further information, call 800-668-7873.

## Legacy lines up additional distribution

FRESNO, Calif. — Legacy Golf Irrigation has announced two new additions to its growing international network of regional distributors.

According to company Vice President David Truttman, Rochester Plumbing Supply Co., Inc., located in Rochester, N.Y., will serve as Legacy's exclusive distributor covering western New York State. Also, Distribution Y. Ferland, headquartered in Ville Vanier, Quebec, Canada, and with

operations in Montreal, has been appointed as exclusive Legacy distributor for all of Quebec province, as well as the Quebec River valley region in Ontario province.

With these two recent additions, Legacy Golf Irrigation now has a total of 68 regional distributors located throughout the United States, Canada and in Europe.

For more information, contact Jana Bollakis, marketing coordinator, at 209-275-0529.

## Century bolsters Mich., S.C. coverage

DETROIT — Century Rain Aid, one of the country's largest distributors of landscape irrigation equipment, has appointed Brian Birdwell of Clinton Township, Mich., to be outside sales representative for golf irrigation equipment and services.

Covering northern and eastern Michigan, Birdwell can be

reached at 810-588-2990.

Century Rain Aid has also appointed Howard D. Sharman of Easley, S.C., to be outside sales representative for golf irrigation equipment and services.

Century is the exclusive distributor of Legacy Golf irrigation systems for western North Carolina and much of South Carolina. Sharman can be reached at 704-398-7344.

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CIRCLE #148



## Factory stores

Continued from page 1

Jacobsen has not limited its direct-marketing approach to Dallas. According to Division President Phil Tralies, the firm operates similar ventures in Southern California, Atlanta and Charlotte, N.C., with satellite operations in Palm Springs and San Diego, Calif., and Myrtle Beach, S.C.

"It's not that we chose this route," Tralies explained, "but we're looking out for the customer. We've got to make sure we offer the high standards of sales and service associated with Jacobsen."

"In the Carolinas, for example, we researched a number of different alternatives but we weren't happy with the potential candidates, their knowledge of the market or their commitment to the customer. To be in the forefront, we had to put a branch in there."

Distribution of turf-related products has never been a model of market stability. Manufacturer relationships can affect product lines. Loyal superintendents move out of state and take their business with them. Margins ebb and flow as manufacturers tweak their own marketing approaches.

Yet the past few years have brought unprecedented upheaval, as large distribution houses have absorbed smaller ones and an increasing number of golf industry firms have taken a factory-direct sales approach.

Yet Tom Walker isn't worried. As owner of Outdoor Equipment, a large distributor operating from six locations in Missouri, Kansas and Illinois, Walker is confident that distributors will never outlive their utility.

"I think some manufacturers are trying to cut corners," Walker said, "but there are many functions a distributor can do that a manufacturer isn't so good at: service, interfacing a salesperson with the customer, personal product recommendation, delivery. That will never change. Why hasn't the automobile industry gone factory direct? Because they can't do it efficiently."

"With Toro in Texas, they saw the consumer was not getting what he wanted. So they've made a change."

Before last year's change, Goldthwaite's of Texas, Inc. had handled the Toro line for 68 years. William D. Read, chairman of the board at Goldthwaite's, has a different view of Toro's decision to go direct.

"It was the basic obsolescence of the inventory," Read explained. "Having to buy a year or more of inventory in advance, and then having to pay extreme interest rates imposed by the factory on that inventory, simply didn't make it profitable. It had been a good relationship for 60-odd years, but basically we could see that maintaining profitabil-

ity would be very difficult.

"Also, a big part of the decision was Toro's plan to pull all consumer parts away from distribution and go direct. The parts business was very profitable."

Goldthwaite's now carries the Howard Price rotary mower line, Turfco products and Legacy irrigation — but no bitterness, said Read: "All in all, it was a mutual agreement. They go their way and we go ours. Both sides parted amicably."

Walker noted that starting a

distribution center is no simple task. It requires a huge capital investment, "and those people are not falling off trees. That's what's happened in Dallas. They had to go in there and open a factory store."

Toro has made one thing very clear in Texas: The factory store situation is not permanent. As soon as a qualified local interest emerges, Toro will strongly consider selling its storefronts to a private concern, said Clark, who noted Toro's interim experience

has resulted in several positive developments.

"First, this allows Toro to understand and experience what it takes to organize and run a distribution operation," he said. "It also allows us to view this market up close. Each market is different, but it's very price-sensitive here. This market has, in the past, sold on price instead of added value and services."

"We want to go about things in a different way; be a resource for these customers instead of mere

order-takers."

In Texas, Toro has indeed shaken things up. There are no salespeople at Professional Turf Products, only account executives who concentrate on communication, networking and sales. Field reps have been replaced by "equipment application representatives."

"We call them our EARS," Clark explained. "They're our ears to the customer. They're the experts on fine details and product specs."

Continued on next page

# Stick to News.

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## GOLF COURSE NEWS

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ON THIS!



#### ALL IN THE FAMILY

Robert Trent Jones Sr. (left) has teamed with elder son Bobby to form a new architectural entity, RTJ Golf Ventures. For story, see page 37.

#### COURSE MAINTENANCE

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Putting green research: Top 10 projects

### Image enhanced but golfers insist on 'green' look

BY PETER BLAIS

ORLANDO, Fla. — Most golfers see superintendents as trained professionals and the person most responsible for the course conditions — news course managers should find encouraging considering national efforts to elevate their image. Disturbingly, however, few golfers recognized the Golf Course Superintendents' Association of America (GCSAA). Also troubling was the unwillingness of most golfers to accept poorer playing conditions in exchange for reduced water use on their courses. According to a recent survey conducted by the National Golf Foundation, the results were as follows:

#### STUDY SHOWS:

Name designers pull higher dues and green fees

BY PETER BLAIS

HARRISBURG, Pa. — Private courses designed by signature architects command higher initiation fees. The results were as follows:



## Nedin garners Toro's Top Service award

PHOENIX, Ariz. — Toro's Top Service Achievement Award was presented to Jim Nedin of E.H. Griffith during its annual distributor convention here in December. The award criteria to reach this level is based on performance in customer satisfaction, reporting and working clearly with the manufacturer on continuous product quality improvements, and in product repair and training.

Nedin has been associated with the turf industry for 30 years. He's taught turf equipment seminars for 16 years. For the past 21 years he's been em-

ployed at E.H. Griffith, Inc., in Pittsburgh, Pa., as the service manager for Toro commercial turf equipment.

Nedin is currently serving his second term on Toro's Commercial Service Advisory Board. In 1987 he was the recipient of the prestigious "Mr. Service Award." In 1995 and 1996 he received Toro Top Service Achievement awards.



Jim Nedin

## Rain Bird hires Davidson, Seward

ASUZA, Calif. — Rain Bird's Golf Division, manufacturer of irrigation products for golf courses, has hired Dale Anne Davidson as a regional sales manager.

As regional sales manager, Davidson will develop sales of golf course irrigation products throughout an 11-state region in the North Central U.S. Her responsibilities include distributor

sales personnel development and product education of golf course architects, contractors, and irrigation consultants within the sales territory.

Rain Bird's Golf Division has also announced the hiring of Leslie J. Seward as area sales manager. In her new position, Seward is responsible for sales and distributor relations throughout the Southeast. Additionally, she periodically meets with golf course architects, contractors, and irrigation consultants to inform and educate them on the latest Rain Bird product developments.

In other Rain Bird news, the Golf Division has named Irrigation Supply Co., Inc. (ISCO) of Louisville, Ky., as the sole distributor of Rain Bird golf course irrigation products in Kentucky, southern Indiana and Tennessee. Founded in 1962 by Jim Kirchdorfer Sr., ISCO is the oldest irrigation supply company in Kentucky. Today, the distributor employs more than 55 people in ten locations throughout Kentucky, Indiana, Michigan, Ohio, Illinois and Missouri.



Kurt Templeton

### TEMPLETON JOINS NETAFIRM

FRESNO, Calif. — Netafirm Irrigation, Inc. has announced the appointment of Kurt Templeton as Northwestern sales manager, Landscape Division. Templeton will cover Northern California, Oregon, Washington, Utah and Idaho. Templeton joins Netafirm after a highly successful career with Makita Power Tools, where he specialized in dealer and distributor sales and support in the Western United States.

## Factory stores

Continued from previous page

They work with irrigation experts at the course, for example. They work with our account executives, who are financial experts. Then AEs come up with packages that tie it all together.

"We're trying to leverage our people and relationships to the one-stop shop... We're trying to build a system that's self-perpetuating. Today we're still in the infant stages; we've only been up and running for eight months. But it has been embraced here. The customers see we're trying to help them and be sensitive to their time."

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Gourmet News,

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### on course costs

BY MARK LESLIE

Worried the cost of golf is starting to drive people from the game, the incoming and outgoing presidents of the American Society of Golf Course Architects have presented arguments that would lead developers to make harsh choices about their projects.

Picking sides in a point-counterpoint atmosphere, Past President Jeff Brauer of Golfscapes in Houston and new President Denis Griffiths of Braselton, Ga., agreed construction costs have escalated too high but disagreed over the cure.

"Ten years ago there were few upscale daily-fee projects," Griffiths said. "Everyone today is doing

**SENSITIVE STROKES**  
Architect Ron Carl worked sensitively around wetlands at the newly opened Indian River Club. Located in Vero Beach, Fla., Indian River is only the third course in the world to be granted Audubon Signature status. The course also embodies the Environmental Principles for Golf Courses recently issued at the conference on Golf & The Environment (see page 16).

Griffith.

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page 30

page 46



## Hollrock secures Calif. distribution

HADLEY, Mass. — The Hollrock Co. has announced Slater Greenscape Supply Co. will spearhead its California sales effort. Slater's 50-plus years of experience in the wholesale distribution business will provide all golf courses and golf ranges in California a reliable source of supply of top-quality equipment. Slater is headed by President

Bob Skidmore. The field sales force is directed by Sales Manager Don Ernest. Paul Guy and Doug Martin comprise the outside sales team.

Skidmore noted that Hollrock Engineering is the first to offer lifetime, 3- and 5-year warranties on its range equipment products. For more information call 310-921-3133.

## SEARS THE NEW GM AT TURF SPECIALTY

LONDONDERRY, N.H. — Turf Specialty, Inc. has named Stephen Sears its new general manager. Prior to joining Turf Specialty, Sears was a senior marketing specialist for the Turf and Ornamental department at Ciba-Geigy. Sears has been associated with the agri-busi-

ness and green industries for more than 17 years. Turf Specialty Inc., a subsidiary of Eco Soil Systems, Inc., markets and distributes turf products to the lawncare, sports turf and golf industries. Turf Specialty Inc., is the exclusive northeast distributor for the Bio-jet, by Eco Soil Systems.

## Shanghai show organizer forms Chinese division

SHANGHAI — Golf Media Group (GMG), the Perth, Australia-based parent company of Golf World Exhibitions — organizer of the of the China International Golf Show — has formed a division dedicated to business opportunities on the Chinese mainland.

GMG's China Exhibitions Group will hold its first exposition, Australia into China, here in Shanghai this fall, directly following the third China International Golf Show. GMG Executive Director Stephen Allen said the new venture is designed exclusively for Australian companies doing business in Hong Kong and hoping to do more on the mainland.

"We believe this will herald a new beginning for businesses in Hong Kong and China," Allen said. "Already there are some 400 Australian companies based in Hong Kong, nearly all of which want to establish businesses on the mainland, if they haven't already done so."

For more information, contact Golf Media Group in Australia by phone at (61) 9-322-322; or by fax at (61) 9-321-6461.

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## Florida Coast to rep Polecat

PALM BEACH, Fla. — Polecat Industries has selected Florida Coast Equipment, Inc., in Boynton Beach to represent Polecat's product line of self-propelled aerial lifts in North Broward, Palm Beach and Martin counties.

Florida Coast Equipment offers local service, a "customer first" approach to its business and a wide array of equipment needs for the green industry and rental markets.

For more information, call Polecat at 305-254-8999.

## Ransomes

Continued from page 59

ern and Mid-Atlantic states: Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, eastern Pennsylvania, Rhode Island, Vermont and Virginia. He also handles sales responsibilities in Nova Scotia, Canada.

Jones has nearly 10 years of combined sales experience in the golf marketing and turf equipment industries. Prior to joining Ransomes, he was responsible for Ransomes sales for L.L. Johnson, a turf maintenance equipment dealer in Denver, Colo.



## Envirojet offers subsurface treatment

The new Envirojet 160 liquid injection system from Ransomes America Corp. is designed to deliver turfgrass pesticides, liquid organic fertilizers, wetting agents or polymers directly into the subsurface soil structure, at the root zone. Because products are distributed directly from the system's tank into the soil, it virtually eliminates waste, personnel contact, run off, UV degradation, and surface and airborne contamination.

Mounted on a Cushman Turf-Truckster heavy-duty work vehicle, the Envirojet 160 utilizes high-pressure pulses of water to create a small elongated hole on the turf surface. It then creates subsurface fracturing, the patented "jetation" sequencing process, of up to six inches in diameter. This pattern allows for nearly 100-percent distribution of chemicals and other products within the root and soil structure.

Appropriate for use on golf greens, tees and fairways, the

Envirojet 160 subsurface shattering process also helps reduce soil compaction, increase microbial activity and improve percolation. Its 160-gallon tank can also be filled and used for effective spot irrigation in places where a water source is not available.

For more information, contact Ransomes at 800-228-4444.

CIRCLE #305

## Long-time spike-maker unveils soft design

MacNeill Engineering, makers of Champ Tred-Lite soft golf spikes, has introduced two new models of its alternative soft golf spike.

The Champ Tred-Lite SP (for soft play) is designed to avoid clogging on wet courses, yet gives golfers the superior traction — and greens and clubhouses the superior protection — for which the Tred-Lite's cleat-like construction is famous. The second new Champ design, Tred-Lite XL (for X-tended life), provides golfers with a longer-wearing soft golf spike.

Champ Tred-Lite's original design (formerly Tred-Lite II) has also been renamed the Tred-Lite MT (for maximum traction) and is ideal for everyday spikeless play.

More than 25 top golf shoe brands worldwide have exclusively chosen Champ Tred-Lite as the brand of soft golf spikes they recommend and/or install in their shoes. MacNeill Engineering can be contacted at 1-800-OK-CHAMP or on the World Wide Web at [www.ChampSpikes.com](http://www.ChampSpikes.com)

CIRCLE #314

# Introducing The All-New Aristocrat Of Bunker Rakes

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## Green treatment tackles frost delays

The bottom line: More tee times mean more revenue. That's why owners, managers and superintendents should know about Frost-B-Gone, an environmentally sound new product designed to alleviate problems with frost on greens and tees.

When a superintendent knows frost is a possibility, he or she simply sprays Frost-B-Gone the night before, using existing spray equipment. In the morning, the course is ready for play — while competitors are waiting for the sun. The cost of a Frost-B-Gone treatment is \$925. However, if your course is handling 16 tee times per hour — on two tees — at a rate of \$300 per foursome, frost delays are far more expensive. Every hour counts. For more information or to request a no-obligation demonstration, contact Frost-B-Gone at 800-957-3755.

CIRCLE #306

## New Par Ex package

IMC Vigoro has announced a new easy-open fertilizer pinch bag for Par Ex products. The new fold-and-glue sealing system makes product opening easy with the simple pull of a built-in string and allows for neat, easy closure of partially-used bags.

The new system appears on a limited number of products and, following additional end-user comments, IMC Vigoro will incorporate the new bag design into additional SKUs.

For additional information call IMC Vigoro at 941-254-2567.

CIRCLE #307

GOLF COURSE NEWS

FIRST liquid-cooled Kawasaki gas engine 20 hp (15 kw)

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CIRCLE #151



## Rain Bird unveils new impact series

The new 70, 80E and 85E series of impact sprinklers from Rain Bird's Golf Division are designed for large-area watering. Depending on the nozzle type, the 70CWH and 70CSPH "full-circle" models can be adapted for a wide range of golf course irrigation settings. The 80E "full-circle" and 85E "part-circle" models are specially designed for operation in dirty water and windy conditions.

The full-circle, one-inch (25mm) 70 series features a modified three-washer bearing assembly. Large nozzles and

higher flow rates can be used to help ensure a large watering radius, such as on a driving range or wide fairway. A medium trajectory angle of 21 feet and non-clog straightening vanes in the body range tube help maximize distance of throw.

The 70CSPH has a rear spreader nozzle for consistent close-in watering. A plugged spreader nozzle on the 70CWH creates low precipitation rates, thus enhancing water conservation. For more information, contact Rain Bird Sales at 800-984-2255.

CIRCLE #308

## Tif 94 now available to sod & sprig producers

Tif 94 is a new cold-resistant, fine-textured and dense Bermudagrass cultivar derived from Midiron by using Cobalt 60 gamma radiation. It was superior to Midiron in turf quality when mowed at 12.5- or 25-mm height three times per week in replicated tests.

Tif 94 has shown high non-preference to mole crickets at Tifton, Ga., and better turf quality ratings and plant color than Tifway under fairway condi-

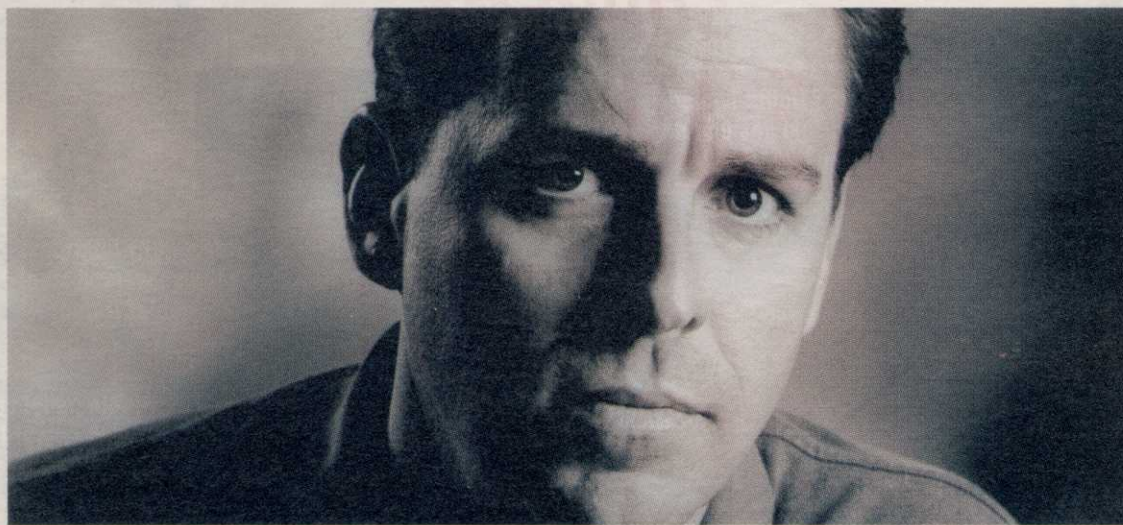
tions in Tennessee.

Tif 94 is suitable for fairway and tees, and it's a patented cultivar that is vegetatively propagated and produces no seed. Foundation planting material will be available, beginning in 1997, to licensed sod and sprig producers of Tif 94.

Contact Earl Elsner of the Georgia Seed Development Commission at 706-542-5640 for more information.

CIRCLE #309

# "It takes more than good products to get my job done right."



"I don't need someone who's going to sell me a product and walk away. What I need is someone with the energy, know-how and resources to actually help me get the most out of the products I buy. Someone that will work with me to figure out what needs to be done – and the best way to do it. For me, that's Terra. They've got the products I need, when I need them. Turf seed. Fertilizers. Pesticides. All of the major brands, including their own line of Terra Professional Products. And I can count on them for the kind of product information, agronomic advice and

technical support that I can really use. Terra makes my job easier – my life simpler. One call is all it takes. I know I'll have the product I want and the answer I need."



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## Toro unveils Contour Deck for Groundsmaster

The Toro Co. has introduced the patent-pending Contour 82 Deck for the Groundsmaster 3000 tractor. The new deck is designed to deliver superior quality-of-cut and solves specific problems such as scalping that face operators mowing contoured turf with existing rotary mowers.

Each of the four, independent, 22-inch-wide cutting chambers has its own hydraulic motor that allows the chamber to "float" over bumps and ground undulations up to 20 degrees relative to each adjacent chamber. This innovation enables the deck to mow without scalping, and allows operators to mow in multiple directions, reducing wear patterns and resulting turf damage.

Since the front mount allows direct visibility, operators also can more easily mow trim, surrounds and other areas ordinarily inaccessible to pull-behinds. The Contour 82 deck cuts from a height of 1- to 4-inches in 1/4-inch increments for fine-tuning to specific areas.

The deck offers rear discharge with semi-recycling capabilities, providing excellent clipping dispersal and improved after-cut appearance.

Customers can receive additional information on the new Contour 82 Deck from their local Toro distributor by calling 800/803-TORO (8676), ext. 116.

CIRCLE #310

## Milorganite, now in bulk

Milorganite organic fertilizer is now available in bulk bags, making fertilization of large turf areas, such as fairways and roughs, easier. The 1,000-pound mini-bulk bags are stacked and shrink-wrapped two per pallet. A 2,000-pound bag is also available. Both sizes are constructed of a durable woven polypropylene mesh and lined with polyethylene to protect the product from moisture.

The bottom of each bag is equipped with a flow-control spout to dispense Milorganite into a large-area spreader. Any unused portion remains in the bag and can be easily stored for later use.

The bags require a deposit, which is refunded when they are returned to the distributor. Milorganite's new Greens Grade, a smaller particle size of its organic fertilizer made especially for putting surfaces, is also available in the 1,000-pound mini-bulk bags.

For more information, contact your nearest Milorganite distributor or call Milorganite at 800-304-6204.

CIRCLE #311



## NEW PRODUCTS

### Scotts introduces Fertilizer + Dimension

Scotts has introduced Fertilizer + Dimension to prevent crabgrass and provide an extra measure of control when timing is a little off. Made with Scotts' patented Poly-S fertilizer technology, it provides long-lasting, controlled-release feeding.

Fertilizer + Dimension provides pre-emergent prevention of crabgrass as well as early postemergent control, offering a broader window of opportunity to prevent or control this and other annual grassy weeds. Fertilizer + Dimension is non-staining and can be used on shortcut bentgrass/*Poa annua* fairways. Fertilizer + Dimension is for use on all turf types, with some varietal exceptions. Scotts also has a toll-free number for orders and assistance: 1-800-543-0006.

CIRCLE #314

### Faster knockdown with Chipco 26GT

Turf managers can now take advantage of Chipco brand 26GT fungicide, an improved formulation of Chipco 26019 Flo, providing faster knockdown of brown patch and dollar spot and offering quicker turf recovery.

In the height of their disease season, superintendents often have a need for a contact material. In response to this need and after several years of research, Rhone-Poulenc has developed an improved formulation, Chipco 26GT. Chipco 26GT provides the same broad-spectrum disease control and the same long residual, but knocks down brown patch and dollar spot faster than Chipco 26019 Flo.

University trials with the new formulation show that Chipco 26GT knocks down brown patch and dollar spot up to 48 hours faster than the standard Chipco 26019 Flo. For more information, contact Kris Norwood at 919-870-5718.

CIRCLE #313

### Spill Deck offers hidden containment

The new Ultra-SpillDeck P2 features a hidden containment bladder which automatically unfurls to capture large spills or drum leaks (patent pending).

The bladder is housed in the "Bladder Attachment," which is connected to the SpillDeck P2 with a bulkhead fitting. With total capacity of 66 gallons, this product is reportedly the only low-profile, two-drum containment unit which meets EPA and Uniform Fire Code Spill Containment Regulations. Low, 5.75-inch deck height allows safe and convenient loading/unloading of drums, even when drum-handling equipment is not available. Applications for the all-polyethylene unit include hazardous waste collection, drum pump stations and storage of virgin chemicals.

For more information, call Ultra-Tech International at 800-353-1611.

CIRCLE #312

# Golf Course Classifieds

To reserve space in this section, call Diana Costello-Lee at 207/846-0600

## HELP WANTED

### GOLF COURSE CONSTRUCTION

Shapers/Supervisors needed. Experience with heavy earth moving equipment. Willing to travel (IL,IA,WI areas). Long term employment with benefits. **Fax resume: 309-833-4993.**

### SHAPERS WANTED

Golf Course Construction Shapers Needed. Must be willing to travel. **Fax resume and date available to 616-547-7009.**

### WANTED

Experienced shapers and supervisors for West Coast and Asian projects. Fax resume to **415-492-9856**, or call **415-492-9858**.

### GOLF COURSE CONSTRUCTION

Mid-America Golf & Landscape Inc. seeking experienced shapers, supervisors and construction superintendents to work in the midwest. Please forward resume to **Rick Boylan- America Golf & Landscape Inc. 620 SE 291 Hwy, Suite 104, Lee's Summit Missouri 64063.**

### FLORIDA TERRITORY REP

Territory Sales Reps needed for company selling the best water treatment systems for wash racks to Golf Course Superintendents. We have great sales support, including providing qualified sales leads, great references, car and travel allowances and we offer high commissions. We are looking for an experienced sales rep to handle the Florida market. Other markets are also open. Fax your resume to **EoZyme Environmental at 206-236-4890.**

### WADSWORTH GOLF CONSTRUCTION

Experienced grading and irrigation supervisors and shapers needed. Send resume to **200 Forest Lakes Bl., Oldsmar, FL 34677. Fax 813-854-2404.**

### SUPERINTENDENT/SHAPER

Golf Course contractor with operations nationwide seeking Shapers/Superintendents. Salary and benefits are competitive. Send resume to: **Ryan Incorporated Central, Attn: Karla Simpson, P.O. Box 206, Janesville, WI 53547. Or fax resume to 608-754-2293. Equal Opportunity Employer.**

### GOLF COURSE CONSTRUCTION

Equipment operators needed. Well est. company with long-term work load needs individuals with talent operating all types of const. equip. Please forward resume to: **Cypress Consulting LLC, 9 Union Sq., Suite 256, Southbury, CT. 06488. Fax: 203-262-8675.**

## SEEKING EMPLOYMENT

### PROJECT MANAGER/SUPERVISOR

Seeks position with developers, owners or contractors building new or renovating golf courses. In the field from planning through grow in. BS in agronomy/turf management, and club management. 1-941-924-8963.

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## CALENDAR

### March

- 6 — *USGA Green Section Regional Seminar in Dallas.* Contact 908-234-2300.
- 6-7 — *GCSAA Seminar on Plant Nutrition and Fertilizers in Farmington, Conn.\**
- 10 — *GCSAA Seminar on Maximizing Turfgrass Disease Control in Cleveland.\**
- 11 — *USGA Green Section Regional Seminar in Rochester, N.Y.* Contact 908-234-2300.
- 11 — *USGA Green Section Regional Seminar in Ladue, Mo.* Contact 908-234-2300.
- 11 — *GCSAA Seminar on Lake and Aquatic Plant Management in Minneapolis.\**
- 11 — *GCSAA Seminar on Irrigation System Scheduling, Repair and Management in York, Pa.\**
- 12 — *USGA Green Section Regional Seminar in Lawrence, Kan.* Contact 908-234-2300.
- 12 — *GCSAA Seminar on Turfgrass Stress Management in Minneapolis.\**
- 12-13 — *Reinders 13th Turf Conference in Waukesha, Wis.* Contact Ed Devinger at 414-786-3301.
- 13-14 — *GCSAA Seminar on The Assistant Superintendent: Managing People and Jobs in St. Louis.\**
- 18 — *USGA Green Section Regional Seminar in Hauppauge, N.Y.* Contact 908-234-2300.
- 18 — *GCSAA Seminar on Irrigation System Operation and Principles of Design in Washington, D.C.\**
- 18 — *GCSAA Seminar on Turfgrass Ecology in Syracuse, N.Y.\**
- 19 — *GCSAA Seminar on Irrigation Water Quality in Philadelphia.\**
- 20 — *USGA Green Section Regional Seminar in Lacey, Wash.* Contact 908-234-2300.
- 20 — *GCSAA Seminar on Drainage Systems in Phoenix.\**
- 20 — *GCSAA Seminar on Turfgrass Stress Management in Cincinnati.\**
- 20 — *USGA Green Section Regional Seminar in Baltimore.* Contact 908-234-2300.
- 25 — *USGA Green Section Regional Seminar in Lakewood, Colo.* Contact 908-234-2300.
- 25 — *USGA Green Section Regional Seminar in Kohler, Wis.* Contact 908-234-2300.
- 25 — *USGA Green Section Regional Seminar in Charlotte, N.C.* Contact 908-234-2300.
- 27 — *USGA Green Section Regional Seminar in Indianapolis.* Contact 908-234-2300.
- 31 — *USGA Green Section Regional Seminar in Industry, Calif.* Contact 908-234-2300.

### April

- 1 — *USGA Green Section Regional Seminar in Des Moines, Iowa.* Contact 908-234-2300.
- 1 — *USGA Green Section Regional Seminar in Las Vegas.* Contact 908-234-2300.
- 2 — *USGA Green Section Regional Seminar in Pleasanton, Calif.* Contact 908-234-2300.
- 3 — *USGA Green Section Regional Seminar in Phoenix, Ariz.* Contact 908-234-2300.
- 7 — *USGA Green Section Regional Seminar in Honolulu.* Contact 908-234-2300.
- 14 — *USGA Green Section Regional Seminar in Orlando, Fla.* Contact 908-234-2300.
- 17 — *USGA Green Section Regional Seminar in Orlando, Fla.* Contact 908-234-2300.
- 22 — *USGA Green Section Regional Seminar in Nashville, Tenn.* Contact 908-234-2300.
- 30 — *GCSAA Seminar on Turfgrass Ecology in San Diego.\**

### May

- 1 — *GCSAA Seminar on Turfgrass Stress Management in San Diego.\**
- 5-7 — *51st Annual Southeastern Turfgrass Conference in Tifton, Ga.* Contact Dr. Wayne Hanna at 912-386-3360.

### July

- 29 — *Midwest Regional Turf Field Day in West Lafayette, Ind.* Contact Midwest Regional Turf Foundation at 317-494-8039.

\* For more information contact the GCSAA Education Office at 800-472-7878.

## Leedom comment

Continued from page 10

company alternates play on its two courses between private members and public-fee golfers. New course development interest is also coming from resort operations that seek to offset the seasonality of such sports as skiing.

Among publicly-traded companies, NGP led in 1996 with a solid 38-percent gain in share price in addition to its 6-percent dividend yield. Golf Trust of America recently completed its own public stock offering and has become the second golf course real estate investment trust on the market. The company owns 10 courses scattered throughout the Southeast.

The recent hoopla in the golf real-estate sector has involved practice centers. The stunning success of Family Golf Centers [GCN September 1996], both business-wise and in the stock market led to the emergence of a host of competitors. Family Golf, the leader in golf practice center ownership with 33 facilities, has focused the attention of Wall Street into what has generally been an outer-fringe of the golf real estate market. The firm's refined strategy of bringing a consistent experience to the practice center business has made Family Golf the envy of the industry amidst the race to consolidate.

Several factors have given rise to the recent practice-center growth, such as the resurgence in the number of golfers to over 25 million as reported by the NGF; time constraints placed on many golfers; higher green fees; tighter golf course availability; and, most important, the growth potential of only 1,600 golf practice facilities compared to over 15,000 golf courses.

Another factor is access. Many observers feel the future of golf will rest on the ability of golf center operators to actually bring the game to the golfer. While business professionals do not have the time to play a round of golf during the week, a well situated golf practice center may entice a business golfer to spend an hour at the driving range. Look for operators to seek out these new locations in future practice center development.

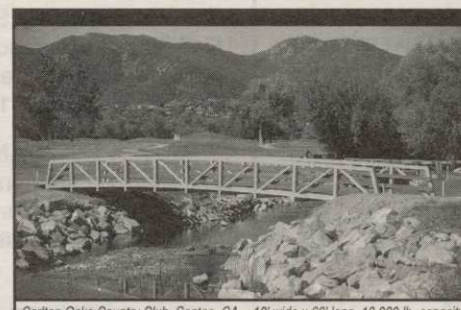
Among the three publicly-traded practice-center operators, two completed public offerings in 1996. Golden Bear Golf, Inc., which completed its public offering in August 1996, is clearly going head-to-head with Family Golf. Family Golf was originally a licensee of the Golden Bear trade name to establish familiarity for its 'Golden Bear' Golf Centers. However, Golden Bear Golf, Inc. legally took back its rights to the Golden Bear name in order to use it for its own practice-center acquisition strategy. Golden Bear owns 12 practice centers and plans to acquire an additional 10 in 1997.

Family Golf completed a large secondary financing in 1996 that will enable the company to rapidly accelerate its acquisition activities. The smallest member of the group, MetroGolf, completed its public offering in October 1996. MetroGolf owns five golf facilities and plans a more restrained acquisition strategy. Senior Tour Players Development entered this market with its purchase of the Las Vegas Golf Center in November 1996. The practice center segment should remain the most active part of the golf real estate market in 1997. Lower costs of entry and largely untapped potential will dramatically increased activity in the years ahead.

NGP's stellar share price performance has kept interest high on Wall Street as evidenced by the successful launch of Golf Trust of America. Growing corporate involvement in the race to consolidate courses and practice centers, coupled with this ready pool of eager capital, will result in dramatic growth in the golf real-estate market over the next several years.

# Golf Course Marketplace

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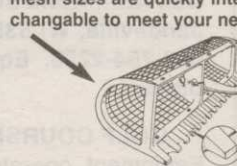
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# Golf Course Marketplace

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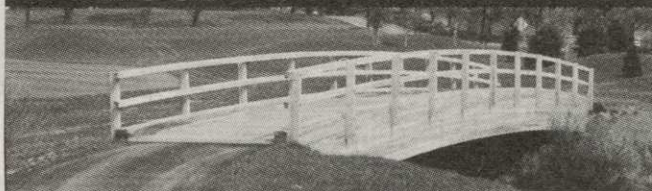
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By J. BARRY MOTHES

**G**RANVILLE, Ohio — Larry Bruce has been farming central Ohio land for more than 30 years and, with the 20th century creeping to a close, he decided there might be a better use for some of his acreage.

Like an increasing number of farmers across the country — particularly in the Midwest states of Ohio and Indiana and parts of New England — Bruce, 50, decided to build a golf course on land once used for farming, in his case dairy and grain. The result is The Links at Echo Springs, a moderately upscale, professionally designed 18-hole daily-fee layout within an hour's drive of Columbus. Nine holes opened last year and all 18 will be ready for play this spring.

Bruce's golf course is one of the more ambitious in a recent batch of golf courses springing up on farms. Many of these new courses are sited on family spreads that have been in operation for generations. But today, facing the tough economics of small- to mid-size farms, and younger generations less interested in pursuing farming careers than their parents and grandparents, those farms face uncertain futures. Golf courses have become a popular option — not only owing to the lure of profits but also because golf courses preserve the open space farmers have built deep bonds with through the years.

Several of the new golf courses popping up on farms are nine-hole "Mom-and-Pop" operations. Men and women who once worked 18 hour days tilling soil, planting and harvesting are now working 18 hours a day mowing fairways, selling green fees, serving drinks and sandwiches and watering greens.

After years in the feed and animal nutrition business, Barb and Mike Grinstead built their nine-hole Meadow Farms Golf Course outside Austin, Minn. It opened in 1995. The

## In the Heartland, family farms make way for golf

Growing trend makes for affordable, accessible courses



The Links at Echo Springs is a Barry Serafin design, laid out on a portion of the Bruce Family farm in Granville, Ohio.

sporty 2,150-yard layout winds across a farm they've owned since 1973. The Grinsteads have three employees at the course — themselves and their son. The Grinsteads are considering adding another, longer nine, maybe in 1998.

Robert Stoddard of North Haverhill, N.H., converted 60 acres of his 400-acre Blackmount Dairy Farm into a nine-hole golf course with an adjacent 200-acre driving range. Like the Grinsteads, Stoddard, a non-golfer, is thinking of adding another nine soon for a full 18-hole layout. Stoddard designed the golf course with help

from his nephew, a professional groundskeeper. He said some of his design inspiration came from watching golf on television.

Bruce's Links at Echo Springs, by comparison, sits on the high end of farms-turned-golf courses spectrum. The course was designed by Barry Serafin, an architect based in New Albany, Ohio. Serafin has had a firsthand view of this latest farmland-to-golf-course boomlet. He said 10 of his last 12 golf course design projects have been on farmland, from the nine-hole semi-private Bellefontaine Golf Club to the nine-hole public Kyber Run Golf

Course in Johnstown, Ohio. He's also in the midst of reviewing four potential new golf course projects — all on farms.

"Of course, we're in Ohio," said Serafin, "and once you expand out of the residential area you're into farmland. But there are a lot of golf courses going up on what used to be farms."

For some farmers, turning part or all of their farmland into a golf course can be a bittersweet transition.

"There's always some hesitation about whether they're doing the right thing," said Serafin, "but things change. If they sit down and look at a business plan, they see the potential for profit... You plant it once and mow it and maintain it. The numbers are what really speak to them."

Jim Shoemaker had farmed all his life in Zionsville, Ind., on land that had been in his family since the early 19th century. He had his vision for a golf course while recuperating in the hospital from a heart attack. Shoemaker, 75, and his brother, Bill, 71, teamed up to develop the nine-hole Hickory Bend Golf Course.

"It's been very hectic and it's quite a challenge," said Shoemaker.

The Shoemaker brothers were spurred to build a golf course partly because they didn't want to see high-priced real-estate development take over their community, which is in a town of about 5,300 people just outside Indianapolis.

"Housing is popping up everywhere around here," said Jim Shoemaker, who started playing golf at age 50. "We wanted to stay a green area and this is the only way we could accomplish it. We also got tired of chasing cows around."

Interestingly, the private 18-hole Wolf Run Golf Course sits right across the street from Hickory Bend, where greens fees are \$8 for nine holes and \$15 for 18 holes on weekdays. "We feel we're giving the average guy a place to play golf without robbing his pocketbook," said Jim Shoemaker.

Most of the farmers turned golf course owners and developers are relative newcomers to the game and the business. Bruce only took up the game eight years ago. Before the idea of a full 18-hole course took hold of his imagination, he had one green with four different tee areas on his farm. The new Links at Echo Springs covers about 220 acres, only half of which was farmable. Bruce and his family still own another 850 acres and farm grain. Now he's eager to get the new nine open this spring at Echo Springs, fulfilling a dream he's been carrying around for more than three years.

"The first thing I told my investors [partners Rock Van Wey and Melvin McInturf] was, we're going to find water and have double-row irrigation," said Bruce. "There's going to be no housing. And, we're going to have Echo Springs in the name because that was the name of the farm when I bought it in 1969."

"All my friends tell me I'm the luckiest guy, and I am. But it all happened in one damn day. I came home one day after talking with Rock and Melvin and told my wife, 'We're going to build a golf course.'"

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