

# GOLF COURSE NEWS

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Photo by Kevin Frisch

#### WEISKOPF SURVEYS HIS FIRST TRACK IN MICH.

"You are only limited by your imagination," said PGA Tour great and golf course architect Tom Weiskopf, center, shown looking over the site for his design at Shanty Creek Resort in Bellaire, Mich. Weiskopf is flanked by his shaper Bob McClure, left, and Don Richards of golf course builder H&D, Inc. It is Weiskopf's first design in the Wolverine State. See story, page 26.

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## Stormwater runoff battle rages on in Fla.

By J. BARRY MOTHE

SARASOTA, Fla. — A group of 27 Sarasota golf courses continues to battle the Sarasota County government over stormwater runoff assessment bills that have cost some courses as much as \$46,000 per year and in some cases seriously threatened their survival.

The courses, organized as the Suncoast Golf Course Association, say the rates are far too high and unfair when compared to lower rates assessed to other agricultural-related operations in the counties like farms, nurseries and pastures. The group has filed two lawsuits over the stormwater assessment issue which are still pending. One challenges the level of the assessment rate. The other seeks a re-

bate for what the golf courses contend is excess money they have paid in assessment rates for the past two years.

Stormwater runoff assessments became a hot issue for the Sarasota-area courses starting in 1995 when turf areas became subject to assessments. Prior to that, the courses paid assessments that related only to parking lots and other non-turf areas. The new rates, approved by the county's Board of

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#### TPC ON THE RISE



Photo by Stan Badz

The Tournament Players Club (TPC) at Scottsdale (Ariz.) above is among the growing stable of Tournament Players Club courses operated by the PGA Tour. See story on new TPC, pg.23

## Toro looks toward '99

By M. LEVANS

BLOOMINGTON, Minn. — The Toro Co. and Pinehurst Resort and Country Club, in cooperation with Pinehurst Championship Management, have inked a multi-year agreement that makes Toro the preferred golf course maintenance equipment and irrigation supplier for the Resorts for Pinehurst in North Carolina.

Under the new agreement, Toro will provide

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## Cart-path rule gets its day in court

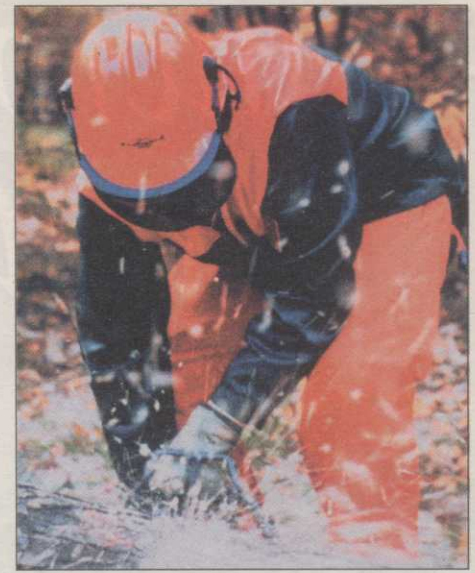
By BOB SPIWAK

An incident at Lassing Pointe Golf Course in northern Kentucky may have far reaching implications for the future of "The Cart-Path Rule" around the country. Involving a handicapped golfer, the situation was resolved in October after a year and a half of controversy.

Don Duckworth of Covington, Ky., had a heart attack in 1993. He was not expected to live. Two years later, he had open-heart surgery twice and survived. His doctor told him

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#### SAFETY BY DESIGN



## Safety programs too often overlooked in planning

By MARK LESLIE

NEW YORK — A backhoe cracks into a natural gas line and — boom — the town of North Blenheim virtually blows up. A piece of heavy equipment cuts an underground electrical main, shutting down New Jersey's Newark Airport for a day. In cases around the country, laborers are struck by heavy equipment, caught in trench cave-ins, bedridden by lyme disease contracted from a deer tick on a forested job site.

The "heavy-highway" industry, where these

Continued on page 32



Greg Jones, founder of the ADMG, takes one out of the sand.

## Mid-Atlantic dips into growing Va. market

COLLEGEVILLE, Pa. — Mid-Atlantic Equipment Corp., a full-service distributor of E-Z-GO and Yamaha golf cars, opened a new service facility in the Richmond, Va., area. The new location will provide golf car parts and service for Mid-Atlantic's growing base of customers in the area.

The 3,500-square-foot leased facility, located in nearby Ashland, Va., is staffed by four service technicians and a service manager. The new location will draw its

parts from Mid-Atlantic's \$1.5 million inventory of OEM and non-OEM parts at the company's central warehousing center in Collegeville, Pa.

According to Joseph Kelly, Jr., president of Mid-Atlantic, the company is adding the service location in response to several positive market trends. "The Richmond corridor is experiencing an upsurge in the development of new golf courses as the sport continues to increase in popularity," he said.

## Ransomes lands deal with Bougainvillea

An exclusive contract to supply Ransomes, Cushman and Ryan turf equipment to a new golf course development in southern China was won by Ransomes' appointed area distributor, Lindeteves-Jacoberg (China) Ltd.

The Bougainvillea Golf Club placed the order for grass and turf-care equipment worth £250,000 (HK\$3.2 million).

"Two years ago, with Ransomes' support, we set out to establish a western-

style dedicated service center on the Chinese mainland," said Stuart Hitchcock, senior Manager with Lindeteves-Jacoberg. "The facility, which includes a mobile service support team and parts delivery serviced to customers, had introduced a totally new level of product support and after-sales service to southern China, demonstrating our dedication and commitment to customer satisfaction."

### FROM THE COVER

## Toro, Pinehurst

Continued from page 1

maintenance and irrigation equipment for Pinehurst No. 2 during the 1999 U.S. Open as well as Pinehurst's seven other courses.

Deals of this exclusive nature are quickly becoming the norm for organizations that are managing five or more courses (see *GCN* Sept. '97). In the past few months, both Toro and Ransomes America Corp. have added substantial new agreements to their growing list of exclusive arrangements.

Toro recently cut a five-year deal with Whitbread/Marriott Hotels to be exclusive provider of turf equipment and maintenance for Whitbread's eight existing courses and two currently in development. Ransomes will be the exclusive manufacturer and maintainer for the eight courses under the watchful eye of Myrtle Beach National Co.

Toro already has agreements on the books with Canadian Pacific Hotel Group and Valderrama, the home of this year's Ryder Cup matches. For Ransomes, Myrtle Beach is its fifth contract.

According to Toro, the arrangement with Pinehurst is the result of a long history between the two companies as well as Smith Turf and Irrigation, the Toro distributor that has been handling the Pinehurst account.

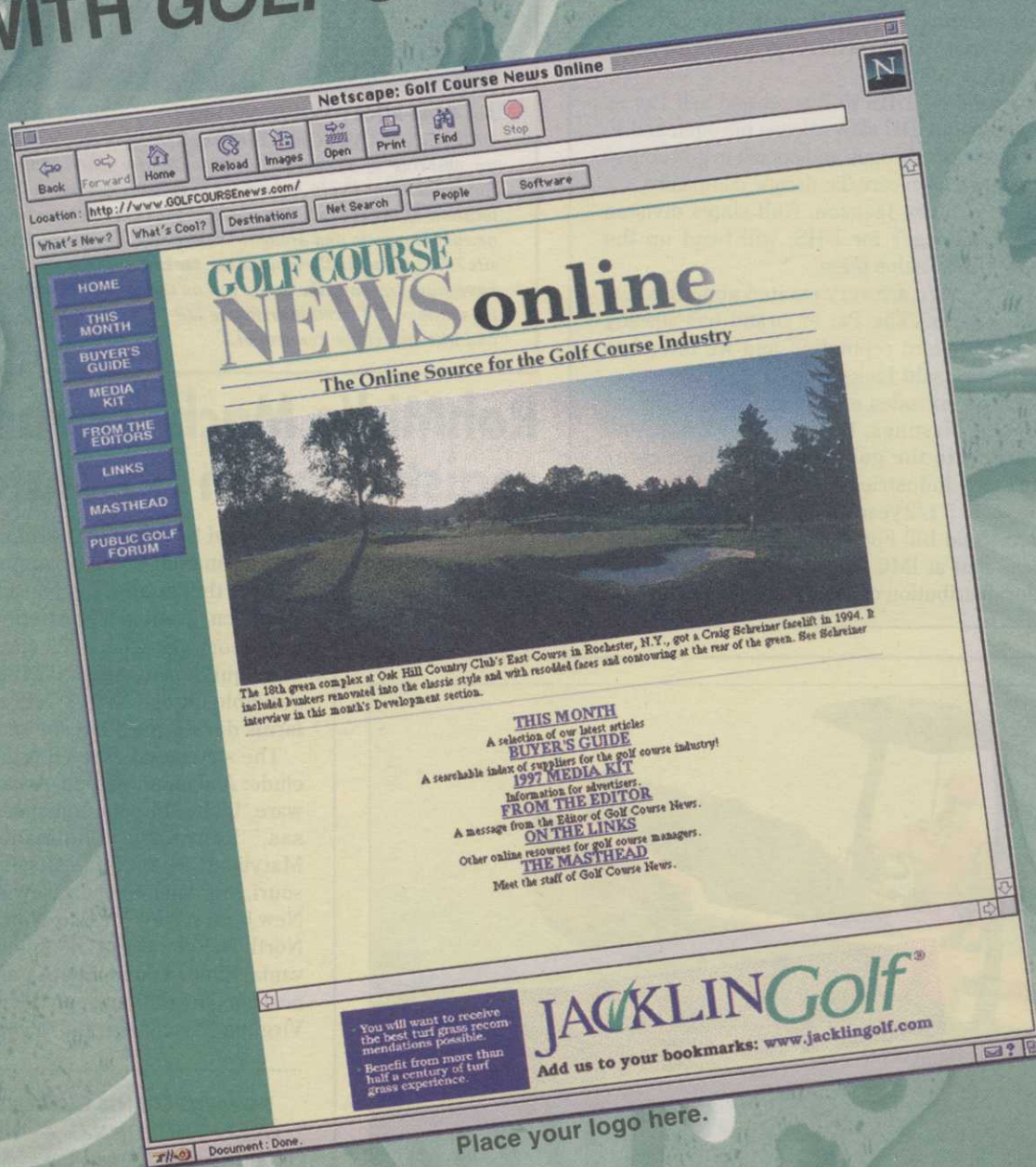
### SMART RAIN ADDS DISTRIBUTORS

ST. BRUNO, Quebec, Canada. — Smart Rain Corp. has announced the addition of the following distributors: Krigger & Company, Inc. will be the exclusive distributor for Western Pennsylvania, West Virginia and regions of Ohio. The Colorado and Wyoming markets will be covered by CPS Distributors, Inc. in Denver; distribution for Iowa, Kansas, Missouri, North and South Dakota and Nebraska has been awarded to Golf Services Group of Bennington, Neb.

### JOHNSON'S NAMES NEEDS TO SALES FORCE

MILWAUKEE — Howard Johnson's Enterprises Inc. announces the addition of Alan Needs as national sales manager. Needs adds a considerable knowledge of the fertilizer and lawn care industries, most recently as the director of marketing for the Milorganite Division of the Milwaukee Metropolitan Sewage District. "With Al's degree in Agronomy, an emphasis in Turf-grass Management, and 23 years of experience in the industry, we anticipate an immediate impact in our market penetration," said Dave Scott, Howard Johnson's vice president of sales and marketing.

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