

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION  
VOLUME 10, NUMBER 6  
JUNE 1998 • \$5.50

## INSIDE

### Great Expectations

Turf meets business training in new curriculum at Kansas State University ..... 17

### International Report

Sri Lanka? Oman? Golf is booming in disparate places around the globe ..... 41-49



**FOES NO LONGER: GAUNT & MARNOCH LTD.**  
Jonathan Gaunt (right) and Steve Marnoch, two of England's youngest golf course architects, have decided to join forces. Their mission: To become bigger players in the global golf course design market. See Q&A page 45.

#### COURSE MAINTENANCE

Canada's Meyer sets high goals ..... 17  
Prepping Royal Birkdale for the Open ..... 21  
Shop Talk: Using overhead space ..... 32

#### COURSE DEVELOPMENT

Rulewich starts solo signature ..... 35  
Armchair architects eye Mackenzie Prize ..... 39  
Rees Jones, Redstone team in Texas ..... 50

#### COURSE MANAGEMENT

One photo is worth about \$1,000 ..... 51  
Palmer Management pares 45 minutes ..... 52  
Club Corp. International's Henner speaks out .... 54

#### SUPPLIER BUSINESS

Textron/Ransomes: The dust settles ..... 59  
It's a greens roller roller coaster ..... 60  
Plant Health Care, Griffin align ..... 62

## Poa annua control finally within sight

By MARK LESLIE

SAN DIEGO — A control for annual bluegrass, or *poa annua*, has been the desire of the golf course industry for at least half a century. Now it appears one has arrived, and the bonus is that it is a natural bacteria.

"If this works as well as it appears, it's huge [for the industry]. I'm excited," said Dr. Joe Vargas of Michigan State University about the bacteria *Xanthomonas campestris*. "When I got into this business in the 1950s we were talking about how to get rid of *poa annua*. Here we are, 40 years later, talking about how to get rid of *poa*. And the market is almost nationwide."

Acutely selective, *Xanthomonas campestris* kills only *poa annua*, not

Continued on page 30

## Purdue embarks on 5-year course research project

By MARK LESLIE

WEST LAFAYETTE, Ind. — With the help of course architect Pete Dye, multiple donors and a group of students who built it, Purdue University on June 27 will open a golf course that will produce a major five-year study on the effects of golf maintenance on ground and surface water.

Pointing out that environmentalists criticize past corporate-funded studies as biased, Dye said: "What Purdue produces should be the most unbiased report, simply because there is no reason to be biased. Good or bad, no one can argue

Continued on page 32



## The Shark and Hurdzan keynote Public Golf Forum

By MICHAEL LEVANS

PALM SPRINGS, Calif. — The Shark's clipped fin may keep him off the PGA Tour but it's certainly not slowing him down.

Greg Norman, golf's premier international spokesman and all-time money winner, will kick off day two of this year's Public Golf Forum, the *Golf Course News*-sponsored business conference and expo for superintendents, owners, managers and developers of public access golf facilities on October 26 & 27 at Rancho Las Palmas Marriott Resort in Palm Springs, California.

Continued on page 70



(Top) Greg Norman, golf's all-time leading money winner, lifts one out of the sand. (Left) The king of the environmentally-sound public golf design, Michael Hurdzan, on site at Desert Willow.

## Greece: Will 30 courses in 3 years be possible?

By TREVOR LEDGER

ATHENS, Greece — The Greek Government has made a startling commitment to golf course development with its stated intention of having 30 new golf courses built in its beautiful country over the next three years.

As the rest of Europe (on the whole) leaped into the golf course stratosphere—43.9 percent increase in courses since 1990 — Greece has

bucked the trend by actually losing one of its five courses and leaving the country with only four.

This looks all set to change.

The Hellenic Tourism Office (EOT) hosted a meeting at Wentworth last July for golf course architects, holiday companies and tourism specialists in order to out-

Continued on page 42



American Golf Corp.'s Sierra Nevada Golf Club in Genoa, Nev., to open this month. See page 3.

# You've Just Spent \$40,000 to Build a Green

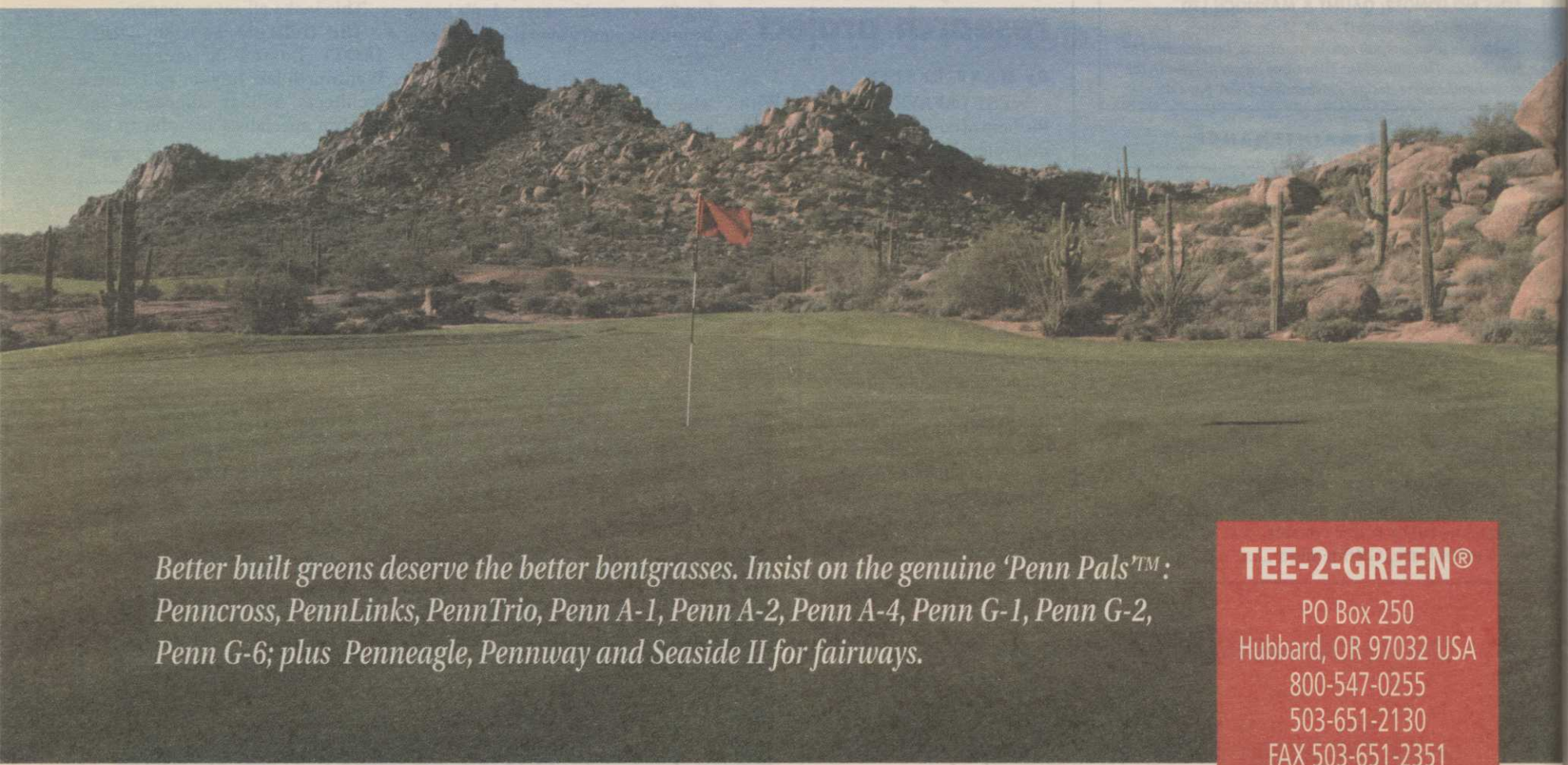
*Now invest \$90 in the right bentgrass seed.*

At \$4 to \$7+ per square foot, a 6,000 foot green can cost \$24 to \$50 thousand. No matter how you figure it; design, grading, tiling, gravel, sand and manpower, building a green is the most important part of any course. It would be foolhardy to plant an unproven bentgrass on a whim, or because it's a few cents a pound cheaper. Of course you're going to be cautious when your reputation's on the line. You're going to insist on the stellar new Penn A and G series bents from Tee-2-Green®, developed by Dr. Joe Duich, then tested—and selected—by some of the best superintendents on some of the finest courses in the world.

Or, you won't go wrong with time-proven Penncross, PennLinks or PennTrio blend. With hundreds of thousands of pounds sold around the world since its introduction in 1955, Penncross remains the best-selling bentgrass ever.

Oregon's best and most experienced bentgrass seed producers grow these exceptional creeping bents to the highest certification standards; free of any objectionable weeds.

It's good economy to seed with the new Penn A and G bentgrasses from Tee-2-Green®—*the icing on the cake.*



*Better built greens deserve the better bentgrasses. Insist on the genuine 'Penn Pals'™: Penncross, PennLinks, PennTrio, Penn A-1, Penn A-2, Penn A-4, Penn G-1, Penn G-2, Penn G-6; plus Penneagle, Pennway and Seaside II for fairways.*

**TEE-2-GREEN®**

PO Box 250  
Hubbard, OR 97032 USA  
800-547-0255  
503-651-2130  
FAX 503-651-2351  
[bentinfo@tee-2-green.com](mailto:bentinfo@tee-2-green.com)

## BRIEFS

**TROY, Mich.** — The city has narrowed to five its list of developers to create a master-planned, 18-hole course and residential community. The site consists of 170 acres owned by the city and 96 acres owned by the Troy school district. The finalists are: The Silverman Cos. of Farmington Hills; Robertson Bros., Co. of Bloomfield Hills; Troy Golf L.L.C. of Southfield; Meadowbrook Golf Group of Lombard, Ill.; and Links Design Team of West Bloomfield Township.

...

**GENOA, Nev.** — Sierra Nevada Golf Club, a John Harbottle and Johnny Miller co-design, is scheduled to open here this month. Situated on a historic cattle ranch 25 minutes from South Lake Tahoe, the 18-hole, championship layout is carved into the Sierra Nevada Mountain Range. American Golf Corp. is managing the Old West-themed facility.

...

**SCOTTSDALE, Ariz.** — Granite Golf Group, Inc. has signed an agreement to lease Persimmon Ridge Golf Club in Louisville, Ky. Designed by Arthur Hills, the course opened in 1989. The agreement was completed in conjunction with Golf Trust of America, Inc.

## NGF study finds rounds, golfers on the upswing

**JUPITER, Fla.** — More first-time golfers took up the sport in 1997, than in the past seven years combined, according to recently published research from the National Golf Foundation.

The study found that golf participation jumped more than 50 percent for beginning golfers, and 34 percent for junior golfers aged 12 to 17.

"The fact that the 1997 increases were fueled by junior and beginning golfers is an excellent sign for future growth," said Joseph Beditz, NGF president and chief executive officer.

Beditz credits much of last year's jump in participation to increased public interest in golf created by Tiger Woods, Karrie Webb and other pros, as well as compelling advertising programs launched by corporations marketing products through golf.

The American Golfer Survey, which was launched in January, is a monthly study of U.S. golfers aged 12 and above. The survey was distributed to 60,000 households with questions ranging from number of rounds played to golf spending, including product and service preferences.

Research also revealed a 30-percent increase in the number of moderate golfers (those who play eight to 24 rounds a year) and a 15-percent jump in total rounds played. Occasional golfers—those who play one to

seven rounds a year—dropped 9 percent.

Although 1997 has many of the signs of being a watershed year for golf participation in the United States, Beditz is quick to add that it's too soon to tell whether it's the start of a new period of growth.

"Any thoughts I may have about 1997 being a breakout year are tempered by 1990," he said, noting that 1990 was the year the numbers of golfers and rounds played jumped 15 percent and 7 percent respectively. However, the numbers fell off the following year by almost an equal amount and remained there until last year.

Factors such as weather and how often the nation's 10.6 million occasional golf-

ers frequent the courses will determine if golf is ready to resume the steady climb it enjoyed in the late 1980s, said Beditz.

"The fact that we saw a 30-percent increase in moderate golfers tells us that a significant number of occasionals played more than their normal number of rounds last year, and thereby reclassified themselves as moderate golfers," he said.

The outlook for continuing increases in golfers, Beditz said, will depend on how many occasional golfers and how many of last year's beginners stay in the game. Historically, some 2 million players — most of them very infrequent or first-time golfers — drop out of the game each year.

### 1997 Golf Participation rates

Indicator	Total in millions	% incr. 96-97
All golfers	26.5	7
Total rounds played	547	15
Beginning golfers	3	51
Junior golfers (age 12-17)	2.4	34
Avid golfers (25+ rounds/year)	5.6	6
Moderate golfers (8-24 rounds/yr)	7.9	30
Occasional golfers (1-7 rounds/yr)	10.6	-9

Source: National Golf Foundation

## SYMBOLS OF EXCELLENCE



Very few symbols in our society are held above the rest.  
In golf course architecture, we have excelled for more than a quarter-century.

1-800-523-3757

Cadillac, Rolex & Palmer Course Design Co. are trademarks.

The Novartis Total Turf Program is a system of leading-edge products to help you protect and maintain your entire course throughout the year.

This program reflects our dedication to bringing you innovative solutions that help to make your golf course a lot easier to manage.

## The Novartis Total Turf Program. Designed to help you negotiate the hazards on your course.

### Pre-Stress Conditioning with Primo®

Pre-Stress Conditioning with Primo helps create denser, healthier turf for a beautiful, better-playing golf course all season long. Help protect your course in advance from the elements of nature with increased food reserves, bigger root systems and lateral stem development. The end result is thicker, healthier growth and better lie of the ball.

### Barricade®. The long-lasting residual to ensure consistent season-long Crabgrass control.

One application can last throughout the growing season, giving you the flexibility of a wider window of application. Barricade controls Crabgrass, Goosegrass and *Poa annua* as well as 27 other problem weeds. Barricade has the lowest solubility of any preemergence herbicide,

[ *Poa annua* ]

[ Brown Patch ]

[ Pythium ]

[ Dollar Spot ]

[ Goosegrass ]

[ Summer Patch ]

THE NOVARTIS TOTAL TURF PROGRAM. THE MOST



Pre-Stress Conditioning  
Plant Growth Regulation  
Overseeding



Crabgrass  
*Poa annua*  
Goosegrass



Dollar Spot  
Summer Patch  
Anthracnose



Pythium  
Yellow Tuft

Important: Always read and follow label instructions before purchasing or using these products. Novartis warrants that these products conform to the chemical description on the labels and are reasonably fit for the purpose referred to in the Directions for Use. Novartis makes no other express or implied warranty of Fitness or Merchantability or any other express or implied warranty. In no case shall Novartis or the Seller be liable for consequential, special, or indirect damages resulting from the use or handling of these products.

[ Fire Ants ]

[ Anthracnose ]

[ Dutch Elm Disease ]

[ Take-All Patch ]

[ Crabgrass ]

[ Weak Turfgrass Root System ]

[ Oak Wilt ]

so it stays put in the weed germination zone all season long.

**A complete program to help with disease management.**

- Banner® MAXX® controls Dollar Spot, Summer Patch, Anthracnose, and a broad spectrum of 18 other turf diseases.
- Subdue® MAXX® is a systemic fungicide that provides the most effective Pythium control at half the rate.
- Sentinel® is the longest-lasting, lowest rate systemic fungicide for control of Brown Patch and Dollar Spot, as well as 12 other turf diseases on fairways.
- Alamo® is a systemic fungicide that prevents and treats both Dutch Elm Disease and Oak Wilt.
- Award® is an insect growth regulator for long-lasting control of Fire Ants for up to six months with one application.

For more information on the Novartis Total Turf Program, call 800-395-TURF for the name of your Novartis Sales Representative. **Or you can visit our website at [www.cp.us.novartis.com](http://www.cp.us.novartis.com).**



NOVARTIS

THOROUGH WAY TO PROTECT YOUR COURSE.



Fairway Brown Patch  
Dollar Spot



Dutch Elm Disease  
Oak Wilt



Fire Ant Control



Alamo®

Award®

Banner® MAXX®

Barricade®

Primo®

Sentinel®

Subdue® MAXX®

## Eco-friendly track coming to Los Angeles

LOS ANGELES — After a lengthy battle with environmentalists and the threat of legal action against the city of Los Angeles, the Lake View Terrace City Council approved Foothills Golf Development Group's Red Tail Golf & Equestrian Project.

The 18-hole public course reportedly will be one of the most environmentally friendly ever constructed. Located in Sunland, Calif. 15 miles north of downtown Los Angeles, it will be built on 160 acres in the Tujunga Wash.

The par-72, 6,957-yard layout will be designed by Nicklaus Design and will be developed and operated by Foothills Golf Development Group, L.L.C.

## Silicon Valley appetite for courses whetted

COYOTE VALLEY, Calif. — Two courses, one of them a new Jack Nicklaus-designed layout here, will be a welcome addition to the links-starved Silicon Valley area. The second is a renovation of the 18-hole Riverside Golf Course.

The Nicklaus Signature course, scheduled to open in the fall with its 12,800-square-foot clubhouse slated to follow in July 1998, will be the third Nicklaus-designed track to open in the Bay Area in the past two years. Owner Donald Panoz has already built two tracks — Ruby Hill in Pleasanton and Legends West at Diablo Grande in Patterson — and plans to construct a total of seven courses on the 33,000 acres of scenic land directly below Mount Hamilton.

Panoz envisions a "destination resort community," complete with custom homes, hotel, conference center, vineyards, winery and golf courses. The Irish owner believes the day will come when people stay at Diablo Grande for a week and play a different style course every day.

### SEWAGE WATER TO KEEP NM LINKS GREEN

SANTA FE, N.M. — A new, municipal 18-hole links and a nine-hole, par-28 adjunct that will open here in July will stay green thanks to sewage water. The city is relying on effluent to water the Marty Sanchez Memorial Course. It could take as much as 2 million gallons a day to water the facility. About a quarter of that amount flows out of the municipal sewage plant. Sanchez Memorial will cost the city \$5 million, which is part of a \$13.5 million bond issue to build a recreation center.

(FGDG). David Hueber, former president and chief executive officer (CEO) of the National Golf Foundation and president and CEO of the Ben Hogan Co., will head FGDG as president/owner.

Hogan says 60 acres of the project will be left in its natural state, while the remaining 100

acres will be maintained turfgrass. More than 240 acres will be set aside as a preserve and natural habitat for the slender-horned spineflower and other endangered plants.

In addition to the 18-hole, daily-fee course, the project will include a clubhouse with banquet facilities, more than two

miles of equestrian trails and the nature preserve.

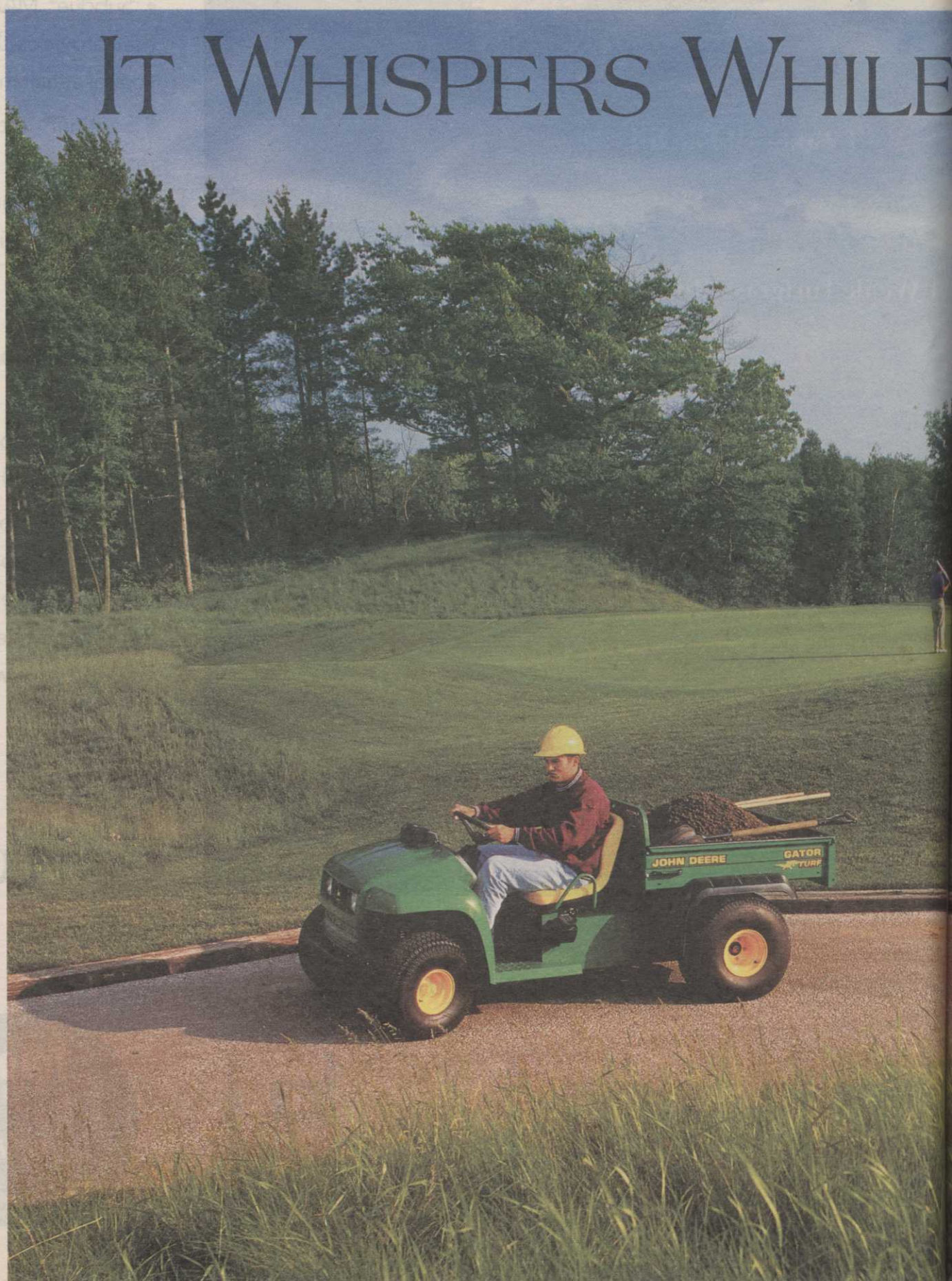
Construction is expected to begin in March 1999, with the track open for play in the spring of 2000.

The Foothills Golf Development Group originally filed a \$215 million lawsuit against the city, claiming the city did not have legal reason to deny a permit and that the company had

complied with all of the city's requirements in seeking project approval. The city agreed to revisit the issue and voted for its approval in an April meeting.



David Hueber



## Highlands Ranch finally named

HIGHLANDS RANCH, Colo. — A name was finally picked for this area's newest upscale, 18-hole, daily-fee track. Tucked in the corner of Highlands Ranch, it will be called the Highlands Ranch Golf Club and is slated to open July 27.

Twelve holes are built on erstwhile farmland, treeless except

for the 1,000 recent plantings. But the Highline Canal loops through six holes, forming a wildlife corridor with huge cottonwoods.

The course will play approximately 7,100 yards from the back tees.

Other additions to the area golf scene this year include:

- A nine-hole, executive-length (par-31) facility near Centennial Airport. The Family Golf Super Center will include a double-deck driving range and a short-game practice facility. The track is now open.

- A double-deck driving range at the Kennedy Golf Course facility that is scheduled to open this month.

- Coyote Creek, an 18-hole

links in Fort Lupton, opening this fall or next spring.

- Box Elder Creek, a nine-hole executive course about 10 miles east of Brighton, opening in August or September.

- Red Hawk Ridge, an 18-hole golf course facility in the town of Castle Rock that may open this



fall or next spring.

- A second nine at Centennial, an executive course that will be a par-63 for 18-holes. It is currently open.

- Springs Ranch, an 18-hole privately owned public course that opened last fall in Colorado Springs near Sky Sox Stadium.

# IT WORKS.



## Introducing the John Deere Turf Gator.®

Like its namesake, the John Deere Turf Gator is perfectly adapted to its environment—the golf course.

Official  
Golf Course  
Equipment  
Supplier



It's unique combination of toughness and quietness make the difference.

Turf Gator toughness comes from a unibody frame, one-piece forged rear axle and high-torque drivetrain.

Turf Gator quietness comes from an isolation-mounted engine, large volume muffler, and internal sound absorbing material—allowing you to easily work without disturbing play. In addition, foot-pedal start means there's no turning a key every time you need to move the machine. Just like a golf car, you simply press a pedal to start and accelerate.

Add the Turf Gator's increased legroom and high-back seats and you can see why it's the natural selection for the golf course. For the name of your nearest distributor, or free literature, call 800-537-8233. Or write John Deere, PO Box 12217, RTP, NC 27709-9601. [www.deere.com](http://www.deere.com).



Nothing Runs Like a Deere.®

## PGA to design Minn. kids track

BLAINE, Minn. — A capital projects bill recently passed in this state allotting \$3.1 million for the expansion of the National Sports Center in Blaine, including the addition of a 27-hole, daily-fee course aimed at young golfers.

The course will be built in two phases: Phase 1, which is slated to open in the spring of 2000, will include an 18-hole championship junior-events course designed with tee boxes scattered along the fairways to accommodate young players' abilities. In addition, a miniature putting area complete with bentgrass will be part of phase one.

Phase 2 will consist of a nine-hole track, a pitch-and-putt and an expanded driving range. It is expected to be completed in 2001 or 2002. The first phase will cost \$3.1 million. Additional funds will need to be raised to complete Phase 2, according to National Sports Center officials.

The PGA Tour will design the link at no charge.

## Women, kids links slated for Virginia

RICHMOND, Va. — A group of golf and business leaders expect to get final permit approvals and begin breaking ground this month to build an 18-hole course geared toward kids, women, minorities and seniors.

The Foundation Course will be housed in Chesterfield County's Iron Bridge Park and will be a par-65 from its back tees. All the holes will be shorter than those on a typical course. The development will also include a driving range and clubhouse. Total costs are estimated at \$3 million.

The new facility is part of a national program called The First Tee, which works with local nonprofit affiliates to identify sites for construction.

The facility will be open to the public, but will be designed and marketed for youth. Seniors, women and minorities are also expected to be primary users.

The track is slated to open in June 1999.

## Michigan continues leadership in development

FLINT, Mich. — Statistics compiled by the National Golf Foundation (NGF) indicate 64 courses under construction in Michigan as of December 1997, with 39 additional in the planning stages.

Given the national average of 21 months from start to finish on a golf project, that's 103 new courses that will be available to the state's golfer's by 1999.

The newest is Quail Ridge, a \$6-million, daily-fee course being built amid the flurry of Michigan construction. Randy Erskine, a former PGA Tour player and head golf professional

at Great Oaks Country Club in Rochester, has hooked up with Plymouth architect Ray Hearn and together they have a chosen a spot near Grand Rapids. It's a rolling, wooded piece of Cascade Township with some wetlands. Hearn calls it one of the best links sites he has seen in his 13-year career.

NGF figures show that the 64 courses under construction in Michigan is second only to California, which has 71. Michigan topped the nation in 1996 and 1997 in NGF under-construction numbers, which tend to be conservative.

Michigan also topped the nation in 1997 with 34 openings.

Florida was second with 32, Indiana third with 21 and California had 19. Wisconsin (19), Ohio (18) and Minnesota (16), were also in the top 10. This indicates that the northern states are ignoring the short golf season and are building courses.

With last year's openings, Michigan now has 906 courses, according to the NGF. Only Florida with 1,170, and Califor-

nia, 942, have more. Of Michigan's courses, 666 are public links, 93 municipal and 147 private. Ninety percent of the 103 to come will be public tracks. Nationwide, 85 percent of the courses built in 1997 were public, according to the NGF.

Hearn predicts that a drop-off in golf course construction is inevitable, though it doesn't appear it will happen anytime soon.

## Muskegon County adds Moss Ridge

RAVENNA, Mich. — A 254-acre championship course is under construction here and the first nine holes will likely open for play next year on Memorial Day weekend. Moss Ridge Golf Course is this town's newest 18-hole links and is being built on longtime family farm land owned by Jack Moss, who died two years ago.

Architect W. Bruce Matthews III of East Lansing designed the 6,700-yard, par-72 layout that cuts through rolling apple orchards. The Moss Ridge project includes 52 single-family home sites skirting the perimeter of the track. Six holes wind through rolling orchards, six holes are adjacent to water and six holes offer a more open links-type experience with bunkers. Fifty-five bunkers will dot the course.

A full practice facility equipped with a driving range with targets, three greens and chipping bunkers will also complement the layout, in addition to a clubhouse that will seat 60 to 80 people.

Domres Construction of Manistee is the general contractor of the project. Moss Ridge will be the 10th public golf course in Muskegon County.

### FAMILY GOLF OPENS DOMED OHIO FACILITY

WHITEHALL, Ohio — Family Golf Centers is bringing a domed golf facility to this Central Ohio town. The \$2 million to \$3 million proposal for a family-oriented center won high praise from the Whitehall City Council. It will include a miniature course, indoor and outdoor driving ranges, pro shop, restaurant and batting cages. The facility will also be attractive to novice golfers, offering them an assortment of lessons, according to officials. The driving range opened in late May. The entire project will be completed by November.

## HERE. THERE. EVERYWHERE.

### HOW'S THAT FOR APPLICATION GUIDELINES?



## Louisiana joint venture rejected

ALEXANDRIA, La. — The city of Alexandria and the England Authority will not join forces to expand this city's air park golf course to 18 holes.

This city originally offered to pay \$2.5 million to expand the links, with the stipulation that it would control managing the track. In exchange, the England

Authority would turn over the existing nine holes to the city through a lease agreement.

The England Authority rejected the city's requests, noting that the authority is in the economic development business, not the public recreation business, according to authority officials.

The city will go ahead with its plans to build its own 18-hole track.

Meanwhile, authority officials say they too will continue their search for funds to build a separate course.

The authority is known to be seeking state funds to build the links, according to local newspaper reports.

The authority has already

hired landscape architect Pat Moore of Alexandria and course designer Jim Lipe, who has worked for Jack Nicklaus' design firm. Design work is expected to be completed by August, with the opening slated for the spring of 2001.

Budget figures are still to be determined, but the authority expects to spend between \$2 million and \$3 million. More ex-

act figures should be available by July.

The England Airpark course is currently leased by Landco Inc., which has the option of extending the lease agreement for another 10 years. Landco currently pays the authority \$82,800 annually in base rent. Plans for an adjacent hotel/conference center are part of the authority's vision statement.

## Eagles stall Fla. golf development

JUPITER, Fla. — A family of eagles may endanger the construction of a proposed \$50 million golf course community here.

The eagles have settled in about \$1.8 million worth of land destined for development. The U.S. Fish and Wildlife Service is looking into whether nearby construction is interfering with the eagles' nesting period and feeding habits.

Eagle couples remain together for life and often use the same nest for 15 years. This pair set up house on 30 of the 320 acres owned by the John D. and Catherine T. MacArthur Foundation. Two eaglets share the nest.

Laws protecting the national symbol would keep the foundation from developing the 30 acres, known as Frenchman's Creek North.

The land is about 3 miles from the spring-training site shared by the Montreal Expos and St. Louis Cardinals. To the east are 350 acres where Nicklaus wants to create The Bear's Club, which would have about 75 homes, starting at about \$1 million each, on an 18-hole course.

Under federal guidelines, new developments cannot be built within 750 to 1,500 feet of a nest.

## State, PGA to manage La. links

BATON ROUGE, La. — A proposed 18-hole course near Bayou Segnett State Park in Westwego was recently turned over to the state Department of Economic Development so it can work with the Professional Golfers Association in constructing and managing the world-class facility.

The \$18 million project is expected to cost the state and the PGA \$6 million each. Marrero Land Co. will donate 300 acres worth about \$6 million, said Harold Price, assistant secretary for the office of commerce and industry.

Though the project is still in its infancy, Price predicts construction will begin in early 1999. An opening date has not been set. A resort is also being planned to be built near the course.



On greens. On tees. On fairways, roughs, flower beds, transplants — even in your divot mix. Milorganite delivers outstanding results for a uniform playing surface. No other fertilizer is easier on plants or simpler to use. Milorganite's slow release, organic nutrients won't burn or cause a flush of growth. Plus, it's high in micronutrients such as iron to promote dense, vigorous turf. And Milorganite resists leaching, for a sound environmental profile. So call your distributor today, or call Milorganite's turf professionals direct at 1-800-304-6204. It's easy.



## Judge delays construction of Texas course

LAKE JACKSON, Texas — After eight years since the land was purchased and spending more than \$835,000, this city's permit for a golf course has been revoked pending further environmental studies by the U.S. Army Corps of Engineers.

U.S. District Judge Sam Kent ruled in favor of four of the 21

arguments put forth by environmentalists and halted the start of construction on the 208-acre course until closer scrutiny of how the links could impact the surrounding forest, migratory songbirds and other wildlife. Studies could take several months.

City officials do not know how

much they will have to spend, but total costs of the project are likely to exceed the \$6 million golf course bond issue approved last year. The city has already spent more than \$835,000 on land fees, permits, designs and surveys for the proposed facility, according to Lake Jackson City Manager Bill Yenne. The city

was originally granted a permit in February 1996. The lawsuit was filed by environmentalists in May 1996, he said.

Key points in the court ruling included:

- alternative sites outside the city did not have to be considered and eight other locations inside Lake Jackson's jurisdiction were rejected on legitimate grounds.

- the Corps' conclusions were not arbitrary, capricious or an abuse of discretion.

- dismissal of the argument that many wetland soils on the golf course are peder clay exhibiting wetland characteristics.

The corps has several options it could take including reissuing the Lake Jackson permit, ordering an environmental impact study, or outright denying the city a second permit, according to *The Facts* newspaper. Because Lake Jackson has already provided the agency with volumes of documentation, the necessary information may already be on hand. Or, a study can be done through a joint effort by the corps and the city. Ultimately, the city will have to bear the costs for any additional research or for an environmental impact statement, and conduct the majority of the research, according to newspaper.

This is only the second time a permit has been recalled, according to engineering officials. The first was for a housing development 15 years ago. The permit was later granted with conditions.

City officials and environmentalists have been clashing over the construction of the course for nearly six years.

## Kirchdorfer inks Kentucky deal

LEXINGTON, Ky. — Kirchdorfer & Cunningham, Golf Course Management has been awarded the construction and operations management contract for a new layout here.

The course will be named The Bull at Boone's Trace. Scheduled to open in the spring of 1999, it will be a championship layout featuring bentgrass fairways, tees and greens. Gold Construction of Louisville will construct the course. Ground-breaking took place April 22.

Kirchdorfer & Cunningham is a rapidly growing golf management firm that operates Hidden Creek Golf Club in Sellersburg, Ind., and MayWood Golf Club in Bardstown, Ky. Future plans are to become a major player in the rapidly consolidating golf industry. Plans for Louisville are to acquire existing facilities rather than construct new ones.

"We think the Louisville market is very, very saturated at this point in time; therefore, acquiring existing courses and driving ranges seems to make the best business sense," said President Jim Kirchdorfer. "We plan to look to other markets for construction opportunities as we have done in Lexington." Plans in 1998-99 are to build or acquire three to five additional facilities.

# ELIMINATE APPLICATION HEADACHES

United Horticultural Supply has a group of adjuvants that will make sure your chemical gets applied where it supposed to and helps it do its job better when it gets there.

**All Clear** Spray Tank Decontaminator can eliminate and breakdown tank pesticide residues, avoiding unwanted results the next time you spray.

**LI-700** is a premium, non-ionic surfactant, water acidifier and penetrant that increases the effectiveness of any pesticide.

**Turf Trax** Spray Pattern Indicator not only helps

you avoid costly misapplication and spray drift, but won't stain concrete.

**Tactic** is the industry's only organosilicone spreader and latex-based sticker. It resists wash-off by dew, rain or irrigation.



More quality products you can get  
only from United Horticultural Supply  
**(800) 847-6417**



**United  
Horticultural Supply**

[www.uhsonline.com](http://www.uhsonline.com)

## New Jersey course may be island bound

BURLINGTON CITY, N.J. — Local developers are discussing plans to build a public, 18-hole course on an island that sits just 130 yards off the banks of the Delaware River.

Project costs and who will direct the financing for the Burlington Island development are yet to be determined. Joseph Egan Jr., former president of the Philadelphia Industrial Development Corp., and a longtime local

real estate player; and Sam Katz of EnterSports Capital Advisors Inc. in Bala Cynwyd, a nationally known developer are the developers.

Egan said development will be limited on the 300 acres of land and 100-acre freshwater lake that comprise the island. He expects it to be an environmental area

with recreation components, including a clubhouse, chip-and-putt course, small hotel or conference center, recreational paths, marina, and a bridge connecting the island and Burlington City.

Board officials for the island said they have only agreed to listen to what the developers

have to offer. Egan and Katz have requested an exclusive 18-month contract to see if they can raise the money. The decision on the request should be made by the end of this month. The developers are also waiting for a bill to pass the state legislature that would extend the current 5-year lease on the island property. The legislation is expected to pass.

Burlington city officials and

the Board of Island Managers have direct jurisdiction over what happens to the island, but because of its location, several other governmental bodies also have a say in what gets developed there. Those agencies include the Environmental Protection Agency, state Department of Environmental Protection, the Tidelands Commission and the Army Corps of Engineers.

## Huizenga-owned Caddyshack course to receive facelift

DAVIE, Fla. — The grass was once greener at Rolling Hills Golf and Country Club, but now the greens have faded to browns and grays because someone killed them — on purpose.

The mounds of dirt amid a sea of hay-colored grass is part of a facelift for the 35-year-old course, which was featured in the 1980 film Caddyshack.

The most ecologically friendly method to prepare a course for redesign is to stop the water so the topsoil can be used, according to Stan Smith, spokesman for Florida Panthers Holding Inc., the new owner of the course. The track is the sixth purchased by the company, which is chaired by Wayne Huizenga.

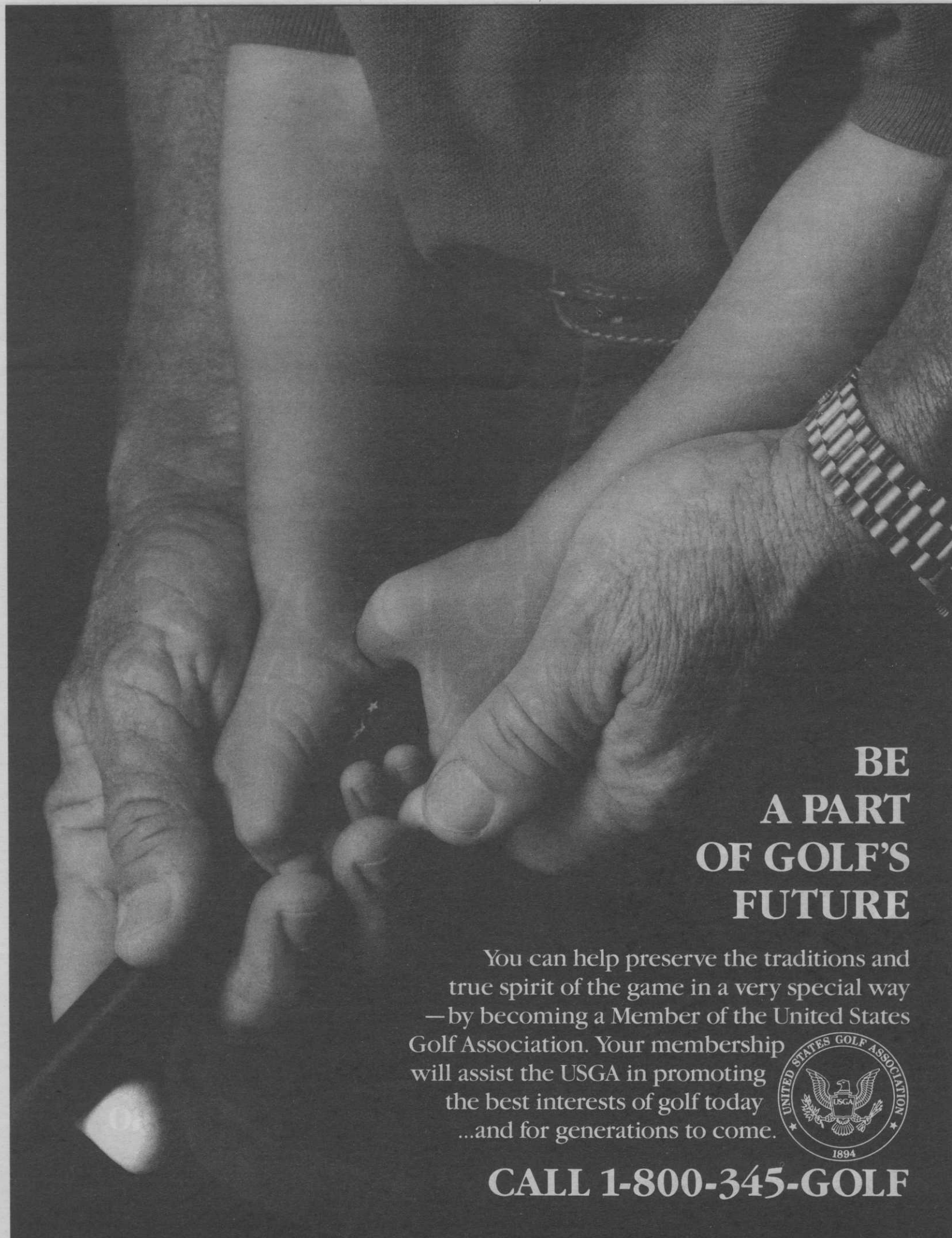
Plans for the links include: renovating the country club, changing the shapes of the greens and sand traps, adding 10 acres of water and transforming the 27-hole course into an 18-hole championship track. It will cost \$3.5 million to renovate the public course. A price for refurbishing the clubhouse has not been set. It's expected to be open for play in early 1999. The architects are Garcia/Brenner & Stromberg. Jim Applegate is the architect in charge of course renovations.

In the meantime, workers will replant the fairways with Bermudagrass and the greens with tiftwarf grass. The approximately 200 Spanish oak trees that currently shade the layout will remain.

### CARLTON JOINS MASTERS

ORLANDO, Fla.—Masters Golf Corp. has hired Wendy Carlton as its marketing coordinator. Carlton will provide marketing support as well as marketing and membership generation services for Masters-managed clubs. She joins the Masters team after a career with TeamStaff and Arabian Nights where she gained extensive experience in marketing and client relations.

GOLF COURSE NEWS



## BE A PART OF GOLF'S FUTURE

You can help preserve the traditions and true spirit of the game in a very special way — by becoming a Member of the United States Golf Association. Your membership will assist the USGA in promoting the best interests of golf today ...and for generations to come.



**CALL 1-800-345-GOLF**

# Lightning safety group lists guidelines

By WILLIAM SIURU

Recently a Lightning Safety Group (LSG) has recommended precautions to reduce the danger from lightning. The group was made up of NASA, NOAA and the USAF meteorologists as well as lightning experts from academia, insurance companies

and private concerns supplying lightning protection equipment. Their recommendations were aimed at both individuals as well as anyone doing business outdoors, including golf courses.

The LSG recommended that when groups are involved, whether it is a company picnic or

a golf course, that there be an "action plan." The action plan should include both the detection of lightning and what to do when there is threatening lightning activity in the area. All people involved must be familiar with the plan in advance, review the plan periodically and participate in drills.

## Detecting Lightning

Designate someone to continuously monitor local weather forecasts, NOAA Weather radio, or the Weather Channel to ascertain if thunderstorms are in the forecast. Also special instrumentation for detecting lightning should be considered to ensure consistency, accuracy and adequate advance warning. Detectors are also valuable in deter-

*William D. Siuru, Jr., is a technology journalist based in Colorado Springs, Colo.*

mining the "All Clear" so golfers can go back on the course, maintenance crews can return to their tasks and other activities can resume. The "All Clear" signal should be considerably different than the "Warning" signal.

Visual detection is also important. If you can see lightning and/or hear thunder you are already at risk. Ever louder or more frequent thunder indicates lightning is approaching, increasing the risk. If the time between the flash and the bang is less than 30 seconds, evacuate everyone to a safe location. However, this method of ranging has limitations due to the difficulty of associating thunder to the corresponding flash.

High winds, rain, and cloud cover often act as precursors to cloud-to-ground strikes, so notify and evacuate everyone to safer locations. Many times lightning casualties occur as the storm approaches because people ignore the precursors. Generally, the lightning threat diminishes with time after the last sound of thunder, but may persist for more than 30 minutes.

## Evacuation

No place is absolutely safe from lightning. However, some are safer than others.

Safer sites must be identified beforehand, along with procedures to evacuate every one to those locations.

Large enclosed structures, such as substantially constructed buildings, tend to be much safer than smaller or open structures. Fully enclosed metal vehicles — cars, trucks, buses — with the windows rolled up provide good shelter from lightning. However, avoid contact with metal or conducting surfaces inside or outside the vehicle. Avoid open vehicles, like convertibles and golf carts. Also avoid high places, open fields, isolated trees, gazebos, rain or picnic shelters, towers, flagpoles, light poles, metal or wood bleachers, metal fences, and all bodies of water — oceans, lakes, swimming pools, rivers, etc.

When inside a building during a lightning period, avoid using the telephone, taking a shower, washing your hands, doing dishes, or any contact surfaces with exposure to the outside such as metal door or window frames, electrical wiring, telephone wiring, cable TV wiring, plumbing, etc.

When larger groups are involved, the time needed to properly evacuate an area increases. Therefore, the distance at which

**Continued on next page**

GOLF COURSE NEWS

## EVERY JOB HAS ITS UPS AND DOWNS YOURS JUST HAS 30 ACRES OF THEM



### INTRODUCING THE REELMASTER® 5200-D WITH A 28-HP KUBOTA DIESEL ENGINE

The demands of your job cover a lot of ground, so you need equipment you can count on—like the reliable Reelmaster 5200-D fairway mower. It features a rugged Kubota diesel engine for years of dependable performance, backed by an industry-leading 2-year warranty. Plus, we added manually adjustable reel speed controls, so you get a cut that's as reliable as the Reelmaster 5200-D itself. And there's more. Call your Toro distributor to demo a Reelmaster 5200-D, or visit us at [www.toro.com/golf](http://www.toro.com/golf). Because picture-perfect fairways should never be an uphill battle.

**TORO**

REELMASTER®

## Kingsmill Resort GM receives top award from American Hotel & Motel Assn.

WILLIAMSBURG, Va. — Terri Haack, vice president and general manager of Kingsmill Resort in Williamsburg, Va., has been named General Manager of the Year in the category of large properties of more than 300 rooms by the American Hotel & Motel Association (AHMA).

The award honors a general manager who has demonstrated professionalism in operating a lodging property and taken a leadership role in the industry by actively participating in association, community or industry programs.

Haack received the award at the AHMA's Annual Conference and Leadership Forum in Reno, Nev., in April.

A hospitality veteran for more than 20 years, Haack has managed resorts and hotels in Washington state, Delaware, and Colorado before arriving at

her current position at Kingsmill.

Haack's accomplishments were first highlighted in 1978 when she was recognized as the youngest convention hotel general manager in the country at age 22. Named among the Rising

Stars in the Hospitality Industry by *Lodging* magazine in 1992, Haack joined Anheuser-Busch Companies to manage the luxury resort in the 3,000-acre planned community of Kingsmill on the James. The resort consists of 400 villa suites, 63 holes of golf, full-service spa, 100-slip marina, 15-

court tennis facility and a state-of-the-art conference center. Kingsmill's River Course is home of the Michelob Championship at Kingsmill on the PGA Tour.

The performance of the resort has continued to exceed corporate projections since 1993 and posted record-breaking results in 1997.



## Mountain View changes name to Cottonfields

LAVEEN, Ariz.—Mountain View Golf Club, located in the southwest corner of metropolitan Phoenix, is under new management and has changed its name to The CottonFields Golf Club.

The 36-hole facility, designed by Dan Pohl, is now being managed by Lyon Golf, the same company that manages the ASU Karsten Golf Course in Tempe and Chaparral Pines Golf Club in Payson.

"We decided to change the name to

reflect the history of the local area and to highlight the enhancements we've made to the facility and guest services," said Kurt Krause, director of golf.

Each of The CottonFields' two 18-hole golf courses has its own distinct personality. The Harvest Course is an open layout with rolling fairways and generous landing areas. By contrast, the Meadow Course is more defined and lined with hundreds of mature shade trees.

## Lightning

Continued from previous page

lightning is considered a threat must be increased. A longer detection and warning is also needed when individuals are a long distance from safe locations. Note, extending the threat range increases the chance that a localized cell or thunderstorm may not reach the area very quickly giving the impression of a "false alarm."

The LSG recommends placing lightning safety tips and evacuation routes in flyers or on score cards. Placing lightning safety placards around the area to communicate the lightning threat will also raise awareness.

### First aid for lightning victims

Most lightning victims actually survive their encounter with lightning, especially if they receive medical treatment in time. Incidentally, people struck by lightning do not carry a charge, so it is safe to touch them to provide to first aid. The first tenet of emergency care is "make no more casualties."

Make sure someone calls 911. This person should be prepared to calmly provide the dispatcher with the nature and extent of injuries, detailed location and directions and number of victims. Then they should stay on the phone to get further instructions.

If the area where the victim is located is a high-risk area, such as under of an isolated tree or on an open golf course, rescuers could be placing themselves in significant danger.

In an active thunderstorm, the rescuer needs to decide if evacuation from very high risk areas to an area of lesser risk is warranted. They should not be afraid to move the victim if necessary. It is relatively unusual for victims who survive a lightning strike to have major fractures that would cause paralysis or major bleeding complications unless they have suffered a fall or been thrown a distance.

If the victim is not breathing, start mouth-to-mouth resuscitation. If the victim is to be moved, give a few quick breaths prior to moving them. Determine if the victim has a pulse by checking the pulse at the carotid (side of the neck) or femoral (groin) for at least 20 to 30 seconds. If not, start cardiac compression as well. In cold and wet situations, put a protective layer between the victim and the ground to decrease hypothermia, a condition that can further complicate resuscitation. If the pulse returns, the rescuer should continue ventilation with rescue breathing if needed for as long as practical. However, if a pulse does not return after 20 to 30 minutes of good effort, the rescuer should not feel guilty about stopping resuscitation efforts.

## Cobblestone acquires Virginia Oaks GC

DEL MAR, Calif.—Cobblestone Golf Group, Inc. has acquired Virginia Oaks Golf Club in Gainesville, Va., along Lake Manassas in Prince William County.

Virginia Oaks is an 18-hole, upscale daily-fee course designed by P.B. Dye and opened for play in June of 1995. Cobblestone purchased the property from The Peterson Companies, a Fairfax, Va.-based land development company.

Virginia Oaks is Cobblestone's second golf club in Virginia. Cobblestone acquired Brandermill Country Club in Richmond in March of 1995.

...

In other news, Cobblestone has appointed Glenn Karp director of acquisitions. Prior to joining Cobblestone, Karp had an extensive background in both real estate and professional golf with CB Commercial and Triangle Sports.

New portable spike brush stand. Either traditional or alternative brushes. Same price.



Works anywhere – comes with rubber pads for hard smooth surfaces; or use optional, screw-in spikes for turf.

Two replaceable brush styles. Stiffer, rugged bristles for **traditional spikes**. Or denser, more pliable bristles for **alternative spikes**.

Durable base fills with sand – for extra stability.

We've made our case.

Now it's time to step up to Par Aide quality.



Wherever Golf is Played

Call today for your Dealer's location: 1-888-893-2433

Available in either Hunter Green or Medium Gray. Contact your Par Aide Dealer for details.



3565 Hoffman Rd. East • St. Paul, MN 55110  
Phone: 612.779.9851 • FAX: 612.779.9854  
www.paraide.com • e-mail to info@paraide.com

## Two very strong voices at PGF

How many times do things work out just the way you planned?

In approaching the development of this year's Public Golf Forum, we had a couple of ideal scenarios set up for our two keynote slots — both just happened to work out just the way we planned.

We couldn't be happier to announce that Greg Norman and Dr. Michael Hurdzan will be this year's dynamic duo at Public Golf Forum, the *Golf Course News*-sponsored business conference and expo for superintendents, owners, managers and developers of public-access golf facilities on October 26 & 27 at Rancho Las Palmas Marriott Resort in Palm Springs, California (see cover story).

The idea is to open an exchange of ideas on how the industry can continue to move public-access golf ahead and help it remain the hottest trend in golf. To do this, the promotion of affordable, sustainable course design, smarter management and innovative maintenance techniques are absolutely paramount. We feel we have two of the strongest voices in the industry to kick off two days of conference sessions covering these three critical fields.

What can I say about The Shark that hasn't already been said? His designs are in play around the world, and with Greg Norman Turf up and running, he has moved into the realm of specialty warm season grasses to augment his design business.

Norman's Tour resume is hard to believe: PGA Tour all-time money winner; 83 career victories through May '98; two-time British Open winner; three-time Vardon Trophy winner; held the No. 1 world ranking for a record 331 weeks. Even with the bad shoulder his current world ranking is No. 4.

Dr. Michael Hurdzan, president of Columbus, Ohio-based Hurdzan-Fry Golf Course Design Inc. has become the guru of the environmentally sensitive public golf design.

Hurdzan's environmentally sound projects are gaining worldwide recognition. *Golf World Magazine's* 1997 Architect of the Year, Hurdzan's most recent accolade includes *Golf Digest's* Environmental Leaders in Golf Award for his work at Widow's Walk Golf Course in Scituate, Mass., America's first environmental demonstration course. With our move to sunny Palm Springs, I would expect it's going to be standing room only.



Michael Levans,  
editor

Golf historians help me out. The USGA contends that today's technology, combined with a higher skill level, is slowly, but surely, pushing golf's historic venues into the far reaches of obscurity. Let's take a look at the winning scores of U.S. Opens held at Baltusrol GC. The winning score of the Open held at Baltusrol in 1903 was 307. The 1915 winning score was 297, a drop of 10 strokes. In 1936 it was 282, a drop of 25 strokes. What happened in those 33 years to bring about such a change?

In 1967 the winner shot 275. In '80 it was 272. In '93 it was 272. That's only a 3-shot difference in 26 years. One other note: The change in the winning Master's score since 1934, the first year of the tournament, has dropped about 2 strokes a round since that first tourney.

## Resist and refuse to double under

Does this country have a backbone or a wishbone? The question begs to be asked in various other ways, replacing "country" with "political party," "religion," "race," "sex" ... Let's look at the golf industry. Backbone or wishbone?

When we see or hear something we disagree with, do we wish for it to go away or that someone else will speak out, or do we have the backbone to refute, resist and refuse to double under?

When a Sierra Clubite calls a golf course a toxic dump, do we stand up, speak up and slam down the slur?

"Many of us are in search of truth," Dr. Joe Vargas of Michigan State once said. "But it's obvious there is a group of people who have an agenda, and that agenda is that golf courses are toxic dumps, unsafe places. And the National Audubon Society knew if it started certifying golf courses as being safe places, many of the people who give them money and want to believe golf courses are toxic dumps would give that money elsewhere."

Refute, resist and refuse to double under.

When a Los Angeles city councilman calls for a 300-foot buffer (and, honest, this happened) to protect the Slender-horned Spineflower on a golf course site, do we ask the dear fellow if he has any clue that that is 100 yards and he couldn't sprint that distance in 30 seconds?

"Getting a permit [in Calif.] is like climbing Mt. Everest with tennis shoes," Robert Trent Jones Jr. once said.

Refute, resist and refuse to double under.

When a state or federal environmental agency makes a decision on a development based on flimsy reasoning and absolutely no scientific facts, do we challenge the integrity of their "little gray cells"?

"Environmentalists do not bull— me. When they tell me something, I say, 'What's your source?' They always promise to send me their source, but I never get it. It's usually hearsay or a misquote," Dr. Mike Hurdzan once said.

Refute, resist and refuse to double under.

We're seeing more and more positive signs like these that illustrate, yes, indeed, this industry does have backbone.

We wish kids would get off the streets. A couple of months ago Wadsworth Golf Construction Co. President and Mrs. Brent Wadsworth created a foundation to help do just that.

We wish more youths and others would take up the game of golf. A few months ago, the major players in the game — from the USGA and PGA Tour to the PGA of America, LPGA and Augusta National — stepped up to the plate and created The First Tee. Response around the country has been phenomenal, overwhelming officials of the fledgling program.

We wish Paul Harvey would, for once, investigate claims about golf and wildlife, golf and the environment, golf and cancer, etc., etc. before he declares outright lies to a listening audience of millions.

Well, here's the latest example of golf industry backbone. Golf icon Pete Dye decided he would take on radio icon Harvey. That is, he would downright prove him wrong ... through science ... on a real live golf course ... in the worst of situations, because runoff from a major highway will mingle with pesticides and fertilizers on the course ... and financed by private individuals so that no one on God's green earth can claim "foul" or bias.

Yes, Paul Harvey started it. But Pete Dye and Purdue University researchers will finish it. (See page 1 story.) It may seem like David versus Goliath. But, remember who won that battle.

Many have hailed Dye as the resident genius of golf course architects. We hold him up as an example of resident backbone for the golf industry.

May more of us refute, resist and refuse to double under.



Mark Leslie,  
managing editor

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

### Publisher

Charles E. von Brecht

### Editorial Director

Brook Taliaferro

### Editor

Michael Levans

### Managing Editor

Mark A. Leslie

### Associate Editor

Peter Blais

### Editorial Assistant

Rhonda Morin

### Contributing Editor

Terry Buchen, CGCS, MG

### Production Manager

Joline Gilman

### Traffic Manager

Candice Russell

### Editorial Advisory Board

Raymond Davies, CGCS

CourseCo

Kevin Downing, CGCS

Willoughby Golf Club

Tim Hiers, CGCS

Collier's Reserve

Ted Horton

The Pebble Beach Co.

Dr. Michael Hurdzan

Hurdzan Design Group

Mary P. Knaggs

Bass Rocks Golf Club

James McLoughlin

The McLoughlin Group

Kevin Ross, CGCS

Country Club of the Rockies

Brent Wadsworth

Wadsworth Construction

### Editorial Office

Golf Course News

Box 997, 106 Lafayette Street

Yarmouth, ME 04096

207-846-0600; Fax: 207-846-0657

mlevans@golfcoursenews.com

mleslie@golfcoursenews.com

### ADVERTISING OFFICES

#### National Sales:

Charles E. von Brecht

Box 997, 106 Lafayette Street

Yarmouth, ME 04096

207-846-0600; Fax: 207-846-0657

cvonb@golfcoursenews.com

#### Western Sales:

Robert Sanner

Western Territory Manager

2141 Vermont

Lawrence, KS 66046

785-842-3969; fax: 785-842-4304

#### Marketplace Sales:

Jean Andrews

207-846-0600; fax: 207-846-0657

#### Public Golf Forum Sales

Phil McKay

207-846-0600; fax: 207-846-0657

### Subscription Information

Golf Course News, P.O. Box 3047

Langhorne, PA 19047

215-788-7112

### United Publications, Inc.

Publishers of specialized business and consumer magazines.

Chairman

Theodore E. Gordon

President

J.G. Taliaferro, Jr.



Copyright © 1998 by United Publications, Inc. All rights reserved and reproduction, in whole or in part, without written permission from the publisher is expressly prohibited.

## GUEST COMMENTARY

## Appraisal is the only prudent first step for any golf development

This guest commentary follows the recent lecture given by Bryan Griffiths, a consulting golf architect and chairman of Golfconsult International, at Fairway 98 in Munich.

By BRYAN GRIFFITHS

In European Union (EU) countries, the fallout from the unprecedented golf growth in recent years has yielded valuable lessons which are the basis of this article, taken from the EU's most mature golf market — Britain; but also from personal experience with over 200 golf developer and investment clients

in 44 other countries.

All of us are concerned and involved with the growth and prosperity of our Royal & Ancient game. In any SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis of golf development today, one of the threats would be a widely accepted mythology generated over the years — much of which is simply not valid.

Take location: which the pundits tell us is the triple secret of property success. Golf developers in particular should beware

of such sloppy thinking. Of course, location is one key factor but many a course in a good location has suffered problems thanks to other important reasons, recent experiences alone should show us this.

My favoured list of success factors would be compatibility (between the demand and product profile), appraisal, location and finance. As it happens, the acronym CALF is a reminder that location is not all: any golf appraisal will surely confirm this.

Although television has

changed the face of golf and led to phenomenal recent growth, the Royal & Ancient Golf Club of St. Andrews (R&A) also played its part with a supply study in 1989. This study forecast that 700 more courses were required by AD 2000: but it did not warn of the pitfalls.

Feverish course building followed — 600 or so courses since then. Many were ill conceived and many are still in financial difficulties. More recently rounds per annum (rpa) have

Continued on page 66

# Thailand concentrates on green fees and tourism, golf remains buoyant

By ANDREW OVERBECK

PHUKET, Thailand — While Thailand struggles to come to grips with the economic situation, the golf course industry in Southern Thailand remains fairly active, with management shuffles, redesign work, and even a new course or two.

One of the main reasons that golf in Southern Thailand is alive and well is because they rely more on income from green fees and tourism related services than from housing and membership sales.

They have successfully adjusted their strategies from attacking the decidedly flat real-estate and membership-sales market and focused, instead, on green fees to make a profit.

However, this reliance on steady tourism dollars has also led to some market inefficiencies, and, as in the rest of Thailand, the south has its share of delinquent owners. Predictably, this situation varies from area to area.

Just a two-hour drive from Bangkok

*Andrew Overbeck is currently on a Watson Fellowship studying golf course development in Asia and is regularly contributing to GCN. He is visiting both existing golf courses and those under construction in Thailand, China and Vietnam.*

are the seaside resort towns of Cha-Am and Hua Hin. Golf in Thailand made its start in Hua Hin, with the Royal Hua Hin golf course which was built in the 1920s by British railway engineers.

In the last five years, the golf development in the area has exploded, with six courses now firmly established in the marketplace.

The Springfield Golf and Country Club has arguably made the fastest and strongest entry into the golf market in this area. It's been experiencing consistent growth every year since opening and have made an operational profit this year. It's now going ahead with the expansion of the Nicklaus-designed project, adding another 18 holes that will be a desert-style layout.

Further, it successfully opened its 170-room beach resort that sits on the Gulf of Siam. In addition, it's going ahead with the construction of 145 villa homes at the golf course that will go on sale in December of 1998. Both the beach side condos and golf course villas will be offered on a time-share basis, which will serve to further guarantee profits.

All of these successes, however, have not fully insulated them from the economic crisis as green fees were raised and membership dues were initiated this

year to help offset the increased costs of equipment and spare parts. On the whole, the Springfield club is the best positioned and most played in the Hua Hin area.

From the upside to the downside. Hua Hin has its share of lemons. Notably the Milford International Club, which has the advantage of a seaside location unlike any other of the area golf courses.

However, the fantastic view is blocked by a huge 30-story condotel. The project was doomed from the outset — they paid Robert McFarland for his design and then attempted to build the course from the topographic maps.

Another course that more deserves attention and fiscal input is Palm Hills Country Club. The Max Wexler-designed golf course was given its final shape with assistance from the landscape designers Belt Collins and Associates. The course, however, suffers from a lack of financial support.

The professional courses in the area are doing well, with the Roger Packard designed Lakeview Country Club recently signing on with the Imperial Hotel Group.

However, The Royal Hua Hin golf course is not to be left out of the mix, having recently gotten a facelift from Tony Taylor and his company, Quality Golf Consultants. The famous and oft-photographed par-3 14th hole was recently redesigned as were the 15th tee boxes. There is currently a plan to give the course a gradual renovation.

The man behind the tourist growth in the Hua Hin area is Frank Gilbride, the operator of Hua Hin Golf tours.

Hua Hin has been operating for six years and have experienced 40-percent growth yearly.

In the last two years his firm has experienced a boom, with business up 65 percent in the last year and a projected 100-percent increase this year.

Hua Hin Golf Tours is well on track to surpass 10,000 green fees this year. Gilbride insists that "word of mouth is still our best advertiser," but concedes that the depreciated baht has made vacationing in Thailand all the more attractive.

Gilbride offers a five-night, four-golf course package for less than \$250 US.

Continued on page 66



Sweaty palms?  
Furrowed brow?  
Bloodshot eyes?

Don't let gremlins in your pump station keep you up at night.

Call FLOWTRONEX PSI.

No one has created more industry innovations. No one gives you better, more advanced service capabilities. No one maintains over \$2 million in parts inventory to ensure fast and accurate delivery. And no one engineers a better pump station to fit your unique needs.

It all adds up to the best engineered, most worry-free pump station in the world. One that gives you superior strength. Superior performance. And a superior night's sleep.

So before you make any decisions, talk to the people at FLOWTRONEX PSI.

Yes, we may cost a little more than the other guys. But, rest assured, you'll never suffer through one of their pump station nightmares.

**FLOWTRONEX PSI**  
Pumping Systems

(800)786-7480 (214)357-1320  
E-mail: ftxpsi@flowtronex.com

If Pump Station Paranoia Has You Losing Sleep,  
Here's Some Peace Of Mind.



© 1998 FLOWTRONEX PSI

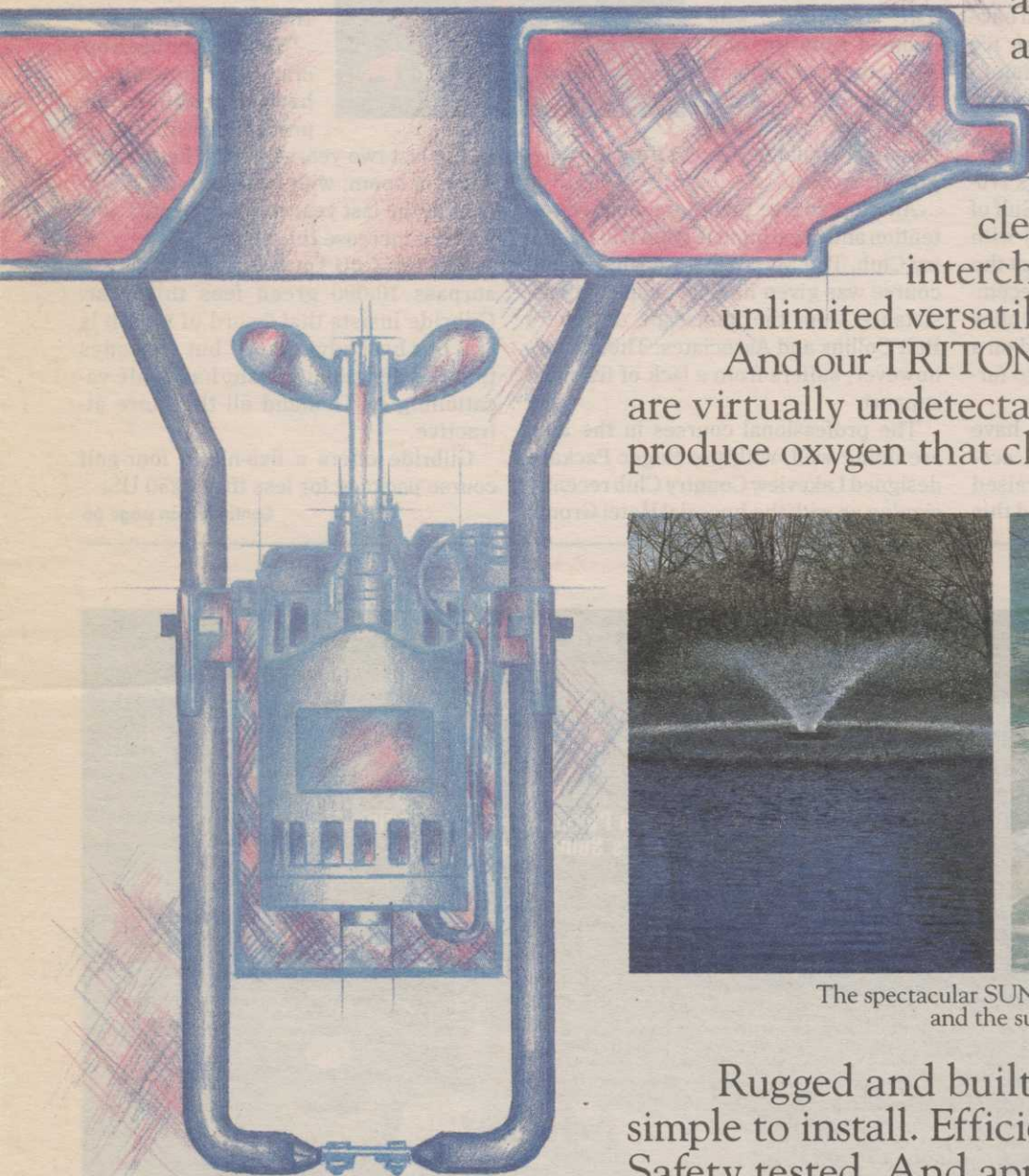
# Troubled Waters?

Before water can enhance a landscape, it has to be healthy. The results of poor water management can be unsightly, smelly and costly.

Otterbine quality water management keeps ponds and lakes sparkling, clear and odor-free. Naturally, efficiently, and beautifully.

Otterbine CONCEPT<sub>2</sub> surface aerators give nature a boost by stimulating natural water cleanup processes. They offer interchangeable spray patterns for almost unlimited versatility.

And our TRITON and AIR FLO subsurface aerators are virtually undetectable as they create strong currents to produce oxygen that cleans and purifies.



Otterbine aerators, designed to move high volumes of water, are built for years of dependable service.



The spectacular SUNBURST<sub>2</sub> from Otterbine's versatile CONCEPT<sub>2</sub> line; and the subsurface aerators TRITON and AIR FLO.

Rugged and built to last, all Otterbine aerators are simple to install. Efficient. Compact. Self-contained. Safety tested. And approved by the Electrical Testing Laboratory.

Our comprehensive product line ranges from the highest technology in aeration systems to OTTERSHADE, the new environmental lake dye. And we stand behind a 35-year tradition of quality, pride and fast, effective service.

Call or write, today, to find out how Otterbine can help make your water work, beautifully.

**Water works with Otterbine.**  
3840 Main Road East  
Emmaus, PA 18049 USA  
(610) 965-6018



## BRIEFS



## SAHALEE STAFF BUILDS WEB SITE

SEATTLE, Wash. — With the 80th PGA Championship three months away, the Sahalee Country Club maintenance staff has developed a web site on the Internet: [www.sahalee.com](http://www.sahalee.com).



"The entire ... staff has worked very hard on the web site," said superintendent Tom Wolff. "We know this is going to

be a great experience for all of us, hosting a major championship, and it was the feeling of the crew that many people would be interested in the comprehensive information listed on the web site." The site covers history, staff, the 1998 PGA Championship, construction, equipment, weather, mowing, irrigation, turf, landscape and a fact sheet. Wolff can be called at 425-868-1600.

## PGMS, GREEN EXPO PLANNED

NASHVILLE, Tenn. — The 1998 Conference of the Professional Grounds Management Society (PGMS), coupled with the Green Industry Expo, is planned for Nov. 14-17 at the Opryland Hotel and Convention Center here. Fifty



educational sessions are planned. For more information, people may contact PGMS headquarters at 120 Cockeysville Rd., Suite 104, Hunt Valley, Md. 21030; telephone 410-584-9754.

## PEST ACTIVITIES A CALL, OR FAX AWAY

AMHERST, Mass. — The University of Massachusetts Extension's Landscape Message, a toll-free phone message which provides weekly regional updates on cultural and pest activity, is now available in a Faxed version. The Extension reports that subscribers will receive about 20 messages per year, including weekly during the growing season and monthly in the off-season. More information is available by calling 413-545-0895. The phone message can be heard by calling 800-226-4476 (4IPM).

## HOLLEMBEAK GETS CREDIT

SUGAR GROVE, Ill. — In May's page 1 story on Rich Harvest Links, the reporter neglected to mention that Hollembek Construction, Inc. of Big Rock built the first 11 holes of Jerry Rich's 18-hole estate course. A member of the Golf Course Builders Association of America, Hollembek did all the earthwork and shaping, except the irrigation, on those 11 holes. Ryan Inc. Central of Janesville, Wis., built the last seven holes.

## GCSAA, PGA Tour Join In

## K-State's pioneering curriculum to start superintendents en route to management

By MARK LESLIE

MANHATTAN, Kan. — A new breed of college curriculum, one that opens management avenues to future golf course superintendents, will begin with construction of a prototype Tournament Players Club (TPC) university course at Kansas State University here.

Colbert Hills Golf Course, named for PGA Senior Tour player Jim Colbert, will be many things to many people.

"The positive impact of this project will be far-reaching," said Stephen Mona, chief executive officer of the Golf Course Superintendents Association of America (GCSAA), "a golf management program to train tomorrow's leaders, a research facility to aid the golf industry, and a first-class

facility for golf enthusiasts..."

It will provide "unique research and academic opportunities for K-State researchers and students," said Bob Krause, K-State's vice president for institutional advancement.

"We have the opportunity to make something very special happen — something that will have a lasting impact on the world of golf and enhance the golf program at the university where I began my career," said Colbert, who donated \$500,000 and raised millions from friends toward the \$10 million facility.

"The university will use the course to train turf students how to manage, so that they can aspire upwards if they want," said Jeff Brauer of GolfScapes in Arlington, Texas, who is designing the

RELATED STORY, PAGE 28

18-hole championship course, nine-hole teaching layout and driving range.

While faculty, Audubon International and others draft environmental study proposals, it is the education element that particularly sets Colbert Hills apart as far as turfgrass students are concerned.

Assessing members' needs when he arrived as GCSAA chief operating officer in 1994, Joe O'Brien recalled superintendents said "one of the easiest things they did was grow grass. One of the most difficult was to explain it and justify it from a business perspective. Couple that challenge with the fact that so many facilities — especially those in

Continued on page 20



The 8th hole at Cedarbrook Golf & Country Club.

## Canada's new president sets goals for profession

By PETER BLAIS

Becoming the 30th president of the Canadian Golf Superintendents Association (CGSA), mowing the 18th green at St. Andrews, marrying a wonderful woman and having a family — these are goals recently elected CGSA President Doug Meyer has met.

Hosting a major tournament, helping groom Augusta National in preparation for the Masters, building and growing in a new course, and making certain the CGSA's national conference continues moving across the country allowing more supers to become involved with their national association are goals Meyer hopes to achieve.

"Being part of this organization is a great honor and I look forward to representing the CGSA in the most professional way I can," Meyer said.

Meyer's entry into the superintendent field blossomed from an appreciation of the outdoors he gained during his upbringing on his parents' dairy farm in LaChute, Quebec. Following the lead of



his two brothers-in-law, one a golf pro and the other a turf industry student, he left agriculture and at age 16 got his first golf course job on former CGSA President Tom Johnson's summer grounds crew at Carling Lake Golf Club in Pine Hill, Quebec. Johnson became young Meyer's mentor and the newly elected CGSA president decided to make the golf business his career.

Meyer enrolled at Guelph University, studied turf management worked summers at Cutten Club in Guelph and later as a university research technician under retired professor and former dean Clay Switzer. He graduated with an associates degree in turfgrass science and eventually earned additional degrees in horticulture and a Turf Management Short Course degree from Guelph.

After a brief fling helping run the family dairy farm, Meyer accepted the post of superintendent at Cedarbrook Golf & Country Club in Ste. Sophie in 1975. He has remained at the private club ever since.

Continued on page 18

## Canadian scientists shed light on roots and microbes



ON THE GREEN

By PETER BLAIS

Roots and microbes is a marriage made in heaven that can only lead to healthier putting surfaces, according to a study funded by the Canadian Turfgrass Research Foundation (CTRF).

The CTRF is a coalition of the Royal Canadian Golf Association, Canadian Golf Superintendents Association and seven regional turfgrass foundations. With matching government grants, the coalition raised \$768,000 between 1993-97 and funded 10 projects at five different Canadian universities and facilities.

Dr. Brian Holl of the University of British Columbia was one of three researchers who discussed their projects during the recent CGSA annual conference in Calgary. Holl's speech was titled "Life in the Underworld — Roots and Microbes."

"On greens," Holl said, "we take the photosynthetic area and cut it down as close as possible to the ground without killing the plant. Then we hit it with a bunch of white projectiles every day. Then we give people spiked shoes and tell them to walk all over that minimal photosynthetic area. In the coastal region, we tell them to do it year-round. At the end of all that, we act surprised when we find that grass is in trouble. I'm not surprised. The amazing thing is that superintendents are able to keep the stuff alive at all."

Researchers and superintendents are so concerned about the actual putting surface, that they often forget what goes on below the surface, in the roots. "We want to

Continued on page 24

# NORTH TEXAS SUPERS DONATE GREEN FOR CHILDREN'S HOSPITAL

More than 30 members of the North Texas Golf Course Superintendents Association (NTGCSA) participated in its Marathon of Golf held at Walnut Creek Country Club on March 23. The association raised more than \$12,000, exceeding its goal of \$9,000. NTGCSA is contributing these funds toward construction and maintenance of a small putting green in honor of Quinton Johnson within the new James F. Chambers Jr. Youth Fitness Park at Texas Scottish Rite Hospital for Children in Dallas. These facilities will provide opportunities for young people who are physically disabled to participate in sports and other activities previously not available to them. The hospital specializes in working with such individuals. On May 20, a special dedication ceremony was held at the putting green site.

# Meyer leads Canada's supers

Continued from page 17

He was president of the Quebec Golf Superintendents Association in 1984-85 and became Quebec director of the Canadian Golf Superintendents Association in 1991. He is a master superintendent in Canada and a certified golf course superintendent with the Golf Course Superintendents

Association of America.

Meyer is married with two children, David and Karen.

Meyer has done some design at Cedarbrooke. He reconstructed the bunkers and added a pond on the par-3 8th hole. "It was the most boring hole on the course, but is now our signature hole," he said. He has also naturalized many

areas to be more environmentally friendly and adding color.

Meyer has also sought to educate local groups, especially children, about the environmental benefits of his course and golf. He invited a group of school children to the course, had the assistant pro give each a one-hour free golf lesson, and gave each child some balls and a free club from the club's lost-and-found.

During the winter, Meyer went to the school, provided the students with materials to build bird houses for bluebirds (a species that had not appeared at the course before), and had the students return to install them during the summer. "The project was very successful," he said. "We had the kids put their names on each bird house. Then my wife went out each week, took notes on the number of eggs and sent the information back to let them know how successful their houses were."

Being a Quebec native, Meyer is naturally a National Hockey League fan. "Two years ago, I got an emergency phone call at home at 1 p.m. on a Sunday afternoon," Meyer recalled. "It was Claude Lemieux of the Avalanche. He said he had (Avalanche goalie) Patrick Roy and another friend who wanted to play. I told him to come on over around 3 p.m. and maybe I'd play nine holes with them. So, they show up in the parking lot and the other friend was Fred Couples. We had a great time. We went out to supper that night and then went over to Patrick Roy's house. Fred Couples put on Patrick's goalie pads and we went downstairs and started shooting pucks at Fred Couples. You never know who you're going to meet in this business."

Although not of Couples' caliber, Meyer is an accomplished golfer, having represented his country at four Ransomes International cups and one Hayter Cup. During a recent speech in Calgary, Meyers said that becoming involved in the Canadian association has afforded him the opportunity to travel and play golf. "One of my dreams as a superintendent was to cut the 18th green at St. Andrews," he said, pointing to a slide on a screen behind him. "That's me at 5:30 in the morning, cutting that green."

Another international event, El Nino, had a major effect on Meyer's course this winter. Quebec was hit with a major ice storm in early January that left some people without electrical power for a month or more. But being from a country that has spawned such famous comedians as Howie Mandel, John Candy and Rich Little, Meyer was able to see the funny side. "Most of the maple trees had their tops snapped off, the canopies were gone," he noted. "It was a great chance for superintendents to get rid of trees that were giving them shade problems around their greens."



## Act now! Or this may be the only pest control tool you'll ever use again!

### How come?

Because the Environmental Protection Agency is reevaluating the pesticides you count on to run your farm, keep bugs out of your house and weeds out of your garden.

As early as May, you could begin to lose some of the most trusted insecticides on the market today.

### Why?

Because EPA isn't asking

you--the pesticide user--or other Americans how you actually use these pest control products. Without accurate input, the new Food Quality Protection Act cannot be fully and fairly implemented.

### So what?

So you lose many cost-effective pesticides--the tools you depend on most. Fewer products lead to less effective

IPM. Pest resistance rises.

Damage occurs.

So what?

### So act now!

Write to:

The President

The White House

1600 Pennsylvania Ave., N.W.

Washington, D.C. 20500

For more information, log on at [www.acpa.org](http://www.acpa.org) or call RISE at (202) 872-3860.



©1998 American Crop Protection Association.

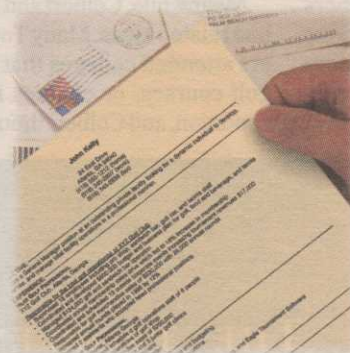




At PGA CareerLinks,  
we place the phone calls,



talk to  
the people,



and sort through  
the resumes



just so you can hire the most important person on your staff – a PGA Professional.



CareerLinks

Golf facilities all over the United States are using PGA CareerLinks to hire their PGA Professional.  
Tell us what you're looking for in your next golf professional, and PGA CareerLinks does the rest.

It's fast, free and just a phone call away. Call PGA CareerLinks today at

**1-800-314-2713**

PGA CareerLinks. Golf's Best Jobs. Golf's Best People.

# K-State breaks ground in curriculum

Continued from page 17

the hands of management companies — were moving toward one person being the key individual and manager of a facility, and it was obvious that our members needed some better preparations to fulfill the types of jobs out there today and that would be in probably greater number tomorrow."

O'Brien, Mona and others decided to work with universities to amend turf programs to prepare students for "a broader educational opportunity."

Meanwhile, Colbert and Krause had related ideas. Many Tour players attended colleges that had no golf courses, or courses in poor condition, and Colbert thought the

PGA Tour had all the capabilities to design, build and manage a college course at a reasonably priced level than the normal corporate-level TPC facility.

"His vision was that the Tour could not only do these things, but use the Tour player as one of the chief fund-raisers and architect of name," O'Brien said.

*"We may, in the next few years, step up our influence at existing turf programs that won't have a PGA Tour course, but do have hospitality and business education."*

— Joe O'Brien, GCSAA chief operating officer

Krause was not only interested in a new golf course but in K-State being state-of-the-art in turfgrass and environmental re-

search and extending golf into the Outward Bound program the school conducts for minorities in the summers. When he mentioned building a course in conjunction with Colbert, the PGA Tour suggested that Krause contact the GCSAA. The timing was perfect.

"The opportunity sounds way too good to be true," said O'Brien, "because it ties together three of our objectives (the golf course management program, a chance to reach minorities and research) all in one wrapping with an affiliation with the PGA Tour and an outstanding university."

"I thought this was too ideal. But I started working with Bob Krause and Kansas State, and I realized what a dynamic, progressive and unified university it is."

From the beginning the GCSAA gave permission to use its name in fund-raising materials.

"We would like a big say in the curriculum," O'Brien said. "We were allowed a say in how to structure the two internships: one at Colbert Hills and the other at PGA Tour facilities. In essence, we were assured the internships would be quality and broad-based and introduce students to the whole business."

GCSAA officials also helped develop the materials to attract students and consulted in structuring the position of superintendent at Colbert Hills and in future placement of graduates. And at the same time the GCSAA was considering how to improve the nature and quality of its scholarships, this move gives it "the opportunity to look at minority scholarships in this major because there is a shortage of minorities in this profession," O'Brien said.

K-State's new major in golf course management focuses on all aspects of running a golf course. Curriculum includes traditional turfgrass management courses in the agricultural and biological sciences along with general education courses in business management, hospitality and food-service operations.

"If the PGA Tour were to move to another university that needed a golf course but not the prerequisite educational capabilities, we may not go on with our curriculum, etc.," he said. "On the other hand, we may, in the next few years, step up our influence at existing turf programs that won't have a PGA Tour course, but do have hospitality and business education."

"We are excited to be involved as the manager of the facility,"

Continued on next page

## THE PROBLEM IS COMPLEX.

The temperature rises. So does the humidity. And you've got a problem, because conditions are perfect for algae and turf diseases like Brown Patch and Pythium Blight. If the health and vigor of turf are your responsibility, you really feel the heat.

## THE SOLUTION IS SIMPLE.

The solution is Fore®. The active ingredient in Fore creates powerful synergistic action with products like Subdue®, Aliette®, and Banol®, to control a wide spectrum of your worst summer challenges. Mixtures that provide a simple solution to some tough problems.

## FORE®...ALL THE RIGHT REASONS.

And there's more. Like the way Fore controls over a dozen fungus diseases. Easy-to-use packaging combined with cost-effective, broad-spectrum turf protection make Fore your best solution for complicated problems. Call 1-800-987-0467 to get more information.

**ROHM  
HAAS**



ALWAYS READ AND FOLLOW LABEL DIRECTIONS.  
Fore® is a registered trademark of Rohm and Haas Company. Subdue® is a registered trademark of Novartis. Banol® is a registered trademark of AgrEvo. Aliette® is a registered trademark of Rhone-Poulenc.  
©1998 Rohm and Haas Company T-0-241

# Royal Birkdale undergoes major changes in prep for British Open

By TREVOR LEDGER

**S**OUTHPORT, Lancashire, England — Confronted with greens below the standards required of an international golf venue, and at the same time faced with hosting this year's British Open, July 12-19, Royal Birkdale Golf Club has completed a major reconstruction of its putting surfaces.

Royal Birkdale, one of the world's premier links courses, has been reconstructing and partially redesigning every green on the course.

Royal Birkdale has been plagued with slow early-season grass growth and greens with schizophrenic qualities, sometimes dry and diseased, yet soft, spongy and slow at other times. The previous head greenkeeper, Tom O'Brien, practiced myriad procedures to remedy the problem — Verti-draining, solid and hollow tining, slitting, chisel tining, mole ploughing and top dressing.

After the Open at the club in 1991, the problem was addressed. A six-man committee was formed to review past practices, obtain advice, submit recommendations and research estimated costs for improvement.

It turned to such experts as the U.S. Golf Association, Dr. Martin Hawtree of Hawtree Ltd., the Sports Turf Research Institute and O'Brien. The unanimous opinion was that the problem lay in the greens' root zone.

From 2 to 6 inches deep, the soil was anaerobic, dense, contained too fine a particle size, had a plastic consistency and was too rich in humus.

The fine grass roots were unable to penetrate this layer. Thatch formed and this resulted in the shallow-rooted grasses dominating the fescues and bentgrasses.

The experts unanimously recom-



1998 British Open venue Royal Birkdale has undergone five years of renovation.

*From 2 to 6 inches deep, the soil was anaerobic, dense, contained too fine a particle size, had a plastic consistency and was too rich in humus.*

mended that the worst greens — 1, 2, 10, 15 and 17 — should be re-turfed onto a better root-zone base. The committee approved the project.

On Sept. 7, 1992, JD Greasley Ltd. began lifting the turf, removing the problem layer, replacing it with a soil/sand mix as designated by STRI and then re-laying the original turf. This avoided rejection of new turf, a distinct possibility especially in such a salty environment as found in dunes land.

The behaviour of the new greens was also a major consideration. They had been so soft that golfers walking over them left footprints.

It was imperative that the new root zone avoid high organic content and was sandy enough to enable free-draining greens, which would be in keeping with Birkdale's heritage.

With the greens being rebuilt, Dr. Martin Hawtree was hired as the third generation of Hawtrees to work on Royal Birkdale.

He had three aims in his designs: raise some greens to aid drainage, give more contour variation and interest, and marry the putting surfaces harmoniously and intricately with the surrounds.

Thus, the 17th green, once a single-tiered surface, is now double-tiered to the tune of about 75cm height variation and has a new pot bunker at the back right.

Although the work was scheduled for completion On Oct. 26, 1992, a mere seven weeks after it began, that did not happen.

A special general meeting was held in December 1992, and it was unanimously agreed to reconstruct the remaining 13 greens using the same team. Throughout the fall of 1993 the remaining greens underwent the same process as the first five and the practice putting green was moved.

Players who go too long on the approach to the 18th will find a new fate awaiting them as Ken Moodie of

Hawtree Ltd. explained: "There are some significant new hollows on the back of the green which will make a trip back much trickier than before."

Again, time was of the essence, but fair weather and good teamwork aided the job and it was only 17 weeks in the making. It was time for the "icing on the cake."

"Since then we have constructed new championship tees on holes 7 and 17, and repositioned and remodeled the left-hand drive bunkers on hole 15," Moodie said. "The bunker at the front right of green 6 has now been remodeled ... into two pot bunkers."

Having laid the greens, it was essential that they be brought on and the fine grass encouraged to re-establish its supremacy over the invading *poa annua*.

A significant program of hollow tining was a major part of that work. Having overseen the initial regeneration, O'Brien retired after many years service and passed the greenkeeper's baton to Chris Whittle in November 1994. Whittle was no stranger to high-class turf, having previously been at Muirfield.

Indeed, 1998 is not his first British Open. He had prepared Muirfield for the 1992 tournament. For Whittle, the primary task was to continue the work that had been started. He was happy with the good foundation from which to work, thanks to the radical decisions taken by the green committee in 1991.

What does he think about the millions of viewers casting their eyes over the fruits of his daily labor?

"I try not to think about it," he said. "You can't sit back and worry. You just have to get on with the work. I'm looking forward to it."

The firm and fast putting surfaces that golfers expect at Royal Birkdale will be unveiled to the world in July.

## K-State pioneering

Continued from previous page

PGA Tour Properties President Vernon Kelly said in a press release.

Ground-breaking ceremonies will be held at 11 a.m. June 12 on the 1,200-acre site, three or four miles from the football stadium, on the northwest corner of town.

Brauer, who will design the course alongside builder Wildcat Golf Inc. of Wichita, selected the property from four available. The course will meander through several valleys, and a few of the holes will have trees, he said, but "the predominant character is konza prairie."

"We are going to disturb as little of the prairie as possible," he said.

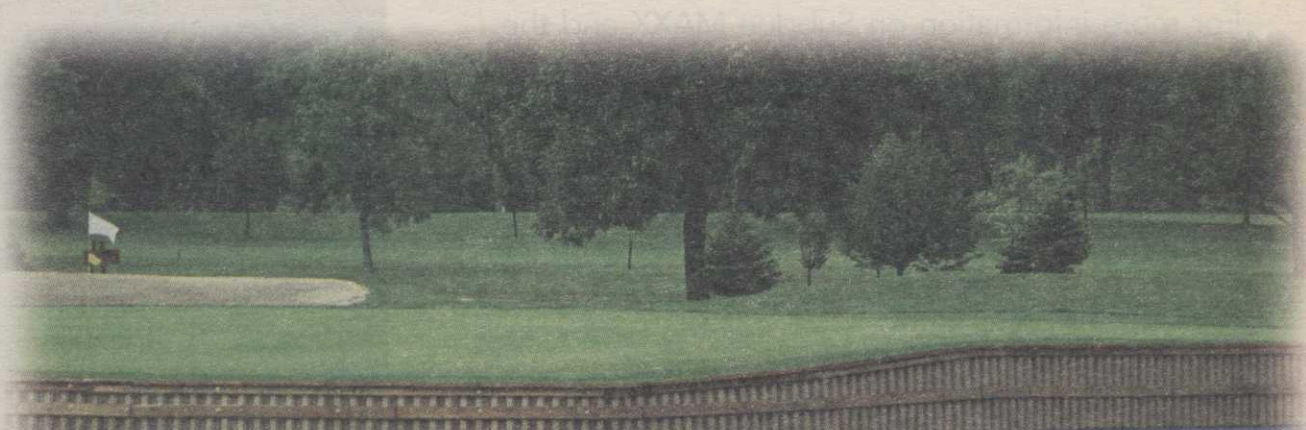
The layout will stretch from 5,000 yards on a special set of "senior tees" to 7,500 yards for collegiate tournaments.

Because of the type of play expected, Brauer said he "pushed the envelope" for fairways. "The standard corridor is 300 to 350 yards," he said. "We're at 400 feet here."

Therefore, future residential development will not impact the course, he said.

The par-3 course was included in the project, keeping in mind The First Tee program to attract youths and minorities to the game of golf.

GOLF COURSE NEWS



**There's no better way to keep water from being a hazard.**



Here's your most attractive alternative yet for protecting greens and fairways from the hazards of water. C-LOC® engineered vinyl sheet piling— heavy-duty, interlocking vinyl panels that are great-looking when new, and great-looking over time because they're

impervious to rot, rust, and UV damage. Plus they're easy to install, maintenance-free, and more cost-effective. For a source near you, call 1-800-690-C-LOC. Don't let water be a hazard for you.

**C-LOC®**  
Engineered Vinyl Sheet Piling  
Designed Better. Lasts Longer. Installs Easier.

A Crane Plastics Company product. Check it out on our web site at [www.c-loc.com](http://www.c-loc.com).



Subdue MAXX - The most effective Pythium control at the lowest cost.

Subdue MAXX is the most effective Pythium control on the market. Its long residual of up to 21 days and low cost per 1,000 sq. ft. make Subdue MAXX the best value for your Pythium control dollar.

Subdue MAXX also controls Pythium Damping-Off and Yellow Tuft (Downy Mildew). And by using it as a tank mix partner with chlorothalonil, you can control both Pythium and Brown Patch during stressful summer Bentgrass decline periods.

Plus, the revolutionary water-based microemulsion formulation of Subdue MAXX means less chemical on your course, and less to store and handle.

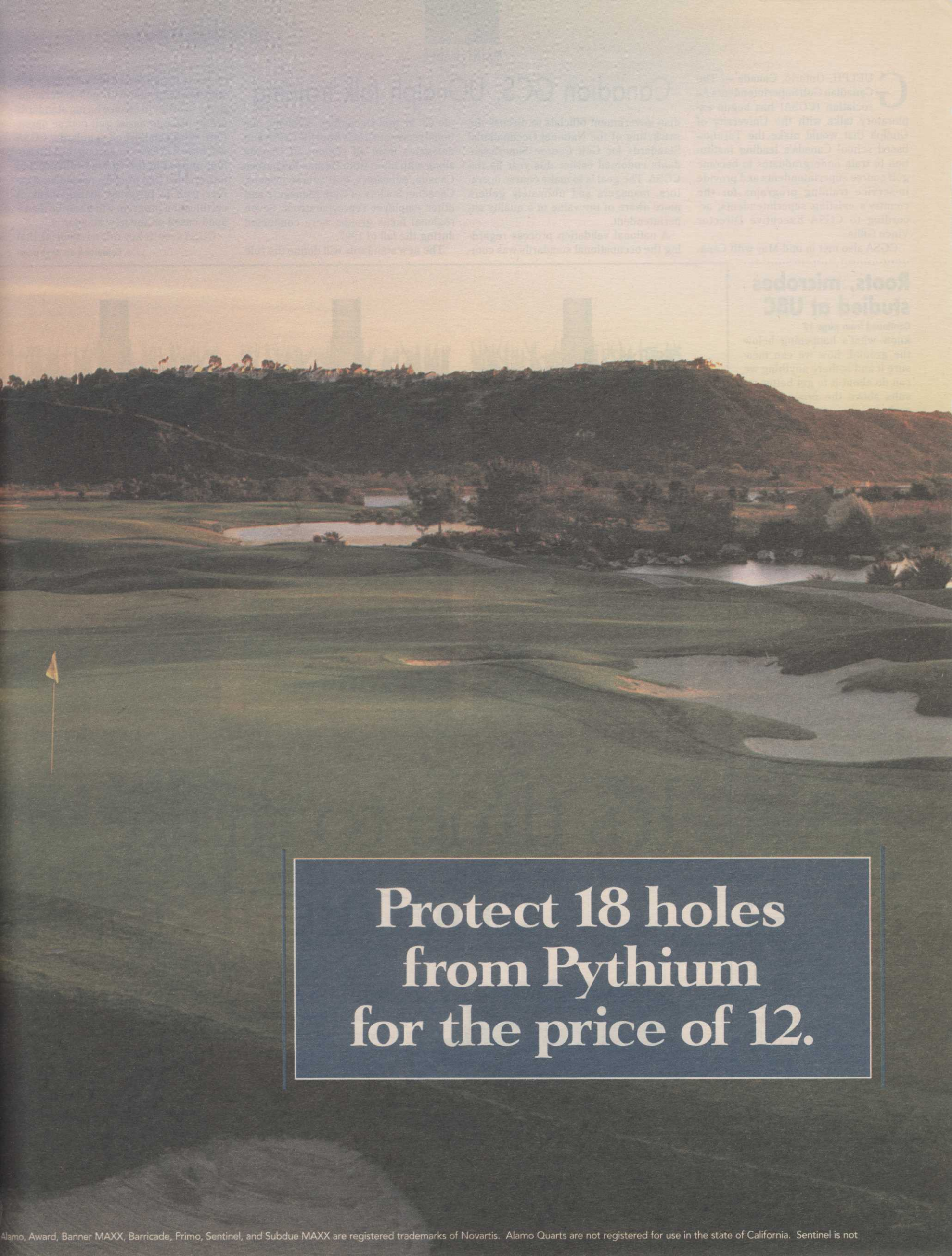
For more information on Subdue MAXX and the rest of the Novartis line of turf products, call 800-395-TURF for the name of your Novartis Sales Representative. **Or you can visit our website at [www.cp.us.novartis.com](http://www.cp.us.novartis.com).**



Subdue MAXX is an important part of the Novartis Total Turf Program, the system of leading-edge products to help you protect and maintain your entire course throughout the year.



Alamo®  
Award®  
Banner® MAXX®  
Barricade®  
Primo®  
Sentinel®  
Subdue® MAXX®



Protect 18 holes  
from Pythium  
for the price of 12.

**G**UELPH, Ontario, Canada — The Canadian Golf Superintendents Association (CGSA) has begun exploratory talks with the University of Guelph that would make the Toronto-based school Canada's leading institution to train undergraduates to become golf course superintendents and provide in-service training programs for the country's existing superintendents, according to CGSA Executive Director Vince Gillis.

CGSA also met in mid-May with Canadian

## Canadian GCS, UGuelph talk training

government officials to discuss the marketing of the National Occupational Standards for Golf Course Superintendents endorsed earlier this year by the CGSA. The goal is to make course operators, managers and ultimately golfers more aware of the value of a quality superintendent.

A national validation process regarding the occupational standards was com-

pleted in mid-December involving national representatives from the CGSA and delegates from all regions of Canada along with input from Human Resources Canada, educators, golf course owners, Canadian Society of Club Managers and other employer representatives. Seven regional focus groups were conducted during the fall of 1997.

The new standards will define the role

and responsibilities of the various people who work for and with golf superintendents in order to ensure hiring standards are in place to assist golf course operators. With established standards, CGSA will have a greater impact on the curriculum utilized in the various colleges and universities that prepare people for a career path in turfgrass management. A certification program will likely be developed based on the new standards.

CGSA sees its key role as ensuring that

Continued on next page

## Roots, microbes studied at UBC

Continued from page 17

know what's happening below the ground, how we can measure it and is there anything we can do about it to get better results above the ground," Holl said.

Soil, he explained, consists of living organisms — i.e. roots, algae, fungi, bacteria and actinomycetes. Bacteria and fungi are the most common constituents. Healthy soil averages 110 pounds of bacteria and 330 pounds of fungi per 1,000 square feet. These microbes function in a complex, interactive ecosystem that benefits root development.

But sand, the major component of putting surfaces, is not a good medium for growing microbes. Sand drains well and is compaction tolerant, but is a "crummy" place to grow microbes, Holl said. Microbes want water and sand doesn't hold water.

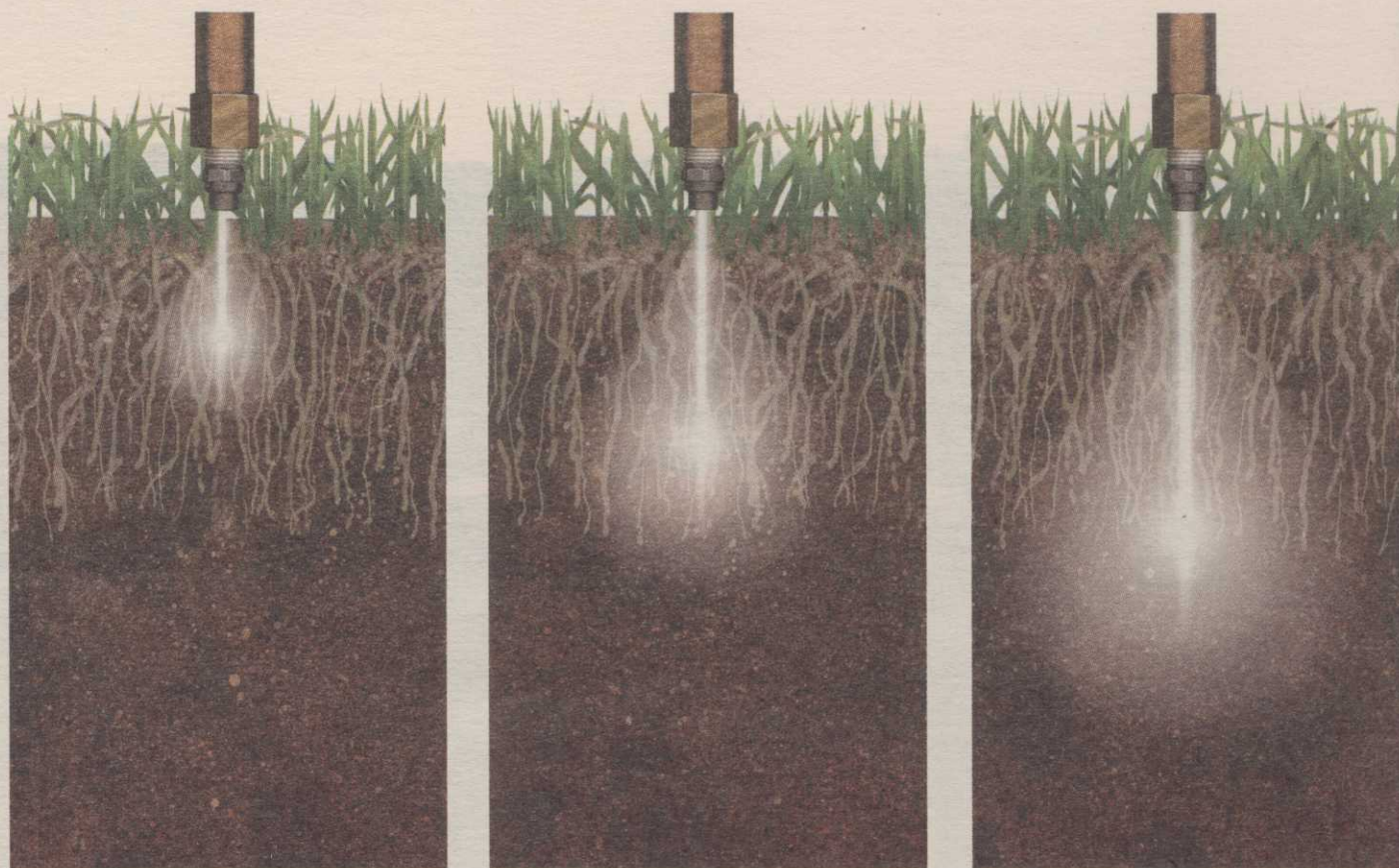
Holl reasoned that by studying microbe levels in various greens, he might discover why some greens do well while others suffer. So he asked three superintendents to select a good green (one that does well all times of year), a bad green (one that gets in trouble when stressed) and a control green at their courses.

Holl studied samples from the greens using computerized plate readers. "We anticipated we'd find differences in terms of groups of substrates, and we did," he reported. "But we also discovered something surprising. Carbohydrates and organic acids were the two substrates most readily available. They were used most widely during the winter and during stress periods [particularly July]. The easy substrates were used heavily when stress was present.

"The second thing that surprised us was the presence of many peculiar substrates. It looks like some of those nucleic acids and sugar phosphates vary during certain times, between good greens and bad greens, and between particular times of the year."

While it is possible to finger-

Continued on next page



From tee to green, the Envirojet's infinite adjustment lets you direct liquid and chemical injection anywhere from 1" to 6" below the surface.

# It's time to make an chemical applic



## Introducing the Cushman® Envirojet™ 160.

Need to apply a soil amendment below the root zone? Want to kill mole crickets just below the surface? The Cushman Envirojet 160 with instant depth adjustment is the only choice for all of your sub-surface problems, no matter how shallow or deep they may be.

Just set the Envirojet to your desired depth up to 6" and its patented liquid injection system will cleanly and evenly saturate your target area and provide excellent compaction relief.

## UGuelph adds second session to open room for more students

GUELPH, Ontario, Canada — The University of Guelph Turf Managers Short Course held every February has just become a bit more accessible.

To meet the heavy demand for the concentrated course, the University of Guelph has added a second session in the fall of 1998 from Nov. 16 through Dec. 11.

Registration is now open for both the fall and the winter offerings.

The course, offered for the past 30 years, has been a challenge to get into for the last two decades. Last Nov. 10, registration opened at noon for the February 1998 offering. The 50 spots filled within four minutes.

"The line-up was like waiting for con-

cert tickets," said manager Peggy Nagle.

"Students started lining up at the door at 2 a.m. By 11 a.m., there were 60 people in line waiting to register. At the stroke of noon, our phone lines and fax lines went crazy with calls from across Canada."

The intensive four-week program is

in such high demand because of the quality of teaching and the marketability of its graduates, Nagle said.

For more information on the Turf Managers Short Course or to register, contact the University of Guelph, Office of Open Learning at 519-767-5000; facsimile 519-767-1114; e-mail to [info@open.uoguelph.ca](mailto:info@open.uoguelph.ca).

Conveniently located control panel ensures simple operation of the Envirojet.



Simple adjustment allows you to achieve the ideal injection depth without changing valves, jets or other equipment. The accumulator and pump disperse 8 gpm at user-selected pressures of 2,000 to 3,500 psi.



The large 160-gallon tank and the only mechanical agitation in its class creates and maintains even mixtures and allows for the use of wettable powders, liquid concentrates and polymers.

Rotating brushes provide a clean finish with top-dressing capability for turf that is immediately playable after treatment.



The patented injection process disperses liquids from each nozzle to cover a width of more than four inches beneath the surface. This ensures total target area saturation and eliminates incomplete or inconsistent coverage.

All-mechanical, electronic-free sequencing gives you even distribution without danger of over-application on hills, through turns, or at stop and start.



# adjustment in your ation practices.



The Envirojet easily attaches to your Turf-Truckster and covers up to 76,000 sq ft/hr for use everywhere on your course, including slopes and greens.

The Envirojet is unique because it uses a swirling jet of liquid, rather than a simple high-pressure stream. As this jet expands it creates a cone of micro-fissures which ensures even distribution and helps break up the soil. The Envirojet's rotating brushes then sweep minor debris back into the turf leaving little surface disruption and a clean, immediately playable finish.

And because the Envirojet works underground you'll see a more cost-efficient use of materials, the elimination of run-off and overspray, and treatment that reaches only your targeted areas.

It's time to make the adjustment to sub-surface application and the Cushman Envirojet. Call 1-800-228-4444 to arrange a demo or for the name of the dealer nearest you.



**RANSOMES  
CUSHMAN  
RYAN**  
For The Best Results

## CGSA, UGuelph talk training

Continued from previous page

course operators have access to the best possible pool of talent to manage their courses. It plays another vital role, that of ensuring the preservation of the environment through the responsible use of all products required to maintain fine golf conditions. National standards will raise the awareness of the industry and the general public as to exactly what a golf superintendent does.

Canada's professional golf superintendents are anxious to clearly demonstrate the role they play in today's golf industry. Superintendents on average have 12 staff during the peak season. With approximately 2,000 Canadian courses, that represents 24,000 people employed to accommodate the 70 million rounds played each year in Canada.

## Roots & microbes

Continued from previous page

print a green based on its microbial components, it's still questionable whether the contents correlate with the way the turf looks or whether there are any specific markers that indicate whether a superintendent should be practicing a specific maintenance regimen.

In general, Holl said, sand-based or amended sand greens, especially if they are new, are a waste land for microbial habitat. Anything superintendents can do in terms of management that will enhance the development of micro habitats in a green will be an advantage.

Organic fertilizer proponents have always claimed their products stimulate microbial populations, Holl said. "We have some evidence that is true," he said. "So we're looking at organic versus inorganic fertilizers to see if there is a difference in microbial action."

"We're also looking at the idea that microbial populations can be stimulated by external sources and superimposing carbohydrate-based fertilizers on the soil surface to provide microbes with food that can carry out activities to develop healthy root systems."

## UCal Riverside's turfgrass research bearing results

RIVERSIDE, Calif. — The 2-year-old University of California, Riverside Turfgrass Research Advisory Committee (UCRTRAC) is already impacting the golf industry and general turf and sod interests in Southern California.

UCRTRAC supports turf research to improve playing surfaces for golf, baseball and other

sports; preserve the environment; increase the efficient use of inputs; develop unbiased information on cultivars and products like fertilizers, pesticides and equipment; decrease operating costs; and stay abreast of innovation. Member organizations represent golf course superintendents, professional golf-

ers, sod producers, general turfgrass interests, and UCR researchers with expertise in turf improvement, physiology, and culture.

"A golf course is a living organism with many dynamic features. Maintaining it for optimum performance, manicured appeal and sensitivity to environmental

concerns requires a working marriage between agronomics and business interests," said John Martinez, superintendent at Southern California Golf Association (SCGA) Members' Club in Murrieta and an UCRTRAC delegate. "Supporting scientific research makes good business sense because

research can reduce operating expenses for maintaining quality turf, while at the same time improving playing conditions for our members."

"Research can strengthen environmental compliance and cost effectiveness by elucidating the impacts of fertilizers and pesticides and fine-tuning the need for specific inputs," he added.

The organization's cultivar evaluations, environmental and management studies, and product testing can improve the playability and visual quality of playing surfaces.

"When you're talking about a regional golf industry with expenditures of more than \$385 million for maintenance, equipment and capital expenses in Southern California, the savings associated with research and education can be significant," said UCR turfgrass research agronomist Robert Green. "Our intent is to be of service to the turf industries in Southern California, and one of the benefits of our research and education is that we can improve the bottom line for our UCRTRAC industry clientele."

"The more long-term research on turf physiology, biochemistry and genetics complements the short-term projects and leads to long-term progress for the industry," added Green, the principle investigator on 24 research projects.

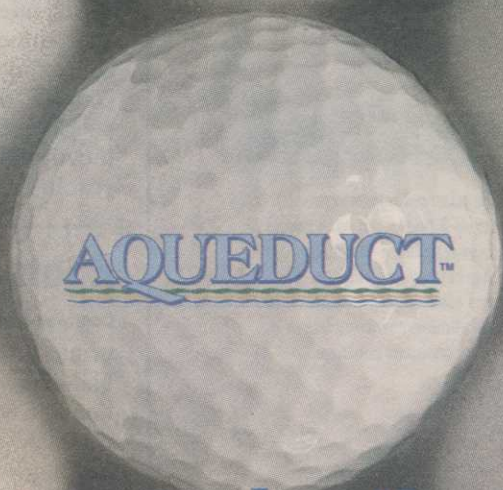
Dr. Vic Gibeault, Extension environmental horticulturist said support from the UCRTRAC member organizations has added new dimensions to UCR's Turfgrass Research Program and "has made possible additional projects with end-user needs as their focus."

The Southern California golf industry is one of the largest in the world. The region's 10 counties have 464-1/2 18-hole equivalent golf courses, according to the National Golf Foundation (NGF). More than \$385 million is spent annually on golf course maintenance, equipment and capital expenses in Southern California.

Ten to 11 percent, or 2 million, of Californians play golf, according to the NGF. In the region, golfers play, on average, 53,000 rounds of 18 holes at each course yearly, which equates to more than 24.6 million rounds of golf per year in Southern California.

UCRTRAC member organizations include the Southern California Golf Association; California Golf Course Superintendents Association (GCSA); GCSA of Southern California; San Diego GCSA; Hi-Lo Desert GCSA; California Sod Producers Association; Professional Golfers Association, Southern California Section; Southern California Turfgrass Council; Southern California Turfgrass Foundation; United States Golf Association; and UCR.

# Your Choice for Treating Localized Dry Spots Just Got Clearer.



## Proven to be the most effective surfactant to treat LDS and promote the rapid recovery of turf under stress.

For more information call  
**1-800-257-7797**

**AQUATROLS**  
Formulating For Effectiveness

5 North Olney Ave.  
Cherry Hill, NJ 08003 USA  
1-609-751-0309 • 1-800-257-7797  
FAX: 1-609-751-3859



# Think Of It As The Swiss Army Knife Of Utility Vehicles.



*The new E-Z-GO Workhorse™ does it all. Hauls plants and fertilizer. Carries sand, gravel, bales of straw, building materials. And all your tools from shovels and hoes to mowers and blowers. It comes with lots of standard features like an 11h.p. 350cc engine, a 1200lb. payload capacity and an exclusive heavy duty bed liner. With options like a larger cargo bed and power dump, you can get an E-Z-GO utility vehicle that comes with just about anything – except a corkscrew. Looks sharp, too.*



**THE FINEST UTILITY VEHICLES IN THE WORLD.™**

# Struggle for power gains momentum at clubs

By TERRY BUCHEN

WILLIAMSBURG, Va. — The traditional private club, which comprises approximately 30 percent of the slightly more than 16,000 courses in this country, have mostly been operated with "triangle management": the superintendent, manager and professional, who report to committee chairpersons who in turn report to the board of directors.

While the board sets the club policy, the chairperson of each respective committee gets involved in the operation with each respective department head. The biggest disadvantage to the board/committee system is that many times whatever they decide is assumed to be right because "it has always been done that way in the past."

The department heads do not know who their chairperson is going to be in two to three years as the board and committees are constantly changing. Because of this traditional-type operation and because the members are volunteers, the general manager concept is becoming more and more significant. The board and committees can go to one person who is in charge, while retaining the policy and advisory capacity of the board and committees.

On public-access courses, which comprise 70 percent, it is safe to say that each one will be approached by a management company in the immediate future to either buy or operate it. Management companies have been very successful in focusing on consistent management procedures that they have devised as one of their strong points. All golf courses of any type can learn from them.

The general manager-type operation uses a strong person who is very accessible to the golfers at large and who wants the extra responsibility to make themselves as close to being unexpendable as possible. This person must be a very good listener, able to delegate authority, a good "people" person who wants to be with golfers and to manage a large number of people on a daily basis, a person who is in a constant state of stability, is a well-spoken conversationalist who knows when and when not to speak, is well written, has great social skills, is very willing to learn the backgrounds of the other two department heads, is a sincere person, who must be quite confident with a lot of patience.

One better-known management company provides psychological testing of many of its employees and the golf course superintendents are regarded as

among the most intelligent and best-trained members of their management teams. Some of these superintendents elect to take on the added responsibilities of working their way up to be the director of golf and/or general manager, or at least as regional superintendents with

## LAST OF 2 PARTS

very good results.

There are still superintendents who do not want the added responsibilities of managing the entire operation. They are content at what they are doing while

still being a very extremely important member with their respective operations.

What does the future look like?

The Club Managers Association of America is taking great strides in promoting the general manager/CEO concept within its membership, while the PGA of

America is promoting the director of golf/ general manager concept with very good results, and the Golf Course Superintendents Association of America is doing its part to be very competitive in offering opportunities to

Continued on next page



# The One and Only.

## HERITAGE®—An Ounce of Prevention...

HERITAGE is a highly flexible fungicide that exhibits both preventative and curative activity against most turfgrass diseases, plus the following advantages:

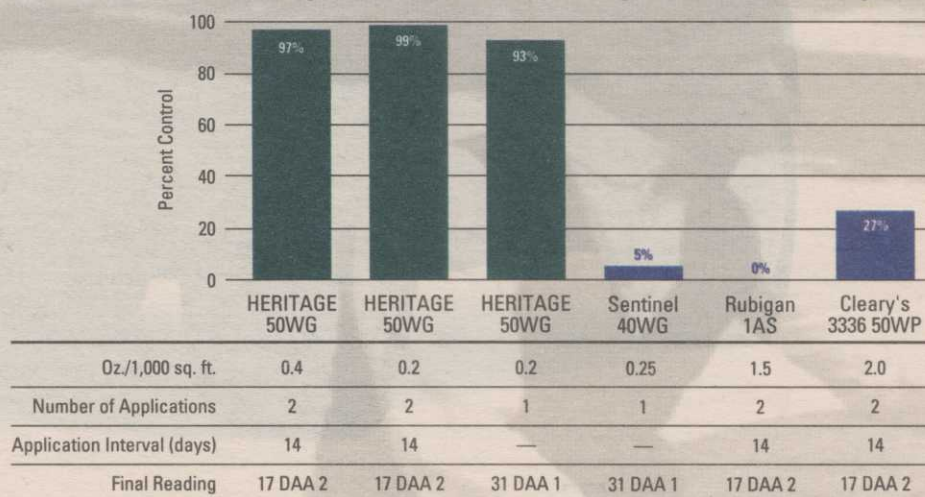
- Improves turf quality
- Controls brown patch, Pythium, take-all patch, summer patch, anthracnose and snow mold
- Reduced risk to environmental resources
- Low risk toxicological profile
- Low rates, extended spray intervals
- Novel mode of action

Once you learn about the powerful, preventative protection and its fit with your best management practices, you'll agree that it's time to change the course of your turfgrass disease management program, with HERITAGE.

For more information, contact your authorized Zeneca Distributor, or call Zeneca Professional Products Toll Free at 1-888-617-7690.

[www.zenecaprofprod.com](http://www.zenecaprofprod.com)

**Anthracnose<sup>1</sup> (*Colletotrichum graminicola*) on 80% Annual Bluegrass, 20% Perennial Ryegrass**

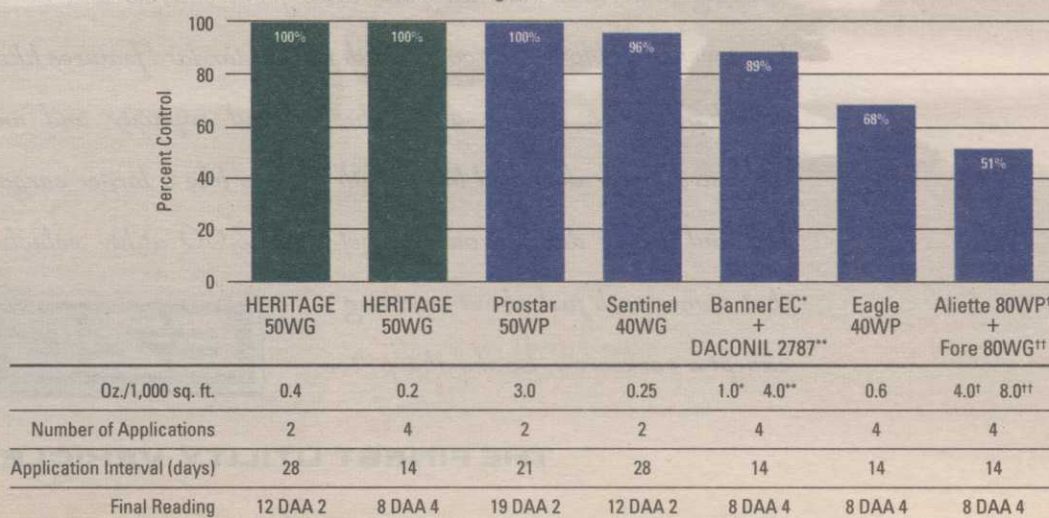


Dr. Don Scott, Purdue University, 1995

<sup>1</sup> Also isolated from plots: 2 species *Rhizoctonia*; 3 species *Pythium*; and several species *Curvularia*.

US 67-95-P354

**Brown Patch (*Rhizoctonia solani*) on Colonial Bentgrass**



Dr. Pat Sanders, Penn State University, 1994

US 66-94-P356

## Conference, tournament focus on golf and wildlife

KAPALUA, Hawaii — A one-day Golf and the Environment Conference, featuring speakers from Audubon International (AI) and the U.S. Golf Association (USGA), will be held at The Ritz-Carlton here on June 10.

Presented by the Kapalua Nature Society, the conference will illustrate how golf can be compatible with nature, as well as how courses can be well-man-

aged and in harmony with the environment.

USGA Director of Education Dr. Kimberly Erusha will speak on turfgrass and environmental research, including studies on putting greens and turfgrass varieties, and the National Fish & Wildlife Foundation-coordinated Wildlife Links program.

Dr. Miles (Bud) Smart, direc-

tor of environmental planning for Siena College-Audubon International Institute, will share insights on effectively managing aquatic resources.

Jack Swayze, Tour pro Steve Elkington's partner in the Houston firm Major Landscapes, will detail how choosing the wrong plants or planting in the wrong places can

harm the environment.

AI President Ron Dodson will emcee the conference, which runs from 8:30 a.m. to 2:30 p.m.

•••

Billed as an "eco-educational event" following the conference, the 3rd Annual AT&T Golf and the Environment Tournament will be held at The Plantation Course at Kapalua on June 14.

Sponsored by AT&T, AI and a dozen businesses, the tournament benefits the native Hawaiian plant reforestation efforts of the Kapalua Nature Society underway in the West Maui Mountains and throughout the Kapalua resort.

More information is available from head professional Matt Mitchell at Kapalua Bay Course, 300 Kapalua, Maui, HI 96761; telephone 808-669-8808.

## Creekview on way in Audubon process

CRANDALL, Texas — Creekview Golf Club has achieved the first two steps in the Audubon Cooperative Sanctuary System (ACSS) program. It has received certification in both environmental planning and water conservation, two of six categories that must be completed for a course to achieve status as a fully certified Audubon Cooperative Sanctuary.

"We recognize the commitment of Creekview Golf Club, and look forward to their achieving full certification as an Audubon Cooperative Sanctuary," said Cindy Bradley, environmental educator for Audubon International.

By joining and participating in the ACSS, Creekview Golf Club will be involved in projects that enhance habitat for wildlife on the golf course and preserve natural resources for the benefit of the local community. These projects may include: community outreach projects, utilizing integrated pest management techniques, conserving water and maintaining food and cover for wildlife.

## Power struggle

Continued from previous page

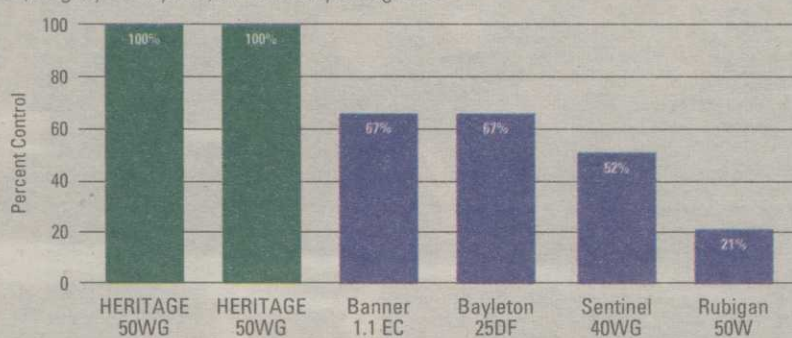
those superintendents who meet the previously mentioned thumbnail sketch of what it takes to be a good general manager.

Management companies have and will continue to operate, combining the positions of the director of golf and general manager positions — often from the ranks of club pros, for a leaner operation trying to keep the management bureaucracy to a minimum.

The traditional general manager from the food-and-beverage or accounting ranks also has proven successful as have quite a few golf course superintendents.

With this added competition, it is even more important and imperative that the "Big 3" get along with each other. As far as who is going to be promoted at their respective courses is anyone's guess. It is clearly on a case-by-case basis. Whoever is the best person for the job usually ultimately wins.

Summer Patch (*Magnaporthe poae*) on Kentucky Bluegrass

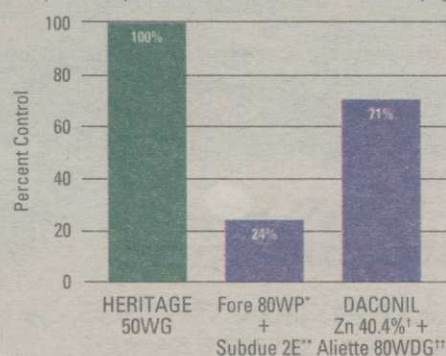


Oz./1,000 sq. ft.	0.4	0.2	4.0	4.0	0.33	0.75
Number of Applications	3	4	3	3	3	3
Application Interval (days)	28	14	28	28	28	28
Final Reading	19 DAA 3	33 DAA 4	19 DAA 3	19 DAA 3	19 DAA 3	19 DAA 3

Dr. Bruce Clarke, Cooke College, Rutgers University, 1994

US 66-94-P362

Pythium Blight (*Pythium aphanidermatum*) on Perennial Ryegrass



Oz./1,000 sq. ft.	0.4	4.0* 2.0**	6.0* 4.0**
Number of Applications	4	3	4
Application Interval (days)	14	21	14

Dr. John Watkins, University of Nebraska, 1996

USNP-96-P030

*Heritage*  
FUNGICIDE

CHANGING THE COURSE  
OF DISEASE CONTROL

## ZENECA Professional Products

Always read and follow label directions carefully. HERITAGE® and DACONIL® are registered trademarks of a Zeneca Group Company. Aliette® is a trademark of Rhône-Poulenc Ag Company. Banner®, Sentinel® and Subdue® are trademarks of Novartis Corporation. Bayleton® is a trademark of Bayer Corporation. Cleary's® is a trademark of W.A. Cleary Chemical Company. Eagle® and Fore® are trademarks of Rohm and Haas Company. Prostar® is a trademark of AgrEvo. Rubigan® is a trademark of Dow AgroSciences.

©1998. Zeneca Inc. Zeneca Professional Products is a business of Zeneca Inc.

# Biological control for *poa annua* waiting for wide test distribution

Continued from page 1

at all harming bentgrass, ryegrass or Kentucky bluegrass, and leaving *poa trivialis* barely effected.

"I would parallel it with new drugs for killing cancer tumors. That's how important it is to me," said David Major, a certified golf course superintendent at Del Mar Country Club in Rancho Santa Fe, Calif., one of four courses testing the biological. "Poa is the biggest problem we have to deal with in the condition of our greens."

*Xanthomonas campestris* was first discovered 15 years ago, according to Vargas. But it wasn't until the advent of the BioJect technology from Eco Soil Systems Inc. of San Diego that it became a viable way to fight *poa annua*, which infests golf courses from Pebble Beach to Maine. Between then and now, Michigan State licensed the rights to the bacteria to Mycogen Corp. of San Diego. Mycogen spent years trying dry formulations, but found it too expensive, and recently turned over the license to Eco Soil.

Situated in a golf course's pump house, the BioJect System actually "brews" bacteria in a fermentation process, like a still. The brew then is normally fed to the golf course through the irrigation system. Since biological controls usually must be applied frequently in order to be effective, the advent of BioJect two years ago has opened new doors for natural control of diseases and, in this case, *poa annua*.

Using this system at Michigan State, *Xanthomonas campestris* kills the *poa* and leaves the bentgrass, said Vargas.

"I'm very excited about it," said Major, who is brewing the bacteria in his BioJect but spraying it only once a week from a boom sprayer, not though his irrigation system. "This is my last miracle hope to find something that will transition out the *Poa* and let the bentgrass fill in where *poa* has encroached."

"We just started applying it about two months ago and I started seeing results in a month."

Vargas said he is recommending that superintendents start spraying the product three days a week, then modify the applications accordingly.

"Once a week may do it," he said. "I need to work out a better model. Right now, for simplicity's sake, I'd say to apply it when temperatures reach into the 80s."

Major expects the arrival of warm weather will deliver the killer blow to the *poa annua*, saying that two days of 80-de-

gree temperatures made a significant difference.

He said that besides the BioJect and warm weather, the key to *Xanthomonas campestris*' effectiveness is "wounding," or mowing the *poa annua*. When the grass plant is cut, the bacteria enters and plugs up the tissues that conduct moisture up

and down the plant.

Whether he will, in the end, apply the bacteria through the irrigation system has not been decided, Major said. "It may be more effective to have a fairway-mounted tank with which you would spray while you mow," he said. "But, if



you were to put it through the irrigation system, you can water before dawn, then mow first thing in the morning."

However it is applied, most superintendents will have to wait a year or two to get it. Jeff Johnson, president of Eco Soil's

ESSI Product Division, said *Xanthomonas campestris* will "certainly" be on the market by the year 2000.

The federal Environmental Protection Agency (EPA) is fast-tracking the product through the approval process, and is expected around June to designate it as a

Continued on next page

THERE ARE MANY WAYS TO SEND  
YOUR TURE TO AN EARLY GRAVE.  
AND ONLY ONE SURE WAY TO PREVENT IT.

HERE LIES  
NOBLE TURE  
SUCCEMDED TO STRESS-RELATED CAUSES  
HIGH TEMPERATURE, HUMIDITY, DROUGHT,  
DISEASE PRESSURE, HEAVY TUN,  
AND CLOSE MOWING

## Penn State presents honors

STATE COLLEGE, Pa. — The Golf Course Turfgrass Management Program class of 33 graduated on March 7 at the Nittany Lion Inn. Dr. James Mortensen, associate dean for undergraduate education, addressed the graduates, while the keynote speaker was Dr. John Rogers III from Michigan State University.

Timothy C. Glorioso was honored with the Zimmerman Memorial Award for Outstanding Turfgrass Student as selected by fellow classmates. The award is sponsored by Lesco, Inc.

Meanwhile, Eric D. Cederstrom, Jeffrey L. Ische and Eric C. Puls won Trans-Mississippi Golf Association scholarships, and Ische, Puls, Scott E. Carrier, Arthur J. Petrone, Scott E. Pieper and Owen G. Russell were presented Penncross Bentgrass Growers Association scholarships.

Also, Glorioso was presented the Pennsylvania Turfgrass Council award; Dan E. Stockdale the Duff Shaw Memorial; Cederstrom the D.M. Boyd award; Ann M. Paulisich the Myles Adderly Technical Report Writing Award sponsored by Denis Griffiths and Associates; and Ann M. Paulisich the PSU Alumni Outstanding Student Award.

## Poa annua

Continued from previous page  
biological fungicide while naming BioJect an application device.

Eco Soil has asked the EPA for an expanded Experimental Use Permit (EUP) for *Xanthomonas campestris* and expects approval in July, Johnson said. Until now, Ironwood Country Club and Big-horn Golf Club in Palm Desert,

Tamarisk Country Club in Rancho Mirage and Del Mar have been the only golf courses allowed to use the product. The new EUP would allow the company to use it on 5,000 acres.

That translates to 100 courses, Johnson said. There are about 400 BioJect systems in operation domestically and they have been approved in 12 states: Arizona, California, Connecticut, Florida, Illinois, Indiana, Massachusetts, Michigan, Nevada, New York, Pennsylvania and Texas.

Eco Soil may add states to this list, said Vice President of Product Development John Doyle.

"Our plan is to get 100 field sites actively involved as soon as possible," Johnson said. "The results will be very apparent within the first growing season. They will either see wilting [of *poa annua*] or not. It will not necessarily kill all their *poa*. It may be a longer-term process than that."

Thus far, he said, "We're very encouraged by the results. I can't say there isn't room for improvement. There have been several obstacles, and the results have varied by site. Del Mar showed the most immediate results. Tamarisk showed the program to be effective in keeping the population of *poa* in check as compared to control areas where population levels increased over time."

"We didn't see the wilting at Tamarisk that we would like to have seen. That was probably a function of not beginning applications until December. We think it's most effective when it's applied when *poa* is in its germination stage; so one of the times we want it applied in California is in the fall when they're overseeding."

Johnson said Eco Soil will probably recommend applications during six to seven months a year in the South, starting in the overseeding time and proceeding through spring.

Just how expensive will *poa annua* control be with this program?

Eco Soil leases the BioJect Systems for \$6,000 per year. The average annual cost of the program is between \$16,000 and \$20,000 because of a monthly charge for the course's biological program.

"We're trying to be realistic and not raise the expectations in the marketplace through the roof," said Doyle. "There is no silver bullet, but this definitely prevents efficacy in the field trials. So we're optimistic."

"This obviously is a huge opportunity for us and we're devoting a lot of resources to it," Johnson added.

No one in the business would argue that a control for *poa annua* is a revolutionary development.

And Johnson even hinted that another great advancement lies over the horizon: a control for perennial annual bluegrass.

Some people will try to tell you that the only stress your turf will face this year will come from disease pressure. Not true. The fact is, heat, humidity, drought, heavy play and close mowing all contribute to turf stress and damage. That's why you need to protect your valuable investment with the proven performance of CHIPCO® ALIETTE® SIGNATURE™ fungicide. • To start with, SIGNATURE is the only

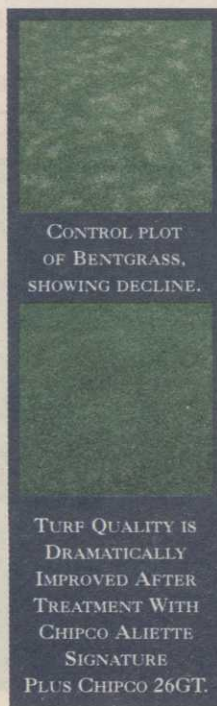
turf fungicide that has been proven to stimulate the plant's natural immune system. Which means SIGNATURE actually enhances the ability of turf to fight off diseases.

And a tankmix of SIGNATURE with new CHIPCO® 26GT™ fungicide will greatly improve the vigor and appearance of your turf in the face of summer stresses. • Plus,

SIGNATURE can be tankmixed with other turf protection products for even greater flexibility. That makes SIGNATURE the perfect foundation for season-long disease control. • To find out just how effective SIGNATURE is, Michigan State University researchers

conducted a rather dramatic experiment. First, they mowed a patch of turf down almost to the dirt. Second, a tankmix of SIGNATURE and 26GT was applied according to label instructions. The result was dramatic. The artificially-stressed turf actually looked as good or better than surrounding turf that had not been under stress at all. • Remember this, whether you're maintaining bentgrass, or any turf variety, all turf is a target for summer stress. Keep it green and healthy with the one-of-a-kind performance of CHIPCO ALIETTE SIGNATURE.

The proven way to quality turf.



Signature  
Aliette

CONTAINS PATENTED TECHNOLOGY

Rhone-Poulenc Ag Company, 2 T.W. Alexander Drive, Research Triangle Park, NC 27709. CHIPCO and ALIETTE are registered trademarks of Rhone-Poulenc. Signature and 26GT are trademarks of Rhone-Poulenc. As with any crop protection chemical, always read and follow instructions on the label before using. For additional product information, please call 1-800-334-9745. © 1998 Rhone Poulenc Ag Company.

# Unbiased research the key at Purdue

Continued from page 1  
the findings."

All the money to build the new Kampen Golf Course and fund the research came from private sources, not golf associations or the chemical industry. "I was very much concerned that it not be company funds," Dye said. "We did this with Clemson University at the Ocean Course at Kiawah [in South Carolina], but Kiawah was already a pristine piece of ground, so how were we going to clean it up?"

"Plus, a lot of the money for the monitoring [at Kiawah] came from the USGA, PGA, PGA Tour and chemical companies. That was a mistake."

Also, Purdue's study will be three years longer than Clemson's. And Dye feels it may extend beyond that since "all the heads of the different university schools are starting to get enthusiastic."

Another, major advantage the Purdue study will have over Kiawah, Dye said, is that it is cleaning up water pouring onto the course from "all over Hell's half acre" — a four-lane highway, parking lots, housing, filling stations, etc.

Piping was installed to catch the water and move it into three sets of wetlands to be filtered. From there, the water goes

into a retaining pond which, when filled, empties into an irrigation pond.

"We created 30 acres of marsh," Dye said. "We are improving the water that comes from the streets."

The Heritage Group of Indianapolis, one of the largest toxic-waste cleanup companies in the country, is donating its services and Purdue students and faculty are performing the water monitoring.

Dr. Zac Reicher, who is overseeing the water monitoring, said this and two related tests could have major implications for future construction of developments around the country.

Noting similar studies set up to measure runoff from a nearby WalMart parking lot and at a dairy farm, he said, "We think we will be able to use golf courses and created wetlands to handle runoff from subdivisions, commercial sites and agriculture."

Tests on Kampen Golf Course will be taken immediately off the highway, at the far end of the fairway over which the runoff will travel, and at the outlet of the bog. Beyond the pesticides and fertilizers used on the golf course, tests will look for a wide range of materials such as road salt, antifreeze, petroleum-based products, household chemicals and even raw sewage.



Heather Graham, a student in exercise physiology at Purdue University, mows the 4th green on the new Kampen Golf Course.

"Honestly," Reicher said, "after that stuff goes through the wetland, I don't think we will see much coming out. The turf and bog will filter it out."

He said he expects early indications by October, the end of this growing season.

Meanwhile, golf course superintendent Jim Scott is eager to see results from a number of other studies on the golf course.

"We have a lot of things in the fire," he said. "I welcome any department in the university to use these courses. Let's get it back into research for the kids. Let's learn."

Already, people are involved from Purdue's entomology, botany, plant pathology, forestry, turfgrass, agronomy and building construction departments.

Among the work are:

- a cultivar trial site for the U.S. Golf Association (Purdue is one of 16 facilities across the country testing bentgrasses and Bermudagrasses on putting greens);
- turfgrass disease trials;
- turfgrass insect trials;
- a half-dozen trials on how to best plant bare-rooted trees;
- a bentgrass establishment trial;
- monitoring of amphibians in the wetlands; and
- a study documenting how a wetland matures, how the plant and animal populations change and how they affect the filtering potential.

...

Continued on next page

# THE EAGLE HAS LANDED!



TifEagle Bermudagrass

- NEW from the breeders of Tifway, Tifdwarf and Tifgreen
- SUPERIOR putting characteristics at 1/8" mowing height
- EIGHT YEARS of university and golf course testing
- OVERSEEDS and transitions successfully
- NOW AVAILABLE from West Coast Turf

**WEST COAST TURF**

GROWERS AND  
INSTALLERS OF  
PREMIUM QUALITY  
SOD AND STOLONS

www.westcoastturf.com 760/360-5464 800/447-1840 FAX: 760/360-5616



The modern maintenance shop can have many accessories that are mounted overhead for easy access.

## Don't cut overhead, add it

By TERRY BUCHEN

WILLIAMSBURG, Va. — The ceiling has suddenly become a new frontier of usable space in golf course turf-care centers. It perhaps began with overhead electric/hydraulic hoists, which are capable of lifting a 9,000-pound maintenance vehicle high enough for an equipment technician to clearly walk underneath, are being used at more and more maintenance shops.

Aiming for more efficiency, many superintendents and equipment managers have put their heads together using time-motion studies to avoid wasted time.

Among new "overhead" additions are:

- drop-cord electric lights mounted

on a retractable, spring-loaded hose-type reel; it is easily accessible and can be retracted upwards when a job is complete;

- retractable air hoses, pneumatic grease guns, electric extension cords and oil dispensers mounted overhead in convenient hose-type reels, which are reasonably priced and built reasonably well.

These types of accessory are often found in the 10-minute quick oil change facilities that have become popular. And with good reason. Mounting them overhead does wonders for finding much-needed space and using it properly, at the same time making room on the walls and floors for other shop tools and implements.

# Purdue

Continued from previous page

In the meantime, Purdue and the community are getting a big-league golf course, according to Dye. The school had two 18-hole courses, the North and the South — the South Course being “a nice old course” but the North sitting unplayed.

The North was completely torn down, 50 acres was added to it, the Forestry Department planted 6,800 trees, and the result is a track worthy of intercollegiate events, according to Dye.

“It’s as strong as rope,” he said of Kampen. “It’s on a great piece of land and it’s one of the very best I’ve ever built.”

And the students get a lot of the credit.

“Those kids had a tremendous input,” Dye said. “They were following right behind me. Kids who had never been on a golf course, half of them. Boy, they worked. They didn’t know the difference between Tuesday afternoon and Sunday morning.”

“I’ve always built everything I’ve done,” he added. “When I saw all those kids I thought maybe I had bitten off more than I could chew. But they did well. They ran the equipment, the trenchers and put in the greens. They did 80 percent of the work.”

Working from April to September, turfgrass and agriculture majors were joined by computer and law students. “It was first-come, first-hired,” said Scott.

“From the first shovel turned to last seed dropped, we’ve done it all,” said Scott of his crew and the students.

“It was a nice situation for the kids to combine book knowledge with practical knowledge. Building a golf course by hand was worth at least five years of book work: to learn how to build a green, a tee, to shape a fairway, to run dozers, scrapers, payloaders, backhoes. The kids learned it all.”

With Dye’s one-dollar design fee, three major individual donations, the students’ labor, and a number of big-ticket gifts-in-kind from various businesses and contractors, the university realized \$8.5 million, Scott said. “We used no state or university moneys,” he added.

And if the school can persuade area companies to rent the course for 15 days a year, they should be able to keep green fees to \$15 for students and \$25 for faculty.

While this work was going on at Kampen, irrigation was installed on the old South Course, now renamed Ackerman Hills, which Dye said is an excellent track. And another 10 acres were added to the old practice area, stretching it to encompass an area 600 by 1,200 feet.

The entire facility has been re-

named Birck Boilermaker Golf Complex in honor of donors Mike and Kay Birck of Chicago. The Kampen course was named in memory of the late Emerson Kampen, whose family donated to the project; and Ackerman Hills is named in honor of Jim and Lois Ackerman, donors who also own Prairie View Golf Course.

Dye said his overtures to help Purdue were spurred on by anti-golf comments by radio broad-

caster Paul Harvey.

The golf course industry, long at odds with Harvey and his comments claiming it harms wildlife and people, will have the final say in the environmental debate, Dye feels. “He just got me stinking mad, claiming everybody is dying from cancer on golf courses.”

Beyond that, “It was really fun,” Dye said. “It makes you have faith in life. Things will keep on going.”

## MAINTENANCE



Purdue University superintendent Jim Scott, left, and course architect Pete Dye.

## All in a Day's Work.



### REWARD® Herbicide. Works Against Weeds in 24 Hours.

REWARD Herbicide brings precision and speed to your weed control program.

- Works faster than other commonly used landscape herbicides
- The least expensive non-selective herbicide
- Can be used in grounds maintenance, landscape and aquatic areas
- Broad-spectrum—broadleaf, grass and aquatic weed control
- Easy on surroundings
- User friendly
- Low use rates
- Reduces inventory

#### REWARD Vs. Scythe 1 Gallon of Product



For more information, contact your authorized Zeneca Distributor, or call Zeneca Professional Products Toll Free at 1-888-617-7690.

[www.zenecaprofprod.com](http://www.zenecaprofprod.com)

**REWARD®**  
Landscape and Aquatic Herbicide

Always read and follow label directions carefully. REWARD® is a registered trademark of a Zeneca Group Company. Scythe® is a trademark of Mycogen Corporation. ©1998. Zeneca Inc.

**ZENECA** Professional Products

CIRCLE #141



# PUBLIC GOLF FORUM: HOW TO BUILD A BETTER BUSINESS

## Yes, it CAN be done!

As the public-access golf market continues to grow, so does the competition. In today's crowded marketplace, building a better business is more than a good idea. It's an absolute necessity.

Public Golf Forum, sponsored by *Golf Course News*, is the national conference specifically for owners, managers and superintendents of golf courses who want to improve their bottom line and secure their competitive success.

Presented by high-profile industry professionals, Public Golf Forum gives you practical, cost-cutting business strategies, vital information on industry trends and competition, field-proven marketing ideas to help you increase rounds, the latest on products and services, and more.

Plan now to join other golf industry professionals from around the country if you want to:

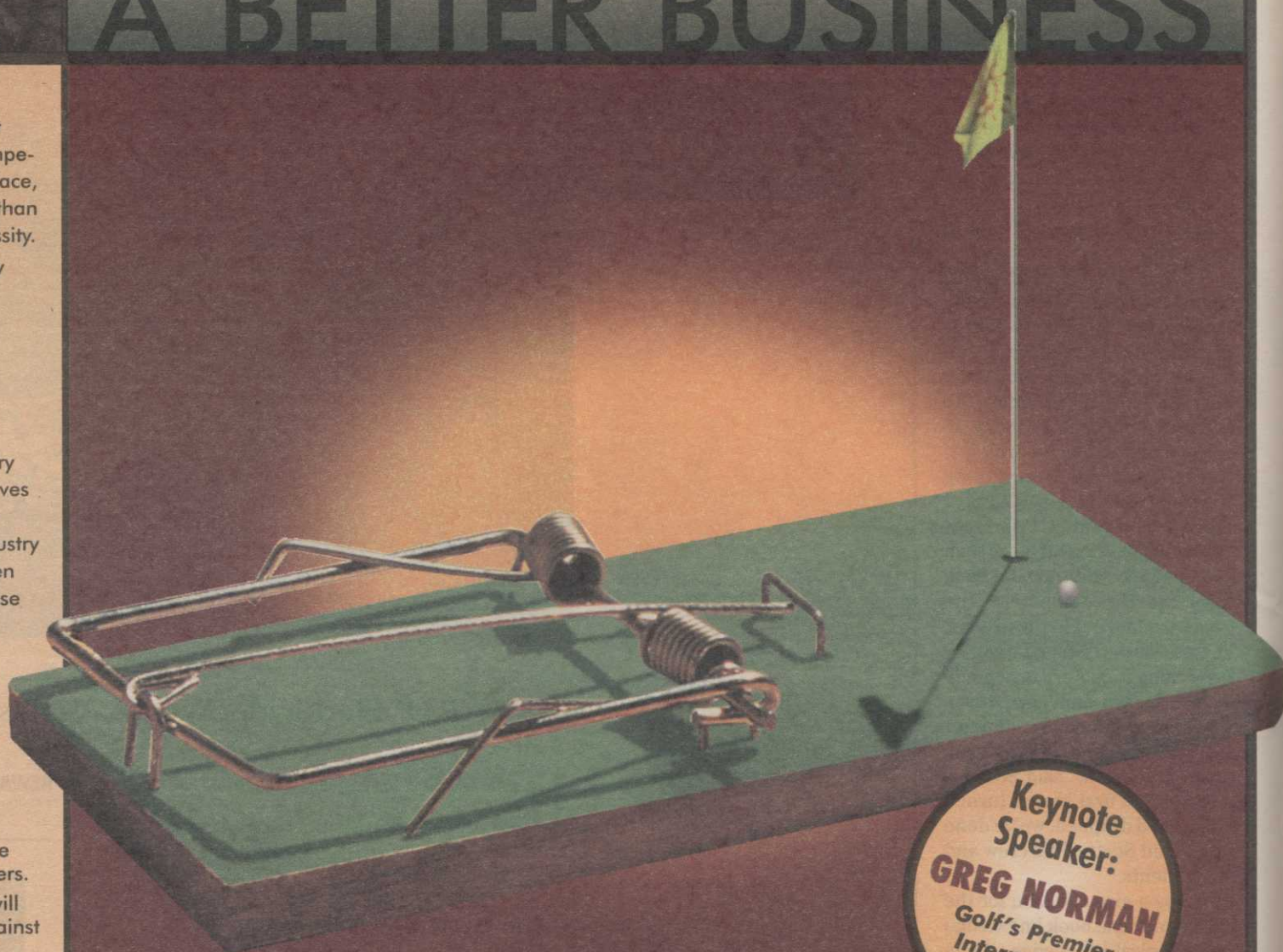
- Add value and prestige to your course without adding to your budget.
- Increase your green fees, increase your rounds, find new profit centers.
- Learn marketing strategies that will help you position your course against competition.
- Cultivate a loyal clientele with improved customer service.
- Run a tighter ship—make better business decisions, motivate your employees, strategize for measurable results.
- Find products, equipment and technology that will help you maximize efficiency.
- Exchange ideas with your peers from across the country.

### Bring your management team.

Public Golf Forum is the only conference in the industry that addresses the concerns of your entire management team. Two full days of seminars, organized into focused tracks, cover every critical area of operation.

- Management and Marketing
- Maintenance
- Development

SPONSORED BY:  
**GOLF COURSE  
NEWS**  
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY



**Keynote  
Speaker:**  
**GREG NORMAN**  
*Golf's Premier  
International  
Spokesman*



**PUBLIC GOLF FORUM**

A NATIONAL BUSINESS CONFERENCE AND EXPO FOR SUPERINTENDENTS,  
OWNERS, MANAGERS, AND DEVELOPERS OF PUBLIC-ACCESS GOLF FACILITIES

### SAVE TWO WAYS:

- 🏌️ **Register by Sept. 18 and save \$100.**

First registration from your company only \$495 (after Sept. 18, \$595).

- 🏌️ **Team Discount—save 20% more!**

Each additional registrant from your company only \$395 (after Sept. 18, \$495).

Includes lunches, continental breakfasts, entrance to Vendor Exhibits, Monday Industry Networking Reception and all Conference materials.

**OCTOBER 26 & 27, 1998**  
**RANCHO LAS PALMAS MARRIOTT RESORT**  
**PALM SPRINGS, CALIFORNIA**

## BRIEFS

**DYE GETS HONORARY DOCTORATE**

WEST LAFAYETTE, IND. — Purdue University will award an honorary doctoral degree in landscape architecture to golf course architect Pete Dye during commencement exercises May 16.



Pete Dye

A World War II veteran and former insurance salesman, Dye began his course design career with his wife Alice in the late-1950s. He has

been recognized as one of the premier architects of modern times, receiving the Donald Ross Award from the American Society of Golf Course Architects in 1995 and Golf World magazine's Architect of the Year award in 1994. He recently lent his expertise to the design and construction of the Birck Boiler-maker Golf Complex's Kampen Golf Course at Purdue (see story, page 1).

**JOHNSTON, ZOELLER COLLABORATE**

EDINBURGH, Ind., — Clyde Johnston is carving out Timbergate Golf Course, his third design collaboration in the Hoosier State and fifth with consultant and PGA Tour pro Fuzzy Zoeller. Timbergate is a municipal facility being developed by this town 25 miles south of Indianapolis. The town fathers approached Johnston after having viewed his joint effort with Zoeller on Covered Bridge Golf Club, located in the Tour star's hometown of Sellersburg, Ind.

**MALAYSIA GETS FIRST PUBLIC COURSE**

KUALA LUMPUR, M— Add to Malaysia's 150 golf courses the country's first public track and full-time golf academy. Scheduled to open in May, the course will be operated and managed by ASK Golf Management Sdn Bhd, the new company formed by A.S. Khamis, a veteran of the Malaysian golf industry. The course had not been named at press time.

**HURDZAN TEACHING AT HARVARD**

CAMBRIDGE, Mass. — Golf course architect Michael Hurdzan will teach a two-day course on "Environmental Impacts of Golf Courses" at Harvard Graduate School of Design here, July 18-19. Material will cover the past, present and future of the environmental movement as related to the evolution of golf courses, how environmentalists and golf course planners and developers can collaborate, and the detailed golf course planning process. People may contact Harvard at 617-496-8728.

# Rulewich ends Jones era, launches solo signature

By MARK LESLIE

SOMERS, N.Y. — And the last shall be first...

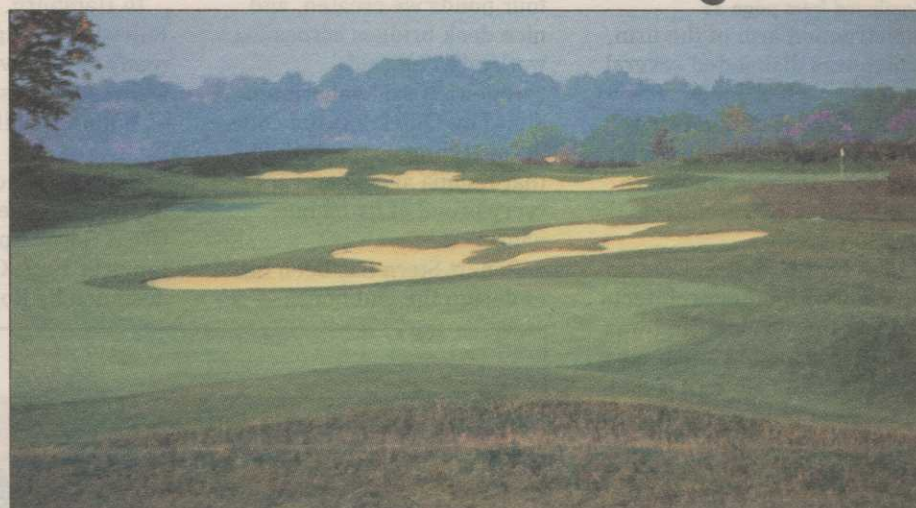
The openings of Anglebrook Golf Club here on May 15 and of Ballyowen Golf Club in Hamburg, N.J., on July 1 mark the convergence of two life paths for Roger Rulewich: the end of three decades as a lead architect with the legendary Robert Trent Jones Sr. and the beginning of another relationship with the team with whom he worked under the Jones tent.

Rulewich, who opened his own company in December 1995 after 34 years with Jones, is pleased with his last design under the Jones moniker: Anglebrook Golf Club. At the same time, he eyes the opening of his first Rulewich solo layout, Ballyowen Golf Club, with a look of glee.

"I'm working with the same people and with much of the same ideas, except nobody is looking over my shoulder. That's a nice feeling," Rulewich said. "As a group, we have seven shareholders and all of us worked for Mr. Jones. Nothing much has changed in many ways. But I feel more freedom and it's a great feeling."

Ballyowen Golf Club, which will give National Golf Development Co. its fourth of a projected 10 golf courses, is, in fact, the culmination of a dream of The Golf Group and The Rulewich Group, the two components of the old Jones company. The Golf Group is the

Continued on page 36



The 7th hole at Anglebrook Golf Club in Somers, N.Y., above, is a 397-yard par-4. It is the last course designed by Robert Trent Jones Sr. with lead architect Roger Rulewich. Below is the par-3 6th hole at Ballyowen Golf Club in Hamburg, N.J., the first design by The Rulewich Group.



## Beidel back to back in Pa. openers

By MARK LESLIE

MOUNTJOY, Pa. — Back-to-back home runs usually happen in baseball, but course architect Ed Beidel Jr. believes he has two in golf. The Beidel-designed Groff's Farm Golf Club here will be unveiled in a grand opening on May 27, followed the next day by the grand opening of Beidel's Turtle Creek Golf Course in Limerick.

Two 18-hole public golf courses opening a day apart — both laid out in a links style and both stressing strategy and variety — might be an oddity for a fellow headquartered four states away, in Mount Pleasant, S.C. But Beidel is no stranger to Pennsylvania, having worked for X.G. Hassenplug for 16 years before starting

his own firm in late 1992.

The Mount Joy project is developed on the 133-acre Lancaster County farm of the Groff family — Abram and Betty Groff and their son and daughter-in-law, Charles and Cindy. Betty Groff is renowned for her country recipe books and restaurant that sits in a building that now serves as the clubhouse.

Groff's Farm Golf Club had a "soft opening" March 1.

"There are some great offsite views of adjacent farmlands, and those farms are immaculate," Beidel said.

The par-71 track plays from 4,900 to 6,400 yards from four sets of tees.

"It is a shorter course, but it will chal-

Continued on page 38



Only the longer hitters at Turtle Creek Golf Course will try to go for the 8th hole's 5,500-square-foot green in two. On this 538-yard par-5, a potential birdie or par can quickly become a bogey or double bogey if the player fails to execute the required shot. Ed Beidel Jr. designed the 18-hole public course in Limerick, Pa.

## Bell tells architects they are the 'dream makers' of the game

By MARK LESLIE

LOS ANGELES — When Judy Bell was a little tyke just learning the game of golf, she designed "a golf course," building a short layout in her backyard using tin cans for cups. Today, she is president of the United States Golf Association, with a list of credentials long enough to earn the Donald Ross Award from people who design real golf courses for a living: the American Society of Golf Course Architects (ASGCA).



Judy Bell

Accepting the award during the organization's annual conference here in late April, Bell said: "I think members of the ASGCA are the dream makers when it comes to the game. If we ever have a golf center, your station will be the journey into the imagination."

Speaking at the banquet at the Riviera Club, Bell added: "Other sports are perhaps quicker and more reactive. And although they

Continued on page 37

## Rulewich signature now solo

Continued from page 35

construction arm of the firm, which was disbanded several years ago when Jones, now 91, semiretired. The Rulewich Group consists of Rulewich and John Harvey, who were Jones's only two architects the last 10 years.

The Golf Group worked on projects with other architects the last three years, "but was waiting for me to launch my own practice," Rulewich said, in order to reunite.

The Japanese firms Kajima and Mitsui Kanko Kaihatsu, who developed the 18-hole Anglebrook Golf Club as a private club for Japanese nationals living in the Westchester County area, insisted that Rulewich and The Golf Group remain involved in the project.

Anglebrook is a true golf club, with no housing or other facilities, Rulewich said. The developers signed a contract in 1989 and took six years going through the permit process and then spending millions of dollars instituting "some extraordinary erosion-control measures during construction," including sedimentation retention basins and a coagulation pond for chemical treatment of the water.

Since the property sits in the New York City watershed, the city twice brought suit regarding erosion control and to stop impacts on the 60 acres of wetlands on the property. But the developers won the cases. Part of the mediation will be ongoing monitoring of water runoff from the golf course.

Built in a community known as the Home of the American Circus and boasting the old Elephant Hotel as its current town hall, Anglebrook will provide entertainment of another kind, according to Rulewich.

Meandering over two valleys and the slopes up either side, the golf course "moves very nicely over the terrain," he said. "It is fairly rugged and there are nice views on the high spots."

Covering from 5,000 to 7,100 yards over multiple tees and playing to a par 72, Anglebrook displays the bold, scalloped trapping and style affiliated with Robert Trent Jones Sr.

"Fortunately, we were able to generate enough width on the holes," Rulewich said. "It's a wide course with expanded fairways built for the clientele. The Japanese would not be comfortable with a narrow, tight course."

The developers built "a lot of beautiful stonework along the

four ponds we created, and nice deck bridges across wetlands," he said.

Rulewich said superintendent Lou Quick has the course in "sparkling shape," adding that Kajima and Mitsui are "very proud of its maintenance."

Robert Stern has been hired to design the clubhouse — a

traditional English Tudor style building.

In Hamburg, N.J., the first Rulewich Group course stands ready to be unveiled at Great Gorge Golf Reserve, a project of National Golf Development Co.

Ballyowen Golf Club will join the nearby nine-hole executive Great Gorge Spa designed by Jones in 1987; Crystal Springs, designed by Robert von Hagge

in 1991; and Black Bear Golf Club, designed in-house in 1996.

"We're starting another course this summer and one in the fall," said National Golf Development Director of Development Jack Kurlander. "We're trying to put up a Pinehurst of the Metropolitan area, with upscale, top-quality courses designed by 'name' architects to offer to the

Metropolitan market."

Developer Gene Mulvihill, who has been involved in such projects as ski areas and an action park, is the driving force in the project.

"Probably the most amazing story is that we didn't start construction until last May 15 and we finished on Sept. 15," Rulewich said. Golf Group built the course and the developer

Continued on next page



*We never said you wouldn't see unattractive spots on your course. They just won't be dollar spots.*

# Bell commends architects for keeping the game 'fun'

Continued from page 35

require imagination to some extent, none are required to the lengths that golf demands it, and it starts with the course that challenges the golfer's imagination. As you ... do these wonderful courses, putting your special mark on the game, I commend you for building tees that are

closer to greens, using the natural attributes of the land you are given, and, most of all, remembering that this game is supposed to be fun."

Bell lamented that many golfers want "everything just perfect," and added: "I think the bounces and runs and swales are part of the game."

Presented annually since 1976, The Donald Ross award is given to people who have made significant contributions to golf, particularly in the field of design.

Bell was cited for "her outstanding ability as a tournament player and a Curtis Cup captain, businesswoman and president of the United States Golf Associa-

tion, especially for her long history of selecting the very best courses for tournament play, which has helped millions watching on television appreciate the important role golf course architects have in the great game of golf. And, most importantly, taking the time to disseminate the commitment to an outstanding

golf course to local, regional and national golf administrators, thus underscoring the importance of golf course architecture."

The award was presented on the 50th anniversary of the death of Donald Ross, who designed 412 golf courses and co-founded the ASGCA.

Bell, coincidentally, grew up and has an office at Broadmoor Golf Club in Colorado Springs, Colo., which boasts courses designed by Ross and the first Ross Award recipient, Robert Trent Jones Sr.

## Rulewich solo

Continued from previous page brought in other equipment and contractors for heavy earthwork.

The 250-acre course has no housing around it.

"It's beautiful land set on high ground," Rulewich said. "There is a high rim around the property where the clubhouse has views of the entire course and even as far as High Point Monument in High Point Park."

Not a tree is on the property, allowing Rulewich and Harvey to design a links-style course "but on a big scale."

Several ridges and areas of rock have been left exposed as a unique look for the course.

Three holes play in or around a five-acre lake, and two par-3s play across a smaller lake on the low section of the property.

Rulewich singled out the 2nd hole as a favorite. The short par-4 plays around the rim of a steep drop-off down into a valley.

"You can play around the rim and take as much off the corner as you want," he said.

...

Meanwhile, in Prattville, Ala., eight miles north of Montgomery, Rulewich and Jones are serving as co-architects on three, and perhaps four, new courses for the Jones Trail.

Working with Sunbelt Corp., which operates the 18 existing Jones Trail courses for the Retirement Systems of Alabama, Rulewich and Jones hope to have their three newest creations open around Thanksgiving.

"We have the land for the 22nd course on that property and are considering it now," said Sunbelt President Bobby Vaughn.

The 18 current Jones Trail courses are handling a half million rounds a year, Vaughn said, adding: "You don't want to dilute the quality. We want to stay in the 400,000- to 500,000-a-year range."



Just a reminder that BAYLETON® Fungicide is still the most proven dollar spot control and tank-mix partner around. Because the last thing your course should do is clash with golfers. For more information, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120. (800) 842-8020. <http://usagri.bayer.com>

ALWAYS READ AND FOLLOW LABEL DIRECTIONS  
© 1998 Bayer Corporation. Printed in U.S.A. 98S1070066-1



## GRIFFIN JOINS FOUGHT DESIGN TEAM

AURORA, Ore.—Jimmie W. Griffin has joined John Fought Design, a division of OB Sports, as design/construction manager. Griffin will assist Fought with site visits to all projects and work with Bill Campbell, vice president of agronomics and construction for all OB Sports projects. Working with Bob Cupp Design in Atlanta since 1989, Griffin was primarily responsible for the contract management of projects in Canada and the United States. He has also worked with Jack Nicklaus Golf Services, where he was involved with the construction and maintenance of projects throughout the United States, United Kingdom and Caribbean. In his 21 years in the golf course construction business, Griffin has participated in the development of more than 40 golf courses throughout the world.

## Beidel opening two in Pa.

Continued from page 35

“It’s target golf.”

The three finishing holes — a par-5, par-3 and par-4 — are the pick of the litter, he said. The par-5 16th is a double dogleg to the right, starting on one of the highest points on the property and working down the flood plain

of a major stream that horse-shoes around the last three holes. The par-3 17th, Beidel said, resembles the 10th at Pine Valley, with deep grassy hollows and sand bunkers.

The par-4 18th is only 305 yards long from the tips but demands a lay-up shot. An irrigation lake along the left of the

fairway eventually pinches to a green which is supported by natural limestone and sets up 50 feet above the landing area.

From a pond beside the restaurant above the 18th green, a waterfall cascades down a manmade channel along the 18th fairway and down to the irrigation lake.

Meanwhile, in Limerick east of Pottstown, Turtle Creek Golf Course is set half on a former sod farm and half around a natural stream that runs through the property and provides most of its elevation change.

“We moved 170,000 cubic yards of earth there,” Beidel said. “Holes 10 to 12 run along the stream with mature vegetation, but the rest of the course was tabletop flat and we sculpted some beautiful fairways.”

The owners, Bill and Bobby Waltz, live in a farmhouse which was built by William Penn Grant and sits to the right of the 18th green.

Red and brown stone, saved from an old collapsed barn on the site, was used on the 18th hole as facing for the green which sits three to four feet above an irrigation lake that fronts it.

The par-72 course stretches from 5,100 to 6,800 yards over four sets of tees, and drew nearly 12,000 rounds between a “soft opening” last Aug. 15 and Nov. 1.

“We plan to seed fescues and let the deeper rough areas grow up and give it a Scottish look,” Beidel said. “And the wind always blows on the site, so it’s ideal. The greens average 6,800 square feet — some smaller and some larger, depending on the approach shot. I didn’t go crazy on the green contouring, but there is enough to make the golfer think. And we do have protected champion pin placements where the pins are tucked in behind a sand bunker or other tougher area.”

“It’s strategic golf,” he said. “If you execute a shot and place your drive close to a bunker on the fairway, you’re rewarded with the best opening coming into the green, or along the long axis of the green. But there are bailout options on most of the holes, too.”

Turtle Creek’s signature hole? The 8th, a double dogleg left that goes around a manmade pond and whose green is bulkheaded and juts out into the water.

“Strategic design and variety are key elements for me,” Beidel said. “I think every hole on both these courses has a unique character all its own. I like to alter yardages. All the par-3s play differently, whether it’s yardage, or playing into the wind, or having the wind behind you. And I don’t favor the golfer who hits the ball to the right or the left.”

SOME  
PROS EAGLE  
EVERY  
HOLE.

In a single stroke, professional golf course superintendents can control dollar spot, leaf spot, spring dead spot, melting out, brown patch, crown rot—in fact, more than 15 tough diseases in all. They do it with Eagle® fungicide, one of the tools every pro should have in his bag of tricks.

The test of a real pro comes under pressure. It’s the same with a turf fungicide. When the disease pressure is heaviest, when the heat and humidity are highest, that’s when Eagle really performs. And its low use rates make it cost-effective wherever you use it—from tee to green and in between.

As part of a 14-day protectant schedule, Eagle offers unbeatable disease control, exceptional turf safety, and easy handling. With performance like that, it’s no surprise so many pros Eagle every hole.

Call 1-800-987-0467 for more information.



## Weed begins work on Ocean Golf Course

PONTE VEDRA BEACH, Fla. — Weed Design has begun renovation on The Ocean Golf Course at the Ponte Vedra Inn & Club, improvements that will close the existing course until November.

"We will be bringing the course up to today's standards of play from a strategic and agronomic standpoint," said Bobby Weed, project architect, who is working from a combination of aerial photos and old photos of the 1928 course. "While improvements will be made on every hole, all holes will be recognizable when the project is finished."

The Ocean Golf Course at the Ponte Vedra Inn & Club celebrates its 70th year of operation this season. It was designed by Brit Herbert Bertram Strong.

"Not too long after it opened, it was on the list of the hardest golf courses in the country, along with places like Pine Valley, Pebble Beach and Oakmont," Weed said. "It was selected as the site for the 1939 Ryder Cup matches, but the real war by the shore started in Europe and the matches were never played."

In 1947, Robert Trent Jones Sr. was hired to redesign the course to make it less severe.

"We have no intention of taking it back to the very original design," Weed said. "It was considered too severe at that time. Some changes need to be done, such as to the green surfaces where grasses have grown in over the original surface. There are improved fairway and green surface grasses available today. Strategic changes need to be made because of today's equipment and players. However, our goal is to keep the original flavor of the course and to make it fun and interesting to play."

## Robinson ends facelift of Fountaingrove track

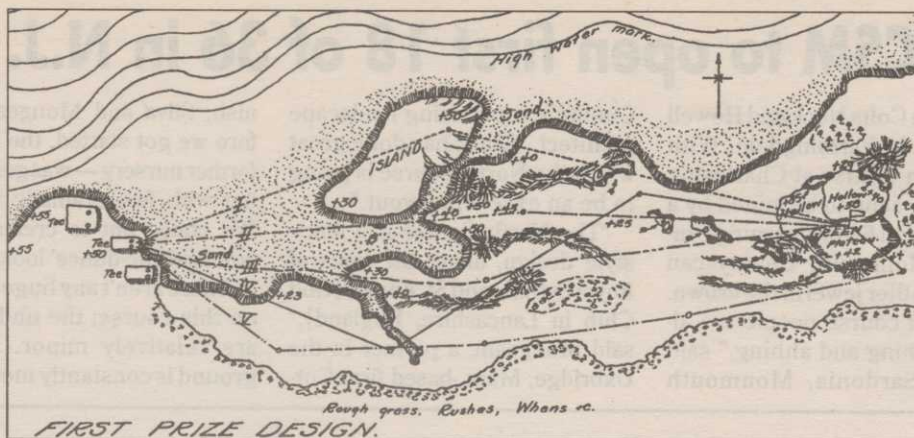
SANTA ROSA, Calif. — Fountaingrove Resort and Country Club's golf course, in the heart of the Sonoma County wine country, reopened May 4 after extensive renovations by its designer, Ted Robinson.

"We are excited and proud about the changes we have made to the course," said John Theilade, director of operations for the Fountaingrove Resort and Country Club. "While we have not radically changed the layout of the course, we have been able to improve several areas, and look forward to offering people a challenging golf experience at one of the most scenic courses in the country."

Among the changes was installation of new drainage and irrigation system, bentgrass greens, reshaped bunkers on several holes, and the addition of several trees to separate fairways and frame greens.

The driving range was completely renovated, with the addition of four target greens as well as a chipping and bunker practice area, and the pro shop and clubhouse were completely remodeled.

Nestled into the lush Santa Rosa hillside, the par-72 layout measures from 5,951 to 7,000 yards. It features three lakes, all of which come into play, streams, and numerous bunkers.



### ALISTER MACKENZIE PRIZE ANNOUNCED

Armchair golf course architects have the opportunity to win the 1998 Alister Mackenzie "Lido" Prize for Golf Architecture from the Alister Mackenzie Society. Named for a Mackenzie drawing of "a two-shot hole" that won a competition in Country Life Magazine in 1914, the prize carries \$1,000 for the winner. Entries should be drawings of a non-existent two-shot par-4 hole, clearly showing the viewer how the hole would be built and played. People should submit their entries by July 15 to: Chair, Alister Mackenzie Lido Prize Competition, Green Hills Country Club, End of Ludeman Lane, Green Hills, CA 94030.



## Move to Kubota Country

Move to Kubota country and you'll find versatility, durability and operator comfort. The Kubota B-Series (13 to 18 PTO horsepower) tractors are compact to fit in tight places and powerful to get lots of jobs done. Kubota performance matched implements include rotary tillers, front loaders, mid and rear mount mowers, boxscrapers and snowblower.

Need more power? Move up to the innovative Grand L-Series (25 to 37 PTO horsepower). Hydrostatic steering, shuttle transmission with shift-on-the-go provides ease of operation. Kubota's exclusive optional Glideshift transmission has clutchless operation through all eight speeds, forward and

conditioning for year 'round comfort.

Visit your Kubota dealer and find out how to make your move — to Kubota country!

reverse. These tractors are smooth and quiet, with Kubota's E-TVCS engine which ensures clean emissions while providing high torque rise. Get one with an integral cab with heat and air-



For more information, please write to:

**Kubota**

KUBOTA TRACTOR CORPORATION

P.O. Box 2992, Dept. GCN

Torrance, CA 90509-2992

or call Toll Free 1-888-4 KUBOTA ext. 407

(1-800-458-2682 ext. 407)

Financing available through Kubota Credit Corporation



**M**ILLSTONE TOWNSHIP, N.J. — An autumn grand opening has been scheduled here for the North Course at Charleston Springs, an 18-hole Mark Mungeam design and the newest addition to Monmouth County's exceptional daily-fee roster.

The county currently operates five courses, two of which are ranked in *Golf Digest's* top 75 public tracks: Hominy Hill Golf

Course in Colts Neck and Howell Park GC in Farmingdale. With the North Course at Charleston Spring — soon to be joined by a sister 18 and 6-hole learning center — Monmouth County can boast another jewel in the crown. "Our golf course people are already oohing and ahing," said Joseph Sardonia, Monmouth

County's supervising landscape architect. "Mark has done great work; the North Course is going to be an excellent layout."

"The North Course is a links-style design, along the lines of Royal Lytham and St. Anne's [Golf Club in Lancashire, England]," said Mungeam, a partner in the Uxbridge, Mass.-based firm Cor-

nish, Silva and Mungeam. "Before we got started, the site — a former nursery — was gently sloping with few dramatic features. We chose not to create an 'in-amongst-the-dunes' look."

There aren't any huge mounds on this course; the undulations are relatively minor. But the ground is constantly moving and

we've employed a random-bunkering scheme common to many linksland courses. We avoided creating a non-substantive but flashy golf course here; we've created a fun and challenging player's course."

With five sets of tees, which can stretch the layout from 5,200 yards to more than 7,000, the North Course was designed to suit players of all caliber. Many of the expansive putting surfaces, for example, are flanked by closely mowed, inventively shaped chipping areas. "If an approach should miss the green, making par will be tough — but bogey can be easily achieved," Mungeam explained.

The Monmouth County Park System was introduced to Cornish, Silva and Mungeam (CSM) when partners Geoffrey Cornish and Brian Silva conducted a series of renovations at their other facilities. When it was time to choose an architect for Charleston Springs, CSM was the clear choice. Ground was broken on the North Course in April of 1997; Wadsworth Golf Construction, one the nation's most respected contractors, built the course.

"We decided early on the two courses would be very different in style, to give each its own identity," Mungeam said. "The North Course is a links-style design, while the South Course — which won't begin construction until next year — will be a parkland layout."

"Both courses were designed to be extremely sensitive environmentally. The North, for example, has been graded so as to collect about 80 percent of the water used on the course. This scheme funnels the water towards three manmade ponds where it's recycled into the irrigation system. Another development goal of ours was to create a more diverse site for wildlife."

We've spent a great deal of time planning and creating new habitats using different types of native grasses, sporadic tree cover and wildflowers. We've also interconnected these areas to provide special wildlife corridors. This makes the course more visually interesting — but it also creates a more friendly site for local fauna."

The North Course at Charleston Springs is one of five CSM designs scheduled to open during 1998, among them Mungeam's Owl's Nest Golf Club in Campton, N.H., and Silva's Waverly Oaks GC in Plymouth, Mass. Last year, Mungeam's Cyprian Keyes Golf Club opened to national acclaim in Boylston, Mass, while his restoration portfolio includes a major renovation at Chicago's Olympia Fields Country Club, which subsequently hosted the 1997 USGA Senior Open and was recently named site of the 2003 U.S. Open.

# *This publication gives you good reading, good writing and good arithmetic.*

We present the information in our articles clearly, accurately and objectively. That's good writing. Which means good reading.

We present the information in our circulation statement clearly, accurately and objectively. That's good arithmetic.

BPA International helps us provide precise and reliable information to both advertisers and readers.

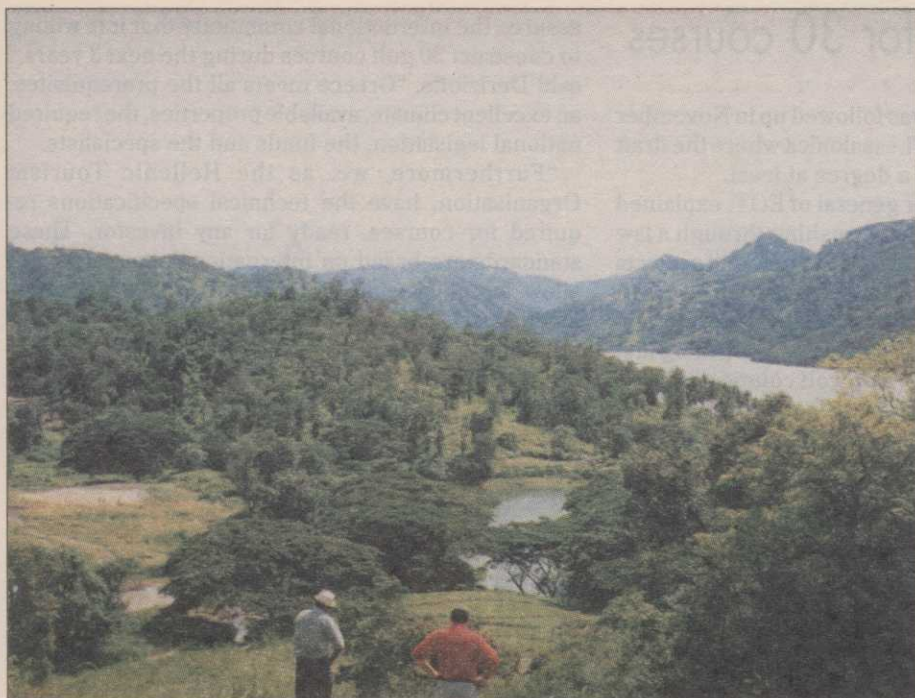
An independent, not-for-profit organization, BPA International audits our circulation list once a year to make sure it's correct and up to date. The audit makes sure you are who we say you are.

This information enables our advertisers to determine if they are reaching the right people in the right marketplace with the right message.

The audit also benefits you. Because the more a publication and its advertisers know about you, the better they can provide you with articles and advertisements that meet your information needs.

BPA International. Circulation Intelligence for Business & Consumer Media.

270 Madison Avenue, New York, NY 10016, 212-779-3200.



The view from the proposed 7th tee at The Victoria Golf and Country Club Resort course near Kandy, Sri Lanka.

## Golf paradise unfolding in Sri Lanka with hotels, course

By TREVOR LEDGER

**K**ANDY, Sri Lanka — Towards the end of the last century British Colonists in the former Ceylon imported golf to this island. Now, approaching the end of the millennium, another group of Brits, Donald Steel and Co., are adding a third golf course, the first for more than 100 years.

The development, including two hotels and 300 houses as well as the 6,900 yard, 18-hole course, is sited on "...one of the most spectacular sites the company has had the pleasure of designing a course over," said Steel architect Martin Ebert.

There are only two courses in Sri Lanka: Royal Colombo and Nuwara Eliya. Both are consistently very busy.

"This will be the best course in Sri Lanka," Ebert said. "People playing the other two courses will want to play here. Villas [on the course] are already being sold to locals, which is very important."

Planning and bureaucratic negotiations ran from 1993-1998. The main course is now being prepared by 100 estate workers at a good local rate of around £1.00 sterling per day. Much of the construction work is being carried out by hand following initial instruction by Nigel Ely, a British golf course shaper.

Ely traveled here to instruct local machine operators how to build tees, greens and bunkers according to drawings. But, material preparation and placement has been carried out almost entirely by hand.

"Such construction techniques, with dozens of labourers performing the tasks we normally associate with hi-tech machinery, makes for slower yet perhaps more controllable shaping. As the economy of this Third World country is far behind Europe's, it is very much in keeping that the building of this Edenesque course is so labor-intensive. The sight of soil being graded by hand in a tin-roofed shack takes us back to the days of Park and Braid *et al.* It gives pause for thought considering that the sand for the root zone has been provided by

divers using bowls to scoop up sand from the bottom of deep rivers. Assuming two things: That the greens and tees will require approximately 4,000 cubic meters of sand; and that the average bowl will contain .2 of one cubic meter, that equates to roughly 20,000 bowls of sand required. That's twenty thousand dives in deep rivers, minimum.

The topography of the site adds further to the achievements of the project.

The bulk of the golf course lies on an isthmus jutting out into the Victoria Reservoir affording water views for the majority of the holes.

Ebert is enthusiastic. "The land is stunning both in terms of views and golfing character. Significant undulation, steep in places, has provided a challenge for the routing of the course but this will provide many exhilarating tee shots and vistas."

The development is the brainchild of Mark Bostock, former chairman of John Keells Hotels, although the inference that tourism is the primary target should not be swallowed in this case. The company which is financing the initial build is Rajawella Holdings, a group made up of Sri Lankan businessmen, who recognise that the strong local demand for such luxury housing is proof against the facility becoming entirely dependent upon tourists — a dangerous dependency in a country which suffers from an unstable civil political climate.

Bostock himself is of English extraction but has lived all his life in Sri Lanka, it should come as no surprise that his former company, (Keells), has agreed to take on one of the hotels — a move which has added financial impetus to the project. While the current arrangements will see the development completed, give or take, further backers still have the chance to 'get in on the ground floor.'

No firm date has been set for course opening at this point but golfers should be enjoying all the site has to offer by the end of 1998.

## Taking golf 'downtown' in major \$1 billion Manila development

**MANILA, The Philippines** — Imagine building a championship golf course in New York City's Central Park with Wall Street nearly abutting the park's south border, instead of the Park Plaza Hotel. While far-fetched in New York, this scenario is a reality here in the heart of Southeast Asia's busiest city, where Golfplan has designed 18 holes as part of a \$1 billion multi-use development.

The Fort Bonafacio Development Corp., an international consortium of major economic players, has planned a golf course, a series of high-rise office buildings, at least two five-star hotels and mid-rise apartment blocks for 450 acres in downtown Manila.

The former U.S. military base had been located on the city's outskirts for many years. But this city of 11 million souls has grown out and around the former base, which sits just two miles from Makiti, Manila's bustling financial district.

The course construction effort will break ground in October when the rainy season has ended, according to Ron Fream, president and founder of Golfplan,

the design firm based in Santa Rosa, Calif.

At 6,200 yards, the par-70 course will fit neatly on 115 acres.

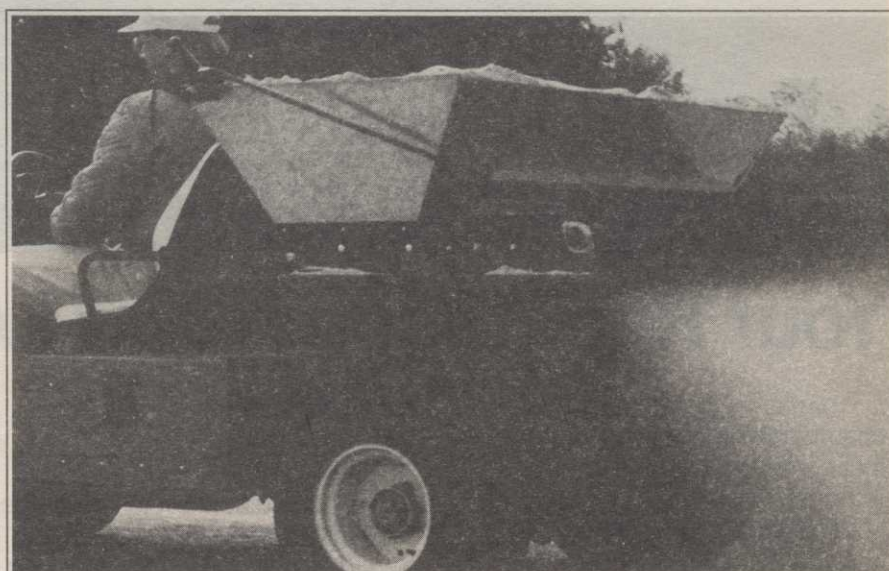
"The design is a little short due to acreage constraints, but we're currently negotiating for five more acres which would allow us to make the course 6,400 yards at par 72," said Fream.

"Either way, it will be a tournament quality design. The focal point will be the towers — indeed, we've designed the course to look beautiful from a 20th floor penthouse. We've done that through large statements of water and color. We've shaped the bunkers and lakes to make visual statements from both vantage points: ground-level and bird's-eye. We've massed trees and flowering bouganveilla in the same manner."

Investor interest in the Fort Bonafacio project has been unprecedented, according to Fream.

"The consortium sold in two months what it thought would take four years to sell," said Fream. "The demand for this

Continued on page 42



### Get Attached To Great Top Dressing.

You choose the truck — Jacobsen, Cushman, Toro or John Deere — we'll help you turn it into a quality top dresser. You'll top dress precisely and uniformly with the best applicator system in the

business, a Turfco Mete-R-Matic®.

Its 19 cubic foot hopper coupled with

your truck's high maneuverability speeds top dressing around tight areas and greens. Let us show you how.



Your truck, our top dresser.

FOR DEMO CALL 1-800-679-8201

**TURFCO**

Turfco Manufacturing Inc.

1655 101st Avenue Northeast, Minneapolis, MN 55449-4420  
612/785-1000 Fax 612/785-0556

## Greece aims for 30 courses

Continued from page 1

line the proposals. This was followed up in November 1997 with a congress in Thessalonica where the draft plans were firmed up, to a degree at least.

Nikos Scoulas, director general of EOT, explained that the Greek government is pushing through a law which will give financial incentive to new golf projects in Greece and the Greek Islands. Grants will be worth approximately 40 percent of cost to developers, a vast figure which goes a long way towards confirming just how keen Greece is to develop golf courses quickly.

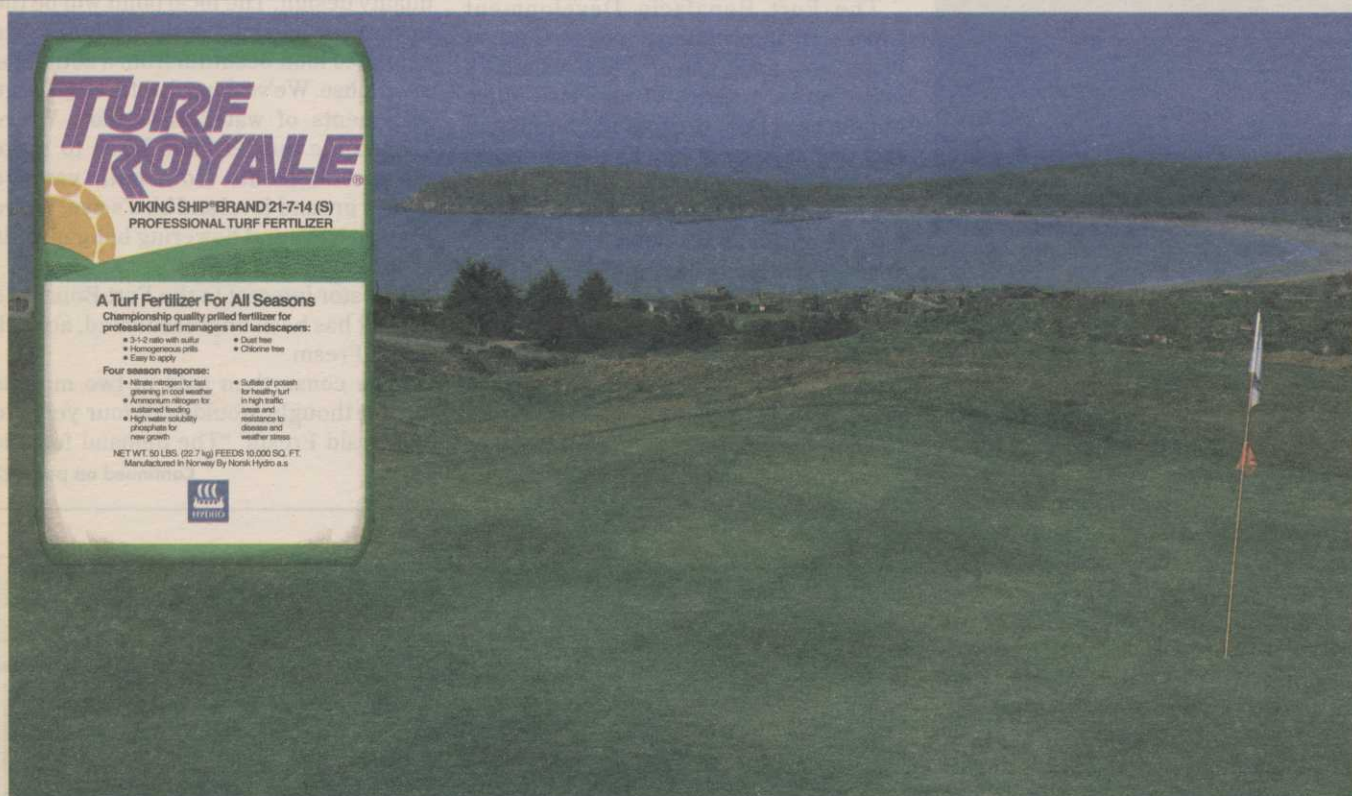
Costas Deriziotis, assistant to Scoulas, conveyed a steadfast determination on the part of Greece. "Greece

assures the international community that it is willing to construct 30 golf courses during the next 3 years," said Deriziotis. "Greece meets all the prerequisites; an excellent climate, available properties, the required national legislation, the funds and the specialists.

"Furthermore, we, as the Hellenic Tourism Organisation, have the technical specifications required for courses, ready for any investor. These standards are based on international standards and allow for quick state approval of grants and other incentives."

The incentives are lip smackingly attractive, including a 40-percent grant for new golf course construction with further grants — 100-percent tax breaks and

Continued on next page



## Your Reputation Never Looked Better

... thanks to Turf Royale, the championship-quality turf fertilizer that combines nitrate and ammonium nitrogen, highly-soluble phosphate, and chloride-free potash in every prill. NPK the right way!

### Fast response. Sustained feeding. "Split-nitrogen"—21%

Turf Royale supplies nitrate-N for quick green-up (even in cool weather) and ammonium-N for longer-term feeding.

**7% phosphate** in an efficient, highly-soluble form for vigorous new growth.

**Chloride-free potash—14%**—derived entirely from potassium sulfate. No chlorides—less salts. Improved resistance to turf stress and disease.

### High analysis; application efficiency.

Turf Royale's 3-1-2 ratio and 42% plant food content stretch coverage capability. Fewer trips. Less product to store and handle. Just one 50-lb. bag feeds 10,000 sq. ft. of established turf.

**Homogeneous prills**—no segregation of nutrients. Each prill contains the stated grade of nutrients. Your turf receives precise, uniform feeding—no "hot spots."

Turf Royale is the professional turf fertilizer for all seasons, for a lot of reasons.



HYDRO AGRI  
NORTH AMERICA, INC.

For Service:  
1-800-234-9376  
1-800-23 HYDRO

**TURF ROYALE®**  
**21-7-14 (S)**

As with any fertilizer application, consult your extension office or other advisory service for recommended practice that meets local crop and soil conditions.

CIRCLE #119

## Manila

Continued from page 41

location — in the center of one of Asia's largest cities — is overwhelming. There is no other site in a major city anywhere in the world where you could do this sort of project."

In addition to Fort Bonafacio, Fream and Co. are collaborating on five separate projects in The Philippines. In Silang, the firm is collaborating with Kwok Philippine Properties, Inc. (KPPi) on one of the country's most ambitious real estate, commercial and leisure projects.

When completed, the Silang development will be home to more than 10,000 people, a Shangri La hotel, shops, schools and commercial properties. The golf course, designed with help from PGA consultant Colin Montgomerie, will be an ultra-exclusive enclave within the 2,500-acre (1000-hectare) development.

Elsewhere, the 18-hole Crystaal Golf Club, developed by a Manila commercial real estate developer, will feature spectacular views of the volcanic Lake Taal — the "taal" in Crystaal. Located south of Manila, Lake Taal is a volcanic crater that features several islands — the products of still more volcanic activity. In nearby Tagaytay, Golfplan has also been contracted to provide master planning and design services for 36 holes at Batulao Highlands. The developers are a consortium of Filipino and Singaporean companies. In Cavite, Golfplan is working with Santa Lucia Development Inc. on Santa Lucia Saddle and Clubs Residential Estates.

At Sparrebosch, Golfplan's hotly anticipated South African design, site construction is underway and dedicated course construction will begin in June, according to David Dale, Golfplan vice president and senior designer.

Dale added that Golfplan's native plant restoration designs are complete, and the project has received all its approvals from South Africa's various coastal commissions.

Located outside the resort town of Knysna, the 18-hole Sparrebosch course will sit atop a naturally contoured parcel on East Head, the spectacular headlands overlooking the Indian Ocean. Upon completion — a dramatic New Year's Eve 1999 opening has been planned — Sparrebosch will be the southernmost golf course on the African continent. This will provide Golfplan a unique bookend, as the firm also designed the continent's northernmost course: the 27-hole Golf de Tabarka Resort high above the Tunisian port city of Tabarka.



## Greece eyes 30

Continued from previous page

a 40-percent grant against interest — designed to quicken the pulse of any developer.

If doubts remain as to the financial commitment involved, Deriziotis confirmed the steely resolve: "Whatever the cost, the Greek Government is ready to make that investment."

However there is an undercurrent of unease throughout the industry as to how realistic the target is. Bearing in mind that another Southern European country, Italy, a country with a fairly established golf course construction infrastructure, has had but 13 new courses over the last three years — in itself a pretty impressive figure.

One of the speakers at the Thessalonica congress was British architect Howard Swan. Swan said he is very excited at the opportunities offered in Greece and has the experience of working there on the Glyfada course (original design by Donald Harradine and updated by Robert Trent Jones).

Nevertheless, Swan supplied a telling caveat pointing out that the 30 courses in three years proposal is far too optimistic.

A number of architects who wished to remain anonymous expressed concern over the availability of land in Greece, repeating the perceived view that small plots were owned by very many individuals, thus making the required acreage for a golf course a difficult purchasing proposition.

Deriziotis gave the official, and very different, story. "Land sites available include huge tracts of prime property owned by the EOT, which will go out to tender," said Deriziotis. "Serious proposals have already been accepted for 15 new golf courses, one within each of the following areas: Halkidiki, Thessaloniki, Kos Island, South West Greece, Central Greece, Avavissos, Argolis, Mytilini and Kefalonia. Four have been proposed on Crete, two on Rhodes."

While Greece is an established tourist region with many Germans and Britons especially, making it their first choice destination, the ETO is naturally keen to expand upon that market share.

"The Greek golf development program is definitely part of our [Greece's] efforts to attract activity-oriented tourism...that will attract visitors all year round," added Deriziotis.

Then there are the spinoffs to consider: A natural result of having so many courses available will be an influx of domestic players into the market.

With such a massive development underway the scene is likely to resemble an international gathering of the golf course industry.

The involvement of Greek professionals seems to be assured as Deriziotis informs: "We have both, [course architects and constructors] and a very capable Greek Technical Chamber that can carry out a call for contract tenders. Additional golf personnel, e.g. greenkeepers, could come from our present army of professional gardeners with the state subsidising retraining programs.

The EOT has already proposed train-

ing programs in golf course management and maintenance with funding from the Second Community Framework of Support program in Greece."

Greece is a hot country with low rainfall. While this has made for a great tourist industry it doesn't look to sit too well with easy golf course maintenance. One of the existing courses, Portocarras (originally designed by Geoffrey Cornish), suffers from lack of water and is reported as being difficult to keep green.

The irrigation experts have not failed to recognise this problem, one such company tendering for projects in Greece is

*'Whatever the cost, the Greek Government is ready to make that investment.'*

— Costas Deriziotis

York & Martin Ltd. Co-director Phillip York came straight to the point: The big issue in Greece is water with maybe 3,000 cubic meters per day required on a golf course.

Yet some villages have their water supplied by tanker.

Deriziotis bobs and counters with a straight right: "Within areas of low rainfall, water for the landscaping can be supplied by technical methods, such as drilling and/or water derived from waste water after biological cleansing.

"The waste water will come from neighboring hotels and communities. Some of our best and largest hotel units have been using the biological method very successfully for years now."

The next conference in Greece to discuss the golf project is scheduled for May 14, hopefully any loose ends will be tied securely to hard business plans.



## A Foursome of Turf Type Bermudagrasses That Won't Be Beat

Nobody beats Pennington when it comes to turf type bermudagrasses! We have the most complete line of certified seeded bermudagrass in the industry and can satisfy any special needs when it comes to bermudagrass application. All of these varieties are available with our exclusive PENKOTED® protective coating. For the best bermudagrass selection, always rely on Pennington.

**Sultan**  
Fairway Quality Bermudagrass

**Yuma**  
Improved turf-type bermuda

CERTIFIED  
**Bermuda Triangle**  
Professional Quality Bermudagrass Blend

TURF TYPE BERMU DAGRASS  
**PANAMA**

**PENNINGTON**  
1-800-277-1412  
www.penningtonseed.com

**SEEDS West** INC.  
(888)905-3434  
www.seedswest.com

**L**OS CABOS, Mexico — Palmilla Golf Club's new Nicklaus-designed Ocean Nine has broken ground and is expected to be ready for play in December.

The Ocean Nine will complement Palmilla's existing 18-hole championship course, the first Jack Nicklaus Signature design in Latin America.

"Golfers will soon be able to enjoy three distinct nines —

## Nicklaus adding nine to Mexican resort

choosing between a combination of Palmilla's Mountain, Arroyo and Ocean nines," said Rick Renick, vice president of golf operations for Koll Resorts International of Newport Beach, Calif. "Each nine is a championship test offering a variety of scenic holes and shots," added Renick.

The Ocean Nine layout, featuring a 600-foot elevation change from holes one to six, takes advantage of the natural desert and mountain terrain and incorporates challenging directional changes. Several holes are located within a pitching wedge of the ocean, affording players unparalleled

panoramic views of the Sea of Cortez. Featuring two par-3s and two par-5's, the new layout, when completed, will stretch 3,465 yards from the championship tees.

"The third hole of the Ocean Nine is destined to be the most photogenic of the layout, with a lengthy par-4 playing right

down to the ocean," said course designer, Jack Nicklaus.

"We are confident that with the addition of the Ocean Nine, Palmilla's 27-holes will enhance Los Cabos' rapidly growing reputation as one of the world's top golf resort destinations."

The 900-acre Palmilla resort encompasses the Palmilla Golf Club, opened in 1992, the newly renovated landmark hotel Palmilla, and an exclusive residential community offering oceanfront and fairway living. Palmilla has been listed among the "Best Places to Stay in the World" by *Conde Nast Traveler*, and has been ranked among the top 100 resorts.

## Big Worm Problem.

## There's Nothing Better on Worms Than SCIMITAR®.

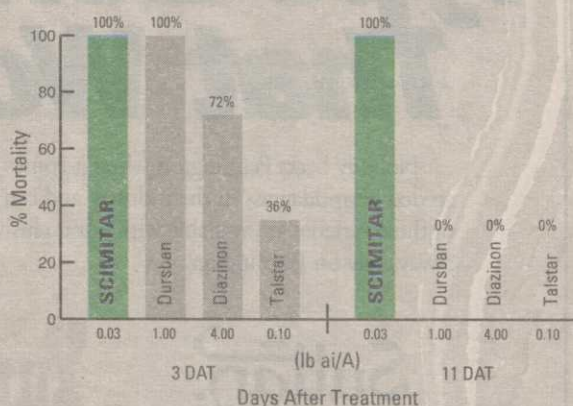
**F**or big worm problems, SCIMITAR is an exceptional addition to your turf pest management program because it:

- Controls sod webworms, armyworms and cutworms
- Delivers fast knockdown and extended residual
- Provides outstanding performance at low use rates
- Is available in two convenient formulations—wetable powder & capsule suspension
- Is easy on the environment
- Has application flexibility

For big worm problems in turf, nothing is better than SCIMITAR.

For more information, contact your authorized Zeneca Distributor, or call Zeneca Professional Products Toll Free at 1-888-617-7690.  
[www.zenecaprofprod.com](http://www.zenecaprofprod.com)

Residual Control of Fall Armyworm on Common Bermudagrass



Source: J. Reinart, Texas A&M University, Dallas, TX, 1996.

**Scimitar**  
INSECTICIDE

Always read and follow label directions carefully. SCIMITAR® is a registered trademark of a Zeneca Group Company. Diazinon is a trademark of Novartis Corporation. Dursban is a trademark of DowElanco. Talstar is a trademark of FMC Corporation. © 1998. Zeneca Inc.

## Oman eyes golf for oil

MUSCAT, Oman — Oman plans to invite private investors to participate in a major tourist project north of the capital, Muscat, the commerce minister said in remarks published recently.

The Oman daily quoted Makboul bin Ali bin Sultan as saying the first stage of the project would include construction of 13 three- to five-star hotels, two golf courses, a marina and around 100 villas.

The first phase, one of three, was estimated to cost up to 150 million rials (\$390 million). The paper gave no details on the other phases.

"The Ministry of Commerce and Industry...will present this project to a group of giant local and international investment companies specialized in tourism to set up a holding investment company to develop and manage the project," bin Sultan said.

He said the government has allocated a 13.5-square-mile plot for the project in an area 62 miles north of Muscat.

"The project would play a vital role in reinforcing tourism in Oman and would encourage the establishment of sports tourism in all its forms in the country," bin Sultan said.

The minister said the company will offer 40 percent of its shares for sale through the Muscat stock exchange. Oman, a small independent oil producer at the southeastern edge of the Arabian Peninsula, is trying to diversify its economy away from oil.

## Brits Gaunt, Marnoch team to take on world

**LONDON** — Two of the younger British golf course architects have teamed up to form Gaunt & Marnoch Ltd. Jonathan Gaunt and Steve Marnoch have known each other since their days at Leeds Metropolitan University and have been competing with one another ever since. With their office in London's financial district, they are ideally placed to discuss the financing of golf courses, especially considering that they share a building with PGF Group and GDG Acornbridge Ltd. — both specialist financial consultants to the golf course industry. GCNI caught up with them in Gaunt's London home during a lunchtime trifle-eating session, a fact which does much to define the characters of these two thirtysomethings.

**Golf Course News International:** Why did you join forces?

**Jonathan Gaunt:** We were at college together back in 1985 and when we left we both went to work for Brian Pierson in Scotland. Ever since then we have had aspirations to work together as a design team. We went our separate ways in 1987, me to Golf Landscapes and Steve to another contractor. I set up on my own in 1990 and Steve did likewise in 92 having worked at Caseys, we have competed with each other for six years now and Steve always seemed to get the job.

**Steve Marnoch:** We proved that, as individuals, we can do the job and survive in the marketplace. Currently, the work is getting harder to obtain and there is a downward trend in the market with more golf course architects and trainee architects out there. Obviously, when we arrive on a short list of three, with myself and Jonathan included, it is quite ridiculous that we are actually competing with one another. But that's not the only reason for joining together. Working alone, in separate offices up and down the country you can feel isolated in a very competitive market.

**Gaunt:** I've employed people on an ad hoc basis to do work as and when required. Steve has had someone in his office for the last three or four years. He's not really been able to keep him occupied full time. Now that we are working together we can keep that person busy all the time.

**GCNI:** Are there any areas in which you feel that you are going to clash?

**Marnoch:** We've certainly clashed in the past. I think that our personalities would still clash if we worked in the same office together. But we have been friends for 15 years and that does make for good understanding.

**GCNI:** Do you plan to have such a geographical split in the work which you take on?



Jonathan Gaunt, right, and Steve Marnoch eye projects abroad.

**Marnoch:** Ideally it would make sense, but we are going to find, I think, that there are exceptions to that rule. When we consider Scotland for example, might be quicker for Jonathan [London] to jump on a tube, get to Heathrow and fly to Scotland than for me [Derbyshire] to spend two hours getting to Manchester Airport then flying up. We are going to look at each job individually and sensibly and then make our decision.

**Gaunt:** I've traditionally done a lot of work in the Northeast and have often spent a long time doing the ground work. So yes, I will continue with these jobs. But if a new job comes up in the North it would obviously make sense for Steve to deal with it.

**GCNI:** What other benefits will come from your merger?

**Marnoch:** Client contact. Covering for each other at holiday times, etc. We both have secretaries now, but being in the office while the other is on holiday makes more sense and gives better client satisfaction by being personally available to speak with clients.

**GCNI:** Are there any negatives to your partnership?

**Marnoch:** Yes. We eat and drink too much.

**Gaunt:** I have been asked why we would want to join forces, some people say that I'll just have to split all the fees that I earn. To be honest, that doesn't bother me. You can only do a certain amount of work yourself and if you go beyond that threshold the quality of your work starts to deteriorate. I would much rather do two jobs less in the course of a year, do them properly and get a reasonable fee. I just want to go out, do the job right and earn a reasonable living. I don't want to make millions of pounds out of this.

**GCNI:** What long-term aims does Gaunt & Marnoch Ltd. have?

**Gaunt:** Basically we are looking to go worldwide. We are currently looking at jobs in Canada, Malaysia, the Caribbean and

Continued on page 46

## 'Ecological resort' envisioned in Belize

**BELIZE** — A "world-class ecological resort" is envisioned by developers who plan to develop the first-ever mixed-use destination resort in this Central American country.

Wall Street Financial Corp. has hired a team of urban planners for the resort, which will boast the country's first golf course. It will be at the corporation's Mayan Salt Creek Estate, a plantation of 31,423 oceanfront acres less than 10 miles north of Belize City and the country's international airport. A subsidiary of WSF, the Trust Corp. of Belize Ltd., is the sole trustee and asset manager of the estate.

According to Gerhart W. Walch, chairman and chief executive officer of WSF, the team will consist of Kevin Connolly, a former vice president with the New York City Economic Development Corp., and Deni Adaniya, a community planner. Both will report to Antoine Gedeon, chief operating officer for Mayan Resorts Development Co.

"Our goal in Belize," said Walch, "is to create a world-class ecological resort... We have the full support of the Belizean government, a conceptual drawing of the hotel by the renown architectural firm of Wimberly Allison Tong & Goo, and are well along in talks with a major international hotel group. With our planning team now in the country, we look forward to moving this project along much faster."

Residences, under construction, are the first increment of a retirement center that will eventually include a medical clinic and health complex. In addition, Walch said, the company has begun implementing a sustainable forestry management program, which includes the harvesting a vast reserve of timber, much of it highly prized mahogany.

## Hemstock opens office in India

**BOMBAY** — David Hemstock Associates has set up a base in India following its first contract in that country.

Project manager and maintenance specialist Geoffrey Porter is permanently based near Bombay, and the company is looking to extend its influence through him into other new projects and remodeling work. Geoffrey is currently involved with an 18-hole championship course project.

Co-designer and Clubhouse Architect Les Watts is also now working with the company, presently running the design and consultancy work in the Pacific Rim region, but also carrying out design work for the company's European projects.

"We make full use of the globe-shrinking effects of the Internet in order to communicate effectively with each other, with design work often taking less than a few days from inception to transmission electronically to India or Honk Kong," says principal consultant David Hemstock.

The company has launched a video of its work, including an example of a 3D fly-around view of one of its holes, which can also be generated for other existing holes.

## U.S. Golf Facility Employee Compensation Study

- Fact:** The only research available on annual base salaries and hourly wages for 29 jobs common to golf facilities.
- Fact:** Salary data presented by specific characteristics such as facility revenue, initiation fees, years in operation, employee age, years in position.
- Fact:** Includes sources of additional income and employee benefits
- Fact:** Only available from the National Golf Foundation

**\$150+ S&H**

Member discounts apply

Order now: **(800) 733-6006**



Research and Information on the Business of Golf

Visit NGF at [www.ngf.org](http://www.ngf.org)

## Q&A: Gaunt & Marnock

Continued from page 45

Turkey. In the short term, we aim to spread ourselves wider in the British Isles. Steve and I have been in business for about 10 years now and we have only done one job in Wales. There is still a massive potential market over here. In that respect, I think that we need to consolidate what we are able to do

over here before we start going worldwide in earnest.

**Marnoch:** We currently have offices in Derbyshire and London but we would like to open an office in Scotland. My roots are in Northeast Scotland, near Aberdeen and I'd like to go back and do some work up there. There's an awful lot of work going

on in Scotland and there seems to be a lack of BIGCA-qualified people handling the work.

**GCNI:** The situation in Asia is tricky right now. How do you feel it's going to go?

**Gaunt:** It's quite interesting actually, you hear about all these big names leaving the sinking ship, but there are consultants out there who don't charge a big fee. I think that there is a big demand in Asia for academy golf

courses. The golf course I did in Turkey last year was a nine hole course with a driving range. It's a floodlit development just outside Istanbul and it's important for them to have it because it's entry-level golf and that is where I think that there will be a big boom. I really think this will be the case in Asia too, and not only there, but steadily throughout the golf course industry.

**GCNI:** Greece is planning 30

courses in the next three or four years, how do you view that?

**Gaunt:** The first step ought to be researching other countries and what they've done, especially what they've done wrong. In my opinion copying the Portugal theme will not work in Greece. In actual fact, I think they're probably doing it wrong on the south coast of Turkey too, there it is all exclusive developments. In Greece I think that they need to get people interested in playing the game, if not they are going to be creating problems for themselves from the very start.

**GCNI:** Ecologically, how can Greece have these courses when you consider that villages still have water tankered in to them?

**Marnoch:** There are ways of getting water when it seems that there is none. I've been looking at possible developments in Corsica and Cyprus and the major problems are water and maintaining the ecosystem. We must look at how best to use the resources that are in the area.

**GCNI:** Is the target of 30 courses in three years feasible?

**Gaunt and Marnoch:** No. No way. Planning problems will be the first of many headaches, a nightmare. They need to look at a much longer time scale to do things properly.

**GCNI:** How do you feel about professional golfers becoming more involved in course design?

**Marnoch:** Of course professionals, especially tour pros, have design ideas they want to put into practice and developers think that using a big name will be the key to success. But we think that involving a celebrity is only one ingredient of one kind of development. The pros don't have the technical or practical training. Being a golf course architect is so much more than just a bunch of good ideas.

**Gaunt:** What annoys me much more is people from other areas of the golf course industry with no technical training claiming to be reliable golf course architects.

**GCNI:** Is there anything to be said for hiring a professional golfer to do design?

**Marnoch:** Not if he replaces the golf course architect. Some clients are absolutely convinced that it is the right thing to do. We feel that we have a service to offer and that's what we'd like to get more involved in, working with some of the up-and-coming pros. Our role is to show them how their ideas can be made to work.

**GCNI:** What is the way forward for the golf course industry?

**Marnoch:** Good quality golf courses at a reasonable price.

**Gaunt:** I'm very interested in the upgrading of existing golf courses. It seems that golf clubs are beginning to understand that they have to do something to compete with all the courses that were built five, ten or even 15 years ago.

**Great Selection. Uniform Sizing.**

When it comes to providing turf professionals with expert ammunition to fight their wars with insects, The Andersons has always come through with great products and superior performance.

Today, using only the best performing ingredients, proven formulation strategies and consistent particle sizing production technologies, The Andersons has assembled a selection of over two dozen insecticide and fertilizer/insecticide combination products. With each product precisely designed to meet specific insect challenges throughout the season, The Andersons has effectively provided its customers with a flexible array of economic problem solving solutions that get reliable results.

To get a free copy of our selection guide with information about specific formulations, or for the name of your nearest distributor, call us today at **1-800-225-ANDY**

**the professional's partner®**

**The Andersons**

# Shark, Fireman team on Puerto Rican beach resort

By HAL PHILLIPS

**R**IO GRANDE, Puerto Rico — Reebok Chairman Paul Fireman and Greg Norman have been friends and associates since 1991, when the Australian touring professional signed a "lifetime" deal to endorse the firm's footwear and apparel. Reebok responded two years later by creating a separate business unit, Greg Norman Apparel Co., whose mission it remains to accredit the Norman logo to prospective licensees worldwide.

This unique partnership has further diversified, with Fireman and The Shark officially christening the Norman-designed River Course here at the Westin Rio Mar Beach Resort & Country Club.

The \$5.9 million track, which opened for limited play in July 1997, is the latest collaboration between Norman and Fireman who got into the golf business back in 1991 when he bought a struggling Cape Cod golf community for \$9.1 million at foreclosure auction.

After sinking \$25 million of his own money into the project and forming Willowbend Development Corp. (WDC) to manage its growth, Fireman has watched Willowbend Country Club in Mashpee, Mass. quickly reach full membership and sell 91 of its 287 real estate units at more than \$198,000 per lot and \$390,000 per home.

These are colossal numbers in the golf industry but something of a pittance for the chairman of Reebok International, which did an estimated \$3.7 billion in revenues last year.

Indeed, some golf industry observers viewed Fireman's Willowbend project as "dabbling," while others — including one of Reebok's institutional shareholders — called it "foolishness."

While shareholders have a financial right to skepticism, the "dabbling" charge looks increasingly ill considered. WDC not only developed the Norman-designed River Course, it spearheaded the \$178 million The Westin Rio Mar Beach Resort and Country Club, working with the experienced hospitality developers, Tishman Realty & Construction Co. of Manhattan.

Opened in August 1996, The Westin Rio Mar offers 600 rooms, beach frontage, a casino and 36 holes of golf — the Ocean Course, designed by George and Tom Fazio, has been in play since 1974. Come 1999, another hotel developed by Willowbend — this one with 270 rooms and costing \$57 million — should be up and running.

Across the island, WDC is also building an 18-hole, Chi Chi Rodriguez-designed course at Dorado Del Mar, a resort complex developed by the Puerto Rican firm, Empresas Sandurni Corp.

Meanwhile, with completion of the River Course — which followed hard on last year's debut of the TPC at Sugarloaf — Greg Norman Design now has two solo designs operational in North America.

His firm has completed nine project worldwide while 29 remain in construction, 11 in the United States.

And lest we forget, The Greg Norman Collection — the dedicated apparel divi-

sion licensed by Reebok but administered by Great White Shark Enterprises — is now the fourth-best selling men's clothing line in America's top-tiered department stores, trailing only Polo, Tommy Hilfiger and Nautica.

Let's see the chairman of another athletic shoe company and his Cablinasian spokesman try something like that.

"I knew that when we got involved with the hotel possibility and knew we wanted to put a new course in, of course the first

person I called was Greg," Fireman told Golf Course News. "His company came in and did a great job. The finished product is spectacular."

Named for the Mamayas River which bisects the property and comes into play on five holes, the River Course was not

*Continued on next page*

*Greg Norman, left, and Reebok International Chairman Paul Fireman at The River Course in Rio Grande, Puerto Rico.*



## FMAC GOLF FINANCE GROUP

# THE BIGGEST PURSE IN GOLF.

ACQUIRE

LEASE

REFINANCE

RENOVATE

Whatever your financial needs, let FMAC help you achieve your goal. FMAC Golf Finance Group is staffed by experienced professionals who really understand your business. We offer fixed rate loans with terms of up to 20 years. Our floating rate loans feature interest ceilings that protect you from runaway inflation and interest rates. We lend and lease to all types of golf course facilities, from daily-fee courses to member-owned clubs and long-term leaseholders. When we

arrange a loan, it's based on the cash flow of your business—personal guarantees are often not required. Our legal and appraisal process keeps our fees far below those of other lenders. Simply provide us with the financial data for your facility and we'll provide an estimate of its value and the equity available to you.

Call Doug Brodie in Los Angeles; Ed Boyle or Ralph Little in Greenwich and find out how we take the hazards out of golf financing.



FMAC

GOLF FINANCE GROUP

AMERICA'S BUSINESS LENDER™

Greenwich 888-511-3622 • Los Angeles 888-681-3622

FMAC is listed on NASDAQ as FMAX. Visit our website at [www.fmax.com](http://www.fmax.com)

# Shenzhen to be completely remodeled by Nelson & Haworth

Shenzhen Golf Club, home to two of the top tournaments on the Volvo China Tour — the Volvo Open and the Hugo Boss Open — is to be given a complete remodeling by Nelson & Haworth. The course, the first to open in Shenzhen in the mid-1980's, is a favorite venue for many tournaments and visitors,

due to its proximity to Hong Kong and its well respected club management.

Nelson & Haworth will be upgrading all 27 holes. Singapore-based managing director Neil Haworth revealed that significant improvements will be made to the greens, tees, and fairways. "We will be bringing the whole

course up to modern standards," he explained, "including rebuilding the irrigation and drainage systems and enhancing the landscaping. We expect the whole project to take about 24 months to complete," he said.

"The greens will be rebuilt to USGA standards, using Tifdwarf grass, to give more character and

interest to the putting surface," Haworth detailed, "and bunkers will be added or existing ones re-shaped to add to the visibility and playing strategy required. We will also be re-shaping the fairways to ensure the positive surface flow of water, and adding sand, catch basins and pipes to improve the drainage. There will

also be a new fully computerized automatic irrigation system installed. Furthermore, we'll be adding additional water hazards for both aesthetics and playability."

The company said that regular players at the course need not be inconvenienced as work will be done nine holes at a time, so 18 holes will always be open.

The  
color  
of  
money

Protecting  
it starts with  
Thalonil.™

**M**ake Thalonil™ the number one product in your disease management program. In university studies — and on courses like yours — Thalonil has been proven time and time again. No other chlorothalonil delivers better — or broader — disease control.

So start with Thalonil for dependable, broad-spectrum control. Then add other fungicides to your program as needed to control specific disease problems affecting your course. Your return will be an effective, efficient disease management program that will keep your course looking like a million bucks.

This season, make your disease management program pay top returns with Thalonil from Terra. You'll have the right fungicide, the right people and the right results.



**Terra**

Terra Industries Inc.  
P.O. Box 6000  
Sioux City, Iowa 51102-6000  
1-800-288-7353  
www.terraindustries.com

*Working with you.*

## Norman, Fireman in Puerto Rico

Continued from page 47

the easiest of construction projects.

Jason McCoy, vice president at Greg Norman Design, visited Puerto Rico some 40 separate times to deal with construction problems, foremost among them a hurricane that hit just as seeding had been completed. Three months were lost.

"Whether you do it for a friend or because it's strictly business, your name's going on it — that's why you spend the time down here to make sure it comes off," Norman told *Golf Course News* the morning of December's grand opening.

"Like any project, you're going to have problems. Mother Nature comes in and throws a couple of hurricanes at you; she dumps a bunch of rain on you during construction, and so on. But at the end of the day, if you dedicate yourself to a project, your end result will be exactly what you want."

Norman's River design is a commendable resort design: Bearish from the back tees (6,931 yards) but quite playable from the front (6,250).

The river and its collateral wetlands are clearly the dominant features, beautifully tinged with splashes of brilliant orange (flamboyant trees) and violet (reine del floral).

Fireman and Norman agree the River Course was a special situation; not all of their future golf projects will be developed in such close concert.

Indeed, Norman doesn't necessarily rely on Fireman for work; his design plate is full.

By the same token, with two bonified successes in his deep pockets — Fireman's personal real estate portfolio reportedly approaches \$300 million — the Reebok chairman is unlikely to stand pat.

He was asked if WDC had any course development plans on the U.S. mainland. Fireman smiled but remained non-committal: "We're reviewing a few."



The shot from the 14th tee box at Yin Shi Fu Golf Resort near the Great Wall of China.

## Ian Woosnam to design golf course near China's Great Wall

BEIJING — Ian Woosnam announced recently that he is designing an 18-hole golf course near the Great Wall of China, about 45 minutes north of downtown Beijing.

"We have been purchasing this land near the Great Wall since 1995, and we believe we have superb terrain that will allow Ian Woosnam to design a truly unique course," said Yin Jian, chairman of the Long De Hang Co Ltd. the project's developer.

According to Woosnam, "This is going to be a phenomenal project. My team has walked the site and we are absolutely thrilled by the land and its proximity to one of the world's great landmarks."

Construction of the 7,200-yard, par-72 Yin Shi Fu Golf Resort course is currently underway and is scheduled to open in the spring of 2000.

Located 40 minutes from the Beijing International Airport, the club is situated in the foothills of the northern mountains,

in close proximity to The Great Wall.

"On clear days," said Brit Stenson, senior designer on the project, "The Great Wall can be seen from the site and will be visible from the golf clubhouse dining room."

According to Stenson, the site combines existing hills, rolling farmland and thousands of trees. "Much of the upland area is in orchard use, as was the original Augusta National, with flowing crabapple, apple, and cherry trees, while the lower areas of the site are studded with towering poplars."

Woosnam added that he'll be incorporating a "least disturbance" concept when designing the golf course.

The project follows the opening of Dale Hill Golf Club in Sussex, England — a Woosnam-designed course — and two other recent projects by Ian Woosnam Design — one in La Union, the Philippines and the other in Shenzhen, China.

## Hills takes his talents to UK, promises not to impose U.S. style

By MARK LESLIE

WATFORD, England — American golf course architect Arthur Hills is designing his first course in the United Kingdom, but he promises not to impose the American style on the English countryside.

"We're not going to pop in an American-style golf course there," he said from his Toledo, Ohio, headquarters. "We'll build one that looks like it's been there a long while. It might be parkland style because of where it is located, but nothing in the design will look American and we won't heavily water it."

Owned by real-estate developers Stewart and Daniel Levy, the 200 acres just outside London is a "beautiful prop-

erty," Hills said, "and a tremendous opportunity. It is typical English countryside: gently rolling land with huge beech trees and oaks, sheep in the pastures and a barge canal along one edge."

The former railroad-owned land boasts a large hotel building which will serve as a conference center and hotel. The Levys will develop it as a destination resort.

Hills and his lead architect, Drew Rogers, anticipate British-style maintenance practices, Hills adding, "I certainly hope it's kept drier than over here."

The developers are waiting for the last of the necessary permits to be issued and hope to start construction on the course as early as fall.

## Golf Strategies in New South Wales

DOORALONG, New South Wales, Australia — Golf Strategies is designing an 18-hole golf course to complement the existing accommodation and conference facilities of the Dooralong Lodge here.

The lodge is located just outside Dooralong, a small town in Wyong Shire, around 100 kilometers north of Sydney. Adjacent to the Olney State Forest, the golf course property consists of rolling hillsides and gentle valleys with meandering streams. Native eucalyptus forest fills a large proportion of the site.

The owner plans a number of villa lodges to be clustered around the course which has been planned to ensure retention of wide belts of vegetation between holes to retain the bush character of the site.

This is Golf Strategies' first new course project on the eastern seaboard of Aus-

tralia. It has concentrated its focus on South and Western Australia.

Golf Strategies' principal Neil Crafter will head up the design for the project. "We are pleased to be designing our first course in New South Wales and with the inherent potential and great natural beauty of this site we are confident that this course will establish our reputation in eastern Australia," he said.

...

Elsewhere, Golf Strategies has completed its redesign of the South Course at Patawalonga in Adelaide, South Australia. The course reopened in December.

The redevelopment was necessary due to the lengthening of Adelaide International Airport's main runway by 570 meters and the realignment of a major road around the new runway which caused nine holes of the existing course to be lost.

## Pitman begins Singapore track

SINGAPORE — Having first provided a feasibility study for upgrading the 18-hole Seletar Country Club here, Chris Pitman Golf Course Architectural (S) Pte Ltd has been awarded the contract for full design and working drawings to fulfill the site works over the next two years. The construction of the first nine-hole phase began in April. Next to a reservoir on the north part of the island, Seletar Country Club boasts one of the most beautiful settings in Singapore. The extra tropical rainfall of the area is the prime factor in the specifications for the reconstruction operation, and strong shaping under a deep sand layer is the proven drainage technology in this part of the world.

### THOMPSON CHANGES NAME

SAN RAFAEL, Calif., USA — Thompson Planning Group Ltd., a long-time player in the Asian golf design market, has changed its name to Thompson Golf Planning Ltd. According to company president Peter L.H. Thompson, the new name more appropriately reflects the organization's "overall work in golf course planning and architecture."

GOLF COURSE NEWS

## How to Plan, Build and Operate a Successful Golf Range



This NGF publication will help you walk through every phase of developing a winning operation, including:

- Site selection and feasibility
- Market analysis and projecting revenues
- Design, site plans and construction budgets
- Zoning, permitting, legal and insurance issues
- Funding the project, equipment, lighting, and marketing
- Operational policies, procedures and financial profiles
- Lists of product and service providers, and more!

**\$150+ S&H**

Member discounts apply

Order your copy today!

**(800) 733-6006**



Research and Information on the Business of Golf

More than 200 other publications available. Visit NGF at [www.ngf.org](http://www.ngf.org)

## Garl-designed The Crossings opens its doors in N.C.

GROVE PARK, N.C. — RDC Golf Management has opened The Crossings Golf Club here.

"We know that this is the first upscale public-access course to open in this market in a long time and we want to be sure that the course is not over-played before its fully grown in," said Ken Pridgen, general manager. "The demand will be there because this course will be quickly recognized as

one of the top few in this area. But, I will be a little flexible on the 50 players-a-day policy if the weather is good and our superintendent gives me his okay."

The Crossings is an 18-hole, par-72, Ron Garl-designed layout. From the back tees it measures just over 6,700 yards.

"My goal at The Crossings was to create a golf course where people have a pleasant golf experience," Garl said. "I

wanted it to be a challenge, but, equally important, I wanted a course that's enjoyable and rewards good golf shots."

Construction of the course actually began eight years ago at the same time the development started. The original developer had several golf holes routed when struck with financial hard times. The course lay dormant for several years before RDC management met with the new developers

2 1/2 years ago and agreed to finish the course with Garl's assistance.

"Before I started the project about two-thirds of the holes had been cleared and some earth work had been done, so I had some freedom on the rest of the holes. Fortunately, what was completed was quite good," said Garl. Garl sprinkled the layout with "cornflake" bunkers that feature jagged lips instead of the traditional "smooth" lips. Garl's "cornflake" bunkers are the golf course equivalent of snowflakes — no two are exactly alike.

## Rees Jones will design 36 in Texas

HOUSTON — The Redstone Group, a Houston-based integrated financial services group, broke ground in April on a private, 36-hole golf club, which will feature two courses designed by Rees Jones.

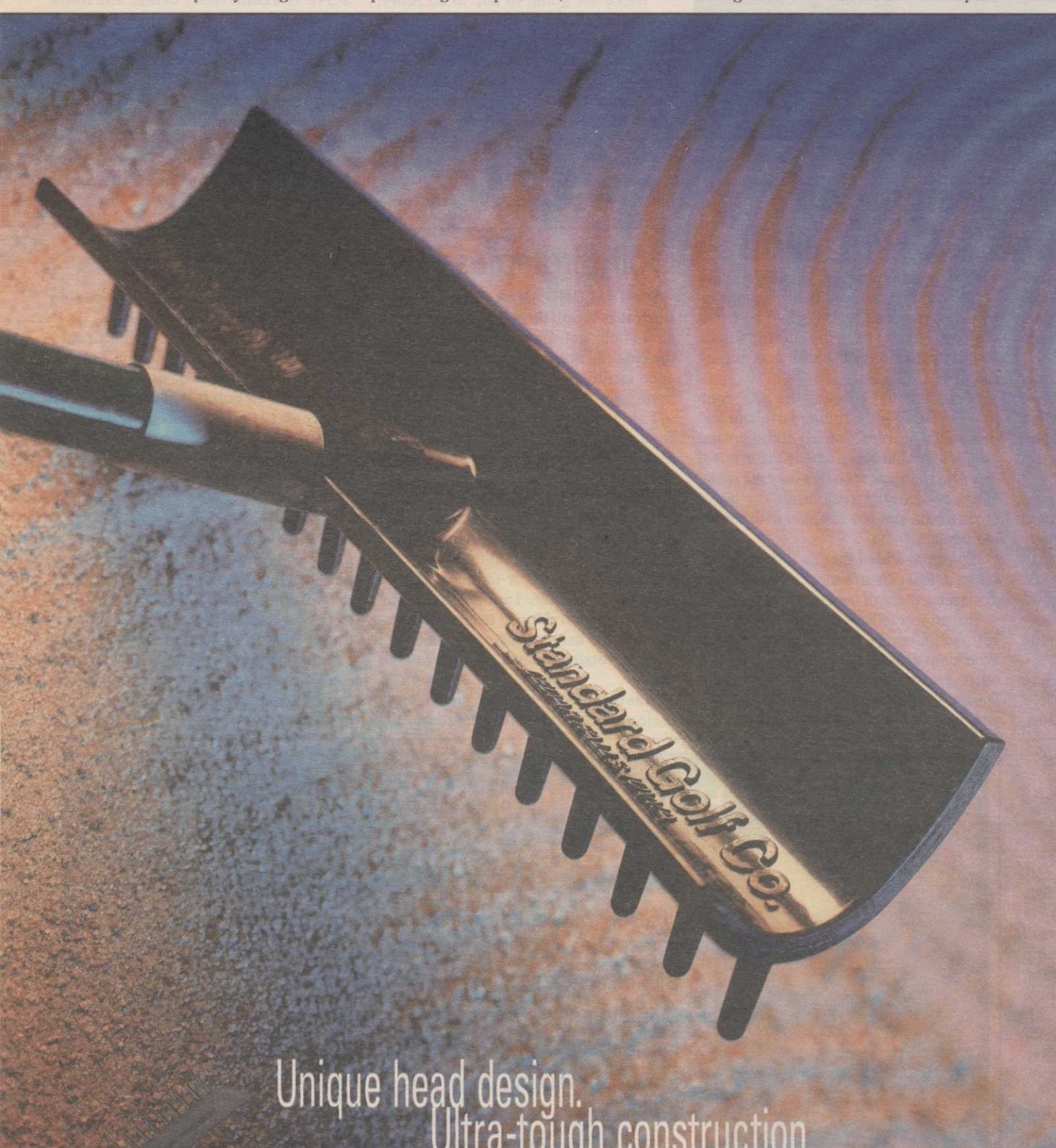
The project, named The Houstonian Golf Club, is located in Ft. Bend County, and is Jones' first design project in Texas. Redstone, which owns and operates the four-star, four-diamond Houstonian Hotel, Club & Spa in Houston, plans to operate one course as an exclusive club, and the second as an amenity to hotel guests and Houstonian Club members.

Project Manager Jim Hardy of Golf Services Group of Houston, said The Houstonian Golf Club will be comparable to other Rees Jones projects such as the Atlantic Golf Club in Bridgehampton, N.Y., and Ocean Forest Golf Club in Sea Island, Ga.

"Rees is a marquee name in golf course development these days," said Hardy. "His approach is lauded by golfers who have passion for the classic type golf experience. This project is a big coup for Texas." Jones, the son of course architect Robert Trent Jones, has become well known and highly respected for his natural and classic golf course design philosophy.

According to Jones, the Houstonian Golf Club will possess a multi-theme style of design with clearly defined shot-making objectives, and a variety of sand, grass and water features. Jones believes the selection of the site is crucial, and that it serves as a canvas for the creation of the design.

At the Houstonian Golf Club, Jones will blend the property's existing 65-acre lake and Texas flora with rolls, hollows and sculpted landforms. Redstone plans to build separate clubhouses for each of the courses, and will limit the exclusive course to 300 memberships. "The ultimate measure of success is building uncontrived courses that have enough variety and character to retain the golfer's interest round after round. I strive to build my courses to stand the test of time," said Jones.



Unique head design.

Ultra-tough construction.

## Ask for Standard Golf

the next time you need a bunker rake and you'll see what makes us different. We look at rakes, and all our products, from every possible angle. We examine the smallest details. We think and re-think every item we create in order to give you the outstanding accessories you deserve. And for more than 70 years, we've succeeded. That's why Standard Golf is found on the best courses in the world. So remember, whether you need a flag stick on number 9 or new accessories for your entire course, ask for Standard Golf.

**STANDARD  
GOLF COMPANY**

Cedar Falls, Iowa USA  
www.standardgolf.com

Talk to your Standard Golf distributor today. Or call 1-319-266-2638 for more information.

## BRIEFS



### UNITED GROUP ACQUIRES SERENOA GC

NEW YORK—United Golf Group, a private course owner, has acquired Serenoa Golf Club, an 18-hole semi-private course in Sarasota, Fla., for \$7.1 million. United Golf Chief Executive Officer Mark Mashburn said: "The Serenoa course fits in well with our long-term goal of acquiring a portfolio of quality courses throughout the country." United Golf is a course ownership company based in New York. United Golf's management includes personnel with a combined 50 years of experience with course acquisition and management as well as individuals with extensive experience in the capital markets. For more information on United Golf Group, contact 212-317-0300.

### GOLF TRUST REPORTS FINANCIALS

CHARLESTON, S.C. — Golf Trust of America (GTA), Inc., a self-administered real-estate investment trust, reported first-quarter Funds from Operations (FFO) of \$6.8 million or 54 cents per share, on revenues of \$8.9 million compared to FFO of \$3.3 million, or 41 cents per share, on revenues of \$3.8 million for the prior year's first quarter. The 32-percent increase in FFO is principally due to acquisitions during the year. In the first quarter of 1998, GTA purchased six courses for a total investment of \$100 million. As of March 31, the company had an interest in a total of 28 courses.

### NGP REPORTS FFO GROWTH

SANTA MONICA, Calif. — National Golf Properties Inc. reported funds from operations (FFO) of \$12.8 million in the quarter ended March 31, a 10-percent increase from \$11.7 million in the same quarter a year earlier. On a per-share basis, NGP reported FFO of 61 cents per share compared to 56 cents a year earlier. NGP declared distributions to stockholders of 43 cents for the quarter ended March 31.

### CARLTON JOINS MASTERS TEAM

ORLANDO, Fla.—Masters Golf Corp. has hired Wendy Carlton as its marketing coordinator. Carlton will provide marketing support as well as marketing and membership generation services for Masters-managed clubs. She joins the Masters team after a career with TeamStaff and Arabian Nights where she gained extensive experience in marketing and client relations.



The new Robert Trent Jones Sr.-designed course at Playa Grande in the Dominican Republic.

## New destination: Dominican Republic

By PETER BLAIS

RIO SAN JUAN, Dominican Republic — WANTED: Top-notch superintendent to manage an 18-hole piece of paradise on the northeast coast of this Caribbean island nation.

The country's national bank, Banco Central, recently opened an 18-hole, Robert Trent Jones Sr.-designed course along the windswept cliffs of Playa Grande, an hour east of Puerto Plata International Airport.

Wishing to preserve its majestic, \$8 million investment, bank officials recently announced they are seeking an experienced superintendent to manage Playa Grande's Bermudagrass fairways, tiff dwarf greens and devilish Jones-designed bunkers.

Banco Central built the course in the hopes of enticing a major developer to buy both the course and surrounding acreage, where six major hotels and numerous vacation homes are planned.

One seemingly logical developer would be Allegro Resorts, which owns a 300-

room hotel bordering the course — Caribbean Village Playa Grande. Allegro guests currently purchase the bulk of the rounds. However, Allegro is in the hotel business — operating 30 resorts worldwide under the Allegro, Caribbean Village and Jack Tar resort banners.

"We are resort operators, not developers," said Benny Guavera, president of Allegro's management services division.

Allegro would prefer to stay with its strength, resort operations, and leave development of the six remaining resort sites and residential housing lots to a major real-estate developer, Guavera explained. The risk for Allegro, is that other resorts developed on the surrounding property would also want to send their guests to the Playa Grande course, which includes 13 holes overlooking the Atlantic and three holes requiring drives across the pounding surf.

Allegro's Caribbean Village hopes to eventually add another 200 rooms, bringing it to 500. The other six planned re-

Continued on page 57

### GUEST ANALYSIS

## One photo is worth...a thousand bucks

By WARREN MARR

Let's get a few stark realities out of the way: First, with 400 new courses opening each year, competition among facilities becomes more heated with each passing day. Accordingly, marketing a course has taken on an importance no one could have envisioned just 10 years ago.

One of the most important marketing tools a golf course has is the course itself — or, at the very least, color course photographs around which owners can shape advertising, public relations and media campaigns.

Considering the importance of photography and its considerable expense, there is more to getting good marketing images than simply hiring a photographer. The complete process involves planning, accepting the probability of adjusting your play schedule, and perhaps even renting a cherry picker. As a course photographer, I've come to realize there are certain steps a course owner can take to get the most from their photographic investment.

To maximize a photographer's performance, the most important thing an owner can do is properly prepare the course for the shoot. To each of my clients, I routinely send a checklist well in advance of my arrival. Some of these items may seem obvious, but you'd be surprised what a difference they can make.

It's also extremely helpful to allow photographers enough time to familiarize themselves with the course. Light is the key factor; morning and evening light are generally the best, but they fall differently on every course and hole. Shadows are dramatic, but putting surfaces need to be well lit. If skilled photographers are given enough time to scout the layout, they can establish a sound game plan.

Communication is important. Owners should prepare a list of holes they would like to feature; make sure the photographer understands your priorities. Also, understand that an experienced photographer can usually shoot four to six holes per day — two or three in the morning and two or three in the evening, depending on whether Mother Nature is cooperating and how crowded the course is. Owner

Continued on page 58

### PERSONNEL CORNER

## Ottis, Aretha & junior golfers

By VINCE ALFONSO

Ottis Redding wrote the song and The Queen of Soul, Aretha Franklin had one of her biggest hits with it. You guessed it, "R-E-S-P-E-C-T." The lyrics of that song focus our attention on getting respect. I want to talk to you about giving respect.

I spent from 1964 to 1977, dividing my time between a career in the music business and working with Vince, Sr. at Bella Vista Country Club in Memphis, Tenn.. As I reflect on those years, I can easily compare my love of music and the respect I have

for the talents of Mr. Redding and Ms. Franklin with my love and the respect I have for junior golfers. I want to use that familiar refrain of



Vince Alfonso

Mr. Redding's, Re-Re-Re-Respect to draw your attention and that of your staff to what it means to give Re-Re-Re-Respect to junior golfers, rather than trying so hard to get it from them.

My dad, Vince Sr., and my Uncle Mario showed me respect as a junior golfer by taking time, real time, to teach me the game. And they didn't just teach me how to hold a club and then say, 'Take a whack at it Bud. Let's see what you can do.'

Continued on page 56



Marr photo of Pasatiempo in Santa Barbara.

## Palmer pares 45 minutes from average Presidio round

SAN FRANCISCO — In addressing the pace-of-play issue, Arnold Palmer Golf Management Co. (APGMC) has enlisted support of the one group that can effectively reduce on-course delays: golfers themselves. By making players continually aware of speed expectations, Palmer Golf has reduced the average round by

45 minutes here at the prestigious Presidio Golf Club.

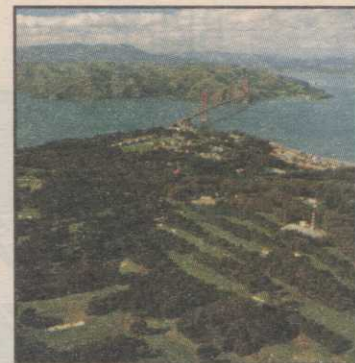
"It's all about setting expectations and, as a team, working to exceed those expectations," explained Jeff Levine, APGMC's regional general manager for Palmer's 12 West Coast facilities. "We have taken a scientific approach and combined it with

the practicalities of course operations. It's been very effective here and I'm confident we'll get the same results elsewhere."

APGMC will soon implement the same pace-of-play blueprint at its Palm Springs facility, the 36-hole Tahquitz Resort. By the close of 1998, the policy should be in place at all 30 Palmer facilities,

according to Tim Tierney, APGMC vice president of operations.

Opened for play in 1914, the Presidio Golf Club long served as the private golfing conclave for San Francisco's military establishment. Managed by APGMC since it went public in 1995, the Presidio immediately became one of San Francisco's premier daily-fee facilities. How-



The Presidio

Robert Campbell photo

## ANY DAY... ANY SEASON

## YOU CAN MOVE MOUNTAINS...



Load small topdressers and work vehicles in only 7 to 10 seconds, **no wasted travel, no labor.**



Attach any tow type chipper and do all your winter clean up in a fraction of the time and cost.

**Material handling is a long term proposition... with exceptional versatility the MH-400 is your best long term solution.**

## WORK EVERY DAY...

**WITH THE SUPER VERSATILITY OF THE MH-400 MATERIAL DELIVERY UNIT AND QUICK ATTACH OPTIONS - NO TOOLS REQUIRED.**



Topdress large areas from 15 to 40 feet wide in minutes using sand, lime, gypsum or compost, without disrupting play.



Fill bunkers and traps, build retaining walls... Perfect for construction and renovation tasks. **Reach over 15 feet from the back of the unit.**



Backfill ditchlines, build cart paths, or place wood chips and compost around trees, plants and in flower beds. **The cross conveyor can move in any direction.**

Exceeding our customers expectations for performance and reliability since 1978.

**TY-CROP**  
TURF EQUIPMENT INC.

IN CANADA: 48945 Yale Road East  
Chilliwack, B.C. Canada V2P 6H4  
Tel (604) 794-7078 • Fax (604) 794-3446

IN THE USA: PO Box 1603 Sumas WA 98295-1603

**1-800-845-7249**

Call today for more info or a free demo

CIRCLE #139



ever, because it's a demanding, tree-lined, hilly track with small greens and unpredictable weather conditions, five-hour rounds were all too common.

Levine first commissioned the Northern California Golf Association to officially time an ideal round at The Presidio. The NCGA came back with a figure of 4:45. "Some courses simply aren't four-hour golf courses," said Levine. "We don't have one here. So we set our target pace at 4:35."

Palmer's Pace of Play Policy, like any public awareness or advertising campaign, relies on repetition and uniformity. First and foremost, the Presidio staffers, who earn cash incentives for consistently speedy rounds, make sure golfers have been repeatedly apprised of the 4:35 goal in advance of their tee times: On the phone immediately after reserving a tee time; at the counter when they check in; in the cart staging area; and just prior to stepping onto the first tee.

"Setting expectations is the biggest part of it," Levine explained. "The entire course staff — from greeters to pro shop personnel to starters to on-course player assistants — must participate in this effort. It must be system-wide or it won't have the same impact. It's also important to remind the golfing guest that we've gone to great lengths to address the pace-of-play issue because 'you've told us it's important.'"

Four target times — two for the front nine, two for the back — are printed on every scorecard at The Presidio, enabling players to chart their own speed or lack thereof. Players are also warned before leaving the first tee that "if you fall behind, we may ask you to skip half a hole," Levine explained. "It's unusual for us to actually ask a group to skip ahead more than once a week. Nine times out of 10, setting the expectation for a faster, more enjoyable round is enough."

When reminding slower groups of pace expectations, player assistants are instructed to be proactive by "assisting" players in finding golf balls, tending pins and raking bunkers. After meeting players as they

Continued on next page

GOLF COURSE NEWS

## Palmer adds second franchise

CROWN POINT, Ind. — White Hawk Country Club, which is scheduled to open here in late June, recently came under the Arnold Palmer Golf Management franchise banner.

"They've helped us with everything, from the design process right through to course operations," said Jack Slager, vice president of Hawk Development Corp. "Palmer helped us find, interview and hire a superintendent; they've also assisted in locating and sizing up candidates for general manager."

Designed by Tim Nugent of Dick Nugent and Associates, White Hawk is the second facility to become a Palmer Golf franchisee. The first, Reflection Ridge in Wichita, Kan., partnered with Palmer last spring.

White Hawk is an ambitious residential development featuring a championship-caliber golf course, surrounded by more than 300 housing units. Having completed several projects in northwest Indiana, Hawk Development Corp. is an experienced residential developer. However, White Hawk CC is the firm's first golf development.

"We're land developers," Slager said. "The piece of land we came upon in Crown Point lent itself nicely to golf, but we needed an experienced hand — a company that would partner with us, not dominate the development's golf component."

White Hawk is located an hour south of Chicago. Next month the staff will visit Orlando for training at Palmer Management University.

## Palmer/Presidio

Continued on next page

come off the 18th green, "greeters" report each group's time to the general manager.

Four official rounds are tracked each day; the timed results of these spotlighted loops are charted on the "Big Board" then reviewed "to see what's working and what's not," said Levine.

"The Big Board also comes in handy should a golfer complain about the speed of his round. We can bring him inside, show him the Big Board, and explain what we're doing to alleviate the problem."

"Those instances are becoming ever more rare. We're becoming more consistent and our guests have noticed."

After implementing the Pace of Play Policy in Palm Springs, Levine said Palmer will institute the program at the firm's Los Angeles facility, Whittier Narrows Golf Course.

Eventually, the policy will be installed at all of Palmer's properties.

GOLF COURSE NEWS

Jay Bastian, Palmer's senior vice president of acquisitions, said the company is "thrilled" to have a presence in the growing Chicago-area market. "White Hawk is our first franchise to test the brand's draw prior to opening," he said. "We have every confidence they will see positive results in their real estate activity."

## Cobblestone introduces Trophy properties into Atlanta

DELMAR, Calif. — Cobblestone Golf Group, Inc. has introduced the "Trophy Club Collection" into the Atlanta market.

The first two Trophy Club properties will be The Trophy Club of Gwinnett and The Trophy Club of Apalachee Farms. These were formerly known as The Champions Club of Gwinnett and The Champions Club of Apalachee Farms. "We've made significant upgrades to the course

and clubhouse, since purchasing these properties and continue to do so," said Bob Husband, president of Cobblestone. "As we continue to purchase additional golf facilities in the Atlanta area, we anticipate additional properties to be included in the "Trophy Club Collection".

Cobblestone Golf Group acquired The Trophy Club of Gwinnett in April 1997 and The Trophy Club of Apalachee Farms this February.



for your



## TORO NATIONAL SUPPORT NETWORK DEDICATED IRRIGATION SUPPORT FOR SUPERINTENDENTS

We're always prepared to answer your call for help. With 17 licensed irrigation experts on staff, the Toro National Support Network (NSN) offers fast system troubleshooting, problem-solving, remote diagnostics, or just friendly advice. Enroll your course today. Call 800-ASK-TORO, or contact your Toro distributor. With NSN, there's always help at the end of the line.

©1998 The Toro Company



IRRIGATION

## Henner speaks out on European management firms

QA

As golf club management companies edge inexorably closer to Europe, having made great inroads in the

United States and Asia, many people are wondering what the future holds. "carpet baggers" or

"Salvation Army"? Thomas Henner, director of European Operations for International Group of Club Corp spoke with Trevor Ledger, International Bureau Chief of Golf Course News International.

**GCNI:** In our last issue of GCNI we reported ClubCorp's

acquisition of the majority share holding in PGA European Tour Courses. Is this a step toward "cornering the market" of golf courses?

**Thomas J. Henner, International Group of Club Corp:** We're excited about our relationship with European Tour Courses and have recently vis-

ited all of the properties held within the group. We are very optimistic about the future potential. Considering that in the United States we host a variety of PGA Tour, LPGA Tour, Senior Tour and Nike Tour Events at some of our properties, the relationship with European Tour Courses can provide a unique blend of specific areas of expertise from each of the major part-

ners. As regards "cornering the market" our goal in Europe is to be involved with quality facilities in good locations with strong membership. We are not a wholesale buyer. Our real value, that which we bring to the table as a company, is the belief that we are in the membership business and our relationships with the members of the clubs is of primary importance to us. It's impossible to pay that kind of attention to detail if you are in the business of mass buying.

**GCNI:** Where is ClubCorp International based in Europe?

**Henner:** Eighteen months ago we had the good fortune to purchase the Drift Golf Club in East Horsley, Surrey, England. It is an 18 hole championship golf course designed by Robert Sandow and Sir. Henry Cotton out of a mature woodland setting which was part of an original estate owned by Lord Lovelace. The Drift has been a major success story for our company and employee partners giving us the opportunity to become much more familiar with the English and European golf markets. It is here that we have based our European operation but, with the recent position that Club Corp has taken in the European Tour Course Group, this might be changing.

**GCNI:** Are you purely a Golf Management company?

**Henner:** Golf management is one of the business relationships that we consider, however the majority of our business is in either outright ownership or joint venture partnerships structured in a variety of ways. The basis of our business is primarily private members' clubs, resorts which encompass golf, city and athletic clubs. We establish long term relationships and believe we bring exceptional value in each of these areas.

**GCNI:** Is there a ClubCorp "formula" for it's golf courses?

**Henner:** The formula is to provide consistent quality service, building strong and lasting relationships with the members, existing staff, our financial partners and actively being involved in the local community. We do not fly the Club Corp flag at each property and it would be difficult to find the company logo at any of the clubs. We work very hard at each facility in maintaining the traditions and cultures established by the individual memberships. Each property stands alone, they are not financially connected in any way, shape or form to other properties within the company. Incidental to that are the membership privileges bestowed upon all of our members: if you belong to a Club Corp Golf Club you are automati-

# SR 1020 Conquers the South.

The "new generation" creeping bentgrass proven to be the best choice for the South.



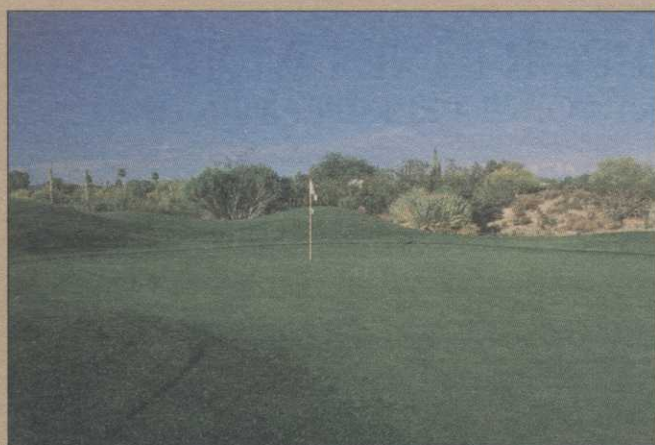
"SR 1020 provides year round consistency, even during the brutal Texas summers. The disease and stress resistance has been nothing short of spectacular. The membership at Great Southwest demands championship caliber greens, and SR 1020 delivers."

**Chris Mattingly —  
Great Southwest Golf Club  
Grand Prairie, TX**



"Most of our play occurs during the hot summer months. SR 1020 stands up to the traffic all season long. Its dense, upright growth and deep green color make it a terrific putting surface, and its improved pythium resistance gives me one less thing to worry about during hot, humid weather."

**David Carr —  
Olde Atlanta Golf Club  
Suwanee, GA**



"SR 1020 was selected for The Boulders because of its upright, dense growth habit and high surface quality. It allows us to more easily maintain our consistent green speeds, and to resist *Poa annua* invasion."

**Scott McBeath —  
The Boulders  
Carefree, AZ**



**DOMINANT** Creeping Bentgrass Blend combines the heat tolerance of SR 1020 with the cold tolerance of Providence.

**SEED RESEARCH  
OF OREGON, INC.**

## Henner

Continued on next page

cally given membership privilege at all of the other courses in the company. That is a phenomenal benefit which very many of our members take advantage of on a regular basis.

**GCNI:** So where are you taking your steady, measured approach next?

**Henner:** We're working on some projects in Switzerland and Italy at present and we have a new club that opened in May just outside of Frankfurt, (Winnerod Golf Park). We are excited about Germany, a lot of people identify Germany as having great opportunities. Golf in Germany is an emerging market, it is still growing and there are still thousands of people who want to learn how to play golf. They are anxious to play and enthusiastic about doing so.

**GCNI:** Do you see Germany as a future base for ClubCorp International?

**Henner:** Our philosophy has always been to look at opportunities geographically which make sense economically. In Germany, as with anywhere else, we are being very cautious and we still consider opportunities individually. Club Corp originally grew in the States one club at a time, the same in the Far East and South Africa. It is a formula which has been successful for us, we are slow but sure.

**GCNI:** What about South Africa?

**Henner:** We have two management contracts in South Africa: one in Durban (Mount Edgecombe Country Club) and one in Pretoria (Silver Lakes Country Club). We are optimistic about South African opportunities and our initial mode of entrance was via management which has enabled us to get into the country, understand the culture and the customs and find out what opportunities exist for us.

**GCNI:** Multiple owning golf management companies are very well established in the United States, do you see that as the way forward for Europe?

**Henner:** While we have every intention of growing our base of business in Europe, we will still evaluate each club as an individual opportunity. I would question whether you can buy a lot of golf courses without compromising relationships, (with the staff and the membership), and deliver consistently high levels of service. I think that to be effective we have to become involved in the local communities, that takes time.

**GCNI:** You have an office in Singapore, what do you think is going to happen in Asia now?

**Henner:** Obviously it's going

to be a while before things stabilize. We will maintain our office in Singapore as we have several quality clubs in the Far East and are currently in the development of 2 new clubs in the Phillipines. We have enjoyed our relationships in the Far East and expect to remain involved for a long time. It's been good to us and future opportunities will present themselves.

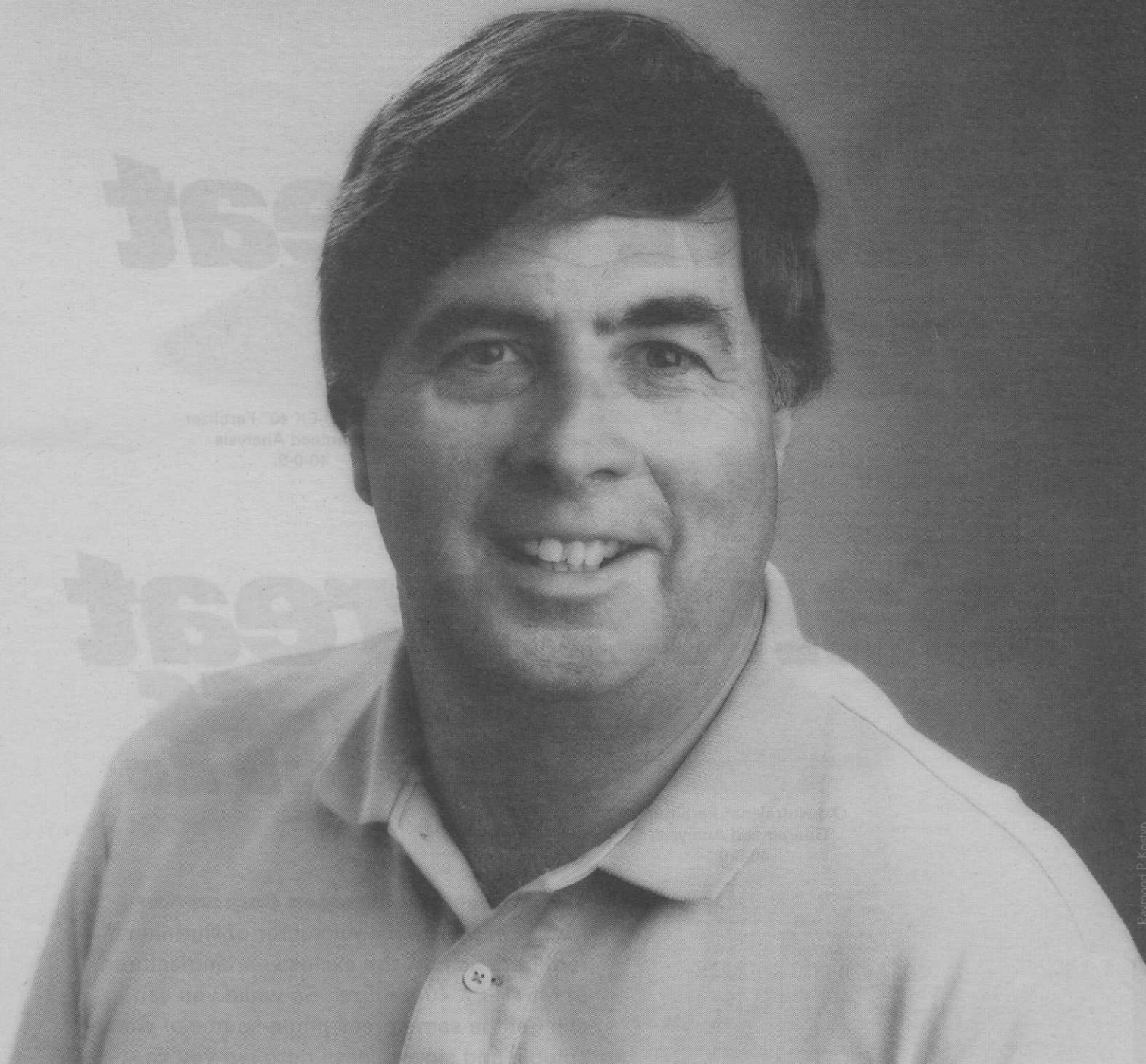
## Nelson to oversee improvements at Hawaii's Koolau

OAHU, Hawaii — Rob Nelson has been appointed general manager of American Golf Corp.-operated Koolau Golf Club in Kaneohe on Oahu. As part of his new responsibilities, Nelson will oversee more than \$1.8 million in improvements designed to fully develop the club's potential.

Nelson brings more than 13 years of experience in the golf industry. He began his golf career in Hawaii at the Kiahuna Golf Club on

Kauai in 1985 and has also managed golf facilities on Lanai at the Challenge at Manele and on Oahu at the Kaneohe Clipper. Most recently, he served as director of golf at Jack Nicklaus-designed Kauai Lagoons Resort on Kauai.

Planned improvements to Koolau include renovation of the locker rooms and pro shop, enhanced signage, sandtrap refurbishing, and overall course maintenance and beautification.



# 1-2-3™

We started using the ROOTS 1-2-3™ product last spring, and have used it every Friday ever since at six ounces per thousand. The product gives us dark and consistent color (especially when using PGRs), great root development, and knocked our wetting agent use down by 95%.

We have very fast greens, usually 11 to 12 on the stimp meter (weather permitting), and the 1-2-3™ product keeps the plant nourished without getting top growth. I've been a superintendent for 25 years, and have never seen anything in my life that does for color, density, and root growth what the ROOTS 1-2-3™ product does.

Dave Roule  
Dellwood Country Club  
New City, New York

## Alfonso

Continued from page 51

No, not those guys. They taught me about the integrity of the game, the character of the game, and the values of the game. But always, and I do mean always, they made sure I never lost sight of this one overarching fact, golf was, golf is, and golf forever will be just what it is... a game. Yessir, they always made sure I had fun

playing the game of golf.

Kids love to play games and they love to have fun. That's why the name of my corporation, the name of my radio show, the tagline on all of our publicity for Kimberling Golf Course and my clarion cry is all the same. **Golf is Fun.**

But do we always act like golf is fun? When a father and mother, or grandfather and grand-

mother, or uncle and aunt show up at our course on a busy day with two, not-yet-dry-behind-the-ears junior golfers, do we welcome them with the same enthusiasm we welcome four well-dressed, Big Bertha totin', top executives from the Algonquin Aluminum Conglomerate?

Let me share with you how we train our assistants here at

Kimberling Golf Course to give and show respect to these types of customers. First, we introduce ourselves and shake hands with the two children just like we do with the adults. We tell them how happy we are they came with their Mom and Dad to play our course. We find out just how much the children know about the game so we can help them have a great, FUN time at

Kimberling Golf Course. If they're new golfers and really know little about the game, we take some time to give them a simple grip, stance and balance tip. We give them some clubs if they need them. We share with them a scoring system called Lie-O-Da-Par (I learned it from Carol Johnson, one of the greatest teachers of all times). This way, the children can play from every tee and fairway, and chip and putt on every single hole, but never hold up play. Self-consciousness has ruined many a young golfer for the future. Lie-O-Da-Par simply eliminates that possibility.

We give them and the adults one piece of the world's greatest hard candy and then tell them how to use the candy to minimize slicing (that always gets a smile).

We encourage them to have fun throwing the sand in the sand bottles found on our golf cars, anywhere they dadgum-well please, as long as it's on our course. (We call it customer topdressing).

And lastly, out of respect for the adults in the group, we explain to the children that as much as we know they want to drive the golf car, they can't. We explain that at our course, you must be 16 years old with a drivers license to drive our golf cars. The adults always thank us for taking time to explain this very important issue to their children.

We make sure we get their mailing address so that we can send them information about our junior programs.

And through all of this, we try to use the childrens' names as often as possible. We want them to know they're not just kids to us, they're our customers, too. Juniors get a price break, of course. They pay only \$6 for a 9-hole greens fee at Kimberling, while adults pay \$11. To make things even more special, we always try to show up during their round with some samples of our fresh-baked cookies. We try to do this for all our customers, but I must admit, we try a little harder when there are children on the course.

There are golf courses that do a lot of what we do and many that do an even better job. But it seems to me, many course operators and employees spend too much time acting like a bunch of Rodney Dangerfield clones. They are constantly complaining about not getting any respect for their courses, their professionals, their superintendents, their golf cars, their food service personnel, in fact, their whole operation. They always feel they never get the respect they deserve from their customers.

I would like to suggest that we

Continued on next page

GOLF COURSE NEWS

# New great name.



New METH-EX 40™ Fertilizer  
Guaranteed Analysis  
40-0-0.

# Same great stuff.



Old Nutralene® Fertilizer\*  
Guaranteed Analysis  
40-0-0.

### The Homestead Nitrogen Corporation –

former exclusive manufacturer of Nutralene® fertilizer – is now the exclusive manufacturer of METH-EX 40 fertilizer. So while you can still get the same great single-source of water-soluble and slow-release nitrogen you've come to count on, now it can also be found under the trademark METH-EX 40.

**METH-EX 40** is specially formulated to release nitrogen by hydrolysis and microbial activity, resulting in 12 to 16 weeks of sustained plant growth. For a proven nitrogen source for any season – call your nearest METH-EX 40 dealer.



Nutralene® is a registered trademark of Omnicology, Inc.  
\*Nutralene® fertilizer is available from Omnicology, Inc.

## Dominican

Continued from page 51

sorts would likely have a similar number of rooms. That means roughly 3,500 guests could eventually be chasing the 200-odd rounds available daily at Playa Grande. Banco Central realizes the dilemma and is reportedly already considering building at least one more course to accommodate the additional guests.

But it's hard to imagine a new course vying with the existing, 7,046-yard, Jones-designed layout. One seasoned golf writer who rates courses for a major U.S. consumer golf publication, said he gave Playa Grande the highest rating he has awarded any new course in the past 10 years.

The quality of the new layout shows the government is serious about making the Dominican Republic a popular golf destination. Known more as an exporter of professional baseball players than an importer of golfers, this island nation now boasts two world-class layouts among its 15-course supply. The country's other notable layout is Pete Dye-designed Casa de Campo on the Dominican's southwest shore, a four-hour drive from Playa Grande.

Given its tropical climate and friendly people, a few more courses like Playa Grande could make the Dominican Republic the Caribbean's major golf destination.

## Alfonso

Continued from previous page

would all do well to spend more time modeling respect by conducting ourselves in a respectful way toward our customers, especially our junior customers. I think we spend way too much time expecting respect. I really believe my Dad and my Uncle Mario had the right idea. They taught respect by example. They used to say you'll never get it, until you give it. However, as wise as I think my Dad and Uncle Mario are (Dad is 83 and Uncle Mario is 81), there is no doubt about it, the Bible says it best in Proverbs:22-6: "Train up a child in the way he should go, even when he is old, he will not depart from it."

I think it's time we focus more of our energy on giving R-E-S-P-E-C-T rather than spending so much time and energy complaining about not getting it. What do you think?

• • •

Vince Alfonso Jr. is a 40-year, golf-industry veteran, president of Alfonso Creative Enterprises Inc., and owner/PGA professional at Kimberling Golf Course near Branson, Mo. He can be reached at 417-739-4370.

GOLF COURSE NEWS

## AGC purchases England's St. Mellion International G&CC

CORNWALL, England — American Golf (UK) Ltd. has purchased St. Mellion International Golf and Country Club in Cornwall from Martin and Hermon Bond. The purchase represents the 12th acquisition for American Golf-UK, which has tripled in size in the last four years. More importantly, the St. Mellion acquisition establishes American Golf in the premium class

destination golf market here in Britain. A further four to seven acquisitions are expected in 1998 and early 1999.

American Golf, American Golf-UK's parent company, based in Santa Monica, Calif., is the world's largest operator of private golf clubs, resorts, and public courses with 275 locations in the United States and Britain.

Aside from two championship 18-hole

courses, to include the Jack Nicklaus course opened in 1988, St. Mellion International has hotel, conference/catering, pool and leisure facilities, holiday accommodation and timeshare operations. Significant capital investment will be made to enhance St. Mellion's current amenities and additional development opportunities exist to enlarge the facility and amenities.

## QUELANT™-Ca

### Calcium & Amino Acids

## CALCIUM DEFICIENCY CORRECTOR

Addition of calcium to the soil by traditional means is not usually efficient or effective in treating the calcium deficiency of turfgrass. Once applied, the common forms of liming materials can rapidly change to compounds that are insoluble in water and not readily available to the plant. Continuous applications over long time periods are necessary to effect even modest improvements in calcium uptake.

Quelant™-Ca is a newly available amino acid chelated calcium product that corrects calcium deficiencies in turfgrass upon application. Quelant™-Ca provides readily available calcium chelated with amino acids so that it is easily absorbed by the leaves and/or the roots of the plant regardless of most soil and water conditions. The unique formulation of amino acids used for chelation was



developed not only to facilitate absorption by the leaves and roots, but to increase mobility of the calcium within the plant as well.

Quelant™-Ca is normally applied as a foliar spray and may also be applied through fertigation. Either way, it is tank-mix compatible with herbicides, soluble fertilizers, insecticides, fungicides and plant growth regulators. It will even help improve the efficiency of most of these treatments by increasing their absorption and translocation within the plant.

Best of all, Quelant™-Ca is economical to use and it protects the environment.

Quelant™-Ca — a true systemic. It's new...It's unique...and nothing else works quite like it!

For more information about Quelant™-Ca call  
Nutramax Laboratories' at: 800-925-5187



The Nutritional Company  
**nutramax**  
LABORATORIES, INC.  
AGRICULTURE DIVISION  
Baltimore, Maryland



## Marr

Continued from page 51

and photographer should establish the most photogenic holes in advance and concentrate on getting dramatic pictures there during the best light. Documenting all 18 holes, if desired, should be left to the middle of the day.

Here's a good tip: If at all possible, leave the rough uncut in

advance of a shoot. This vastly improves definition and provides better contrast. Daily-fee course owners must consider their pace of play. However, if you're trying to attract players in the long-term, this short-term measure will help produce better photographs.

Acquire a "championship" pin to use in photographs, as they are fatter and more visible.

For a course owner, the

most important consideration is what happens to play when a photographer is working on site. In an "ideal" world, there are no players to work around. However, in the "real" world, the photographer must be sensitive to the fact that green fees are sacred. This is another subject the owner and photographer should discuss at length, because it is the single

most critical element affecting the resulting photography. There are several options, some better than others:

1) Close the back nine in the morning/front nine in the afternoon, or vice versa. This is the preferred option as it allows the photographer time to work efficiently, unhindered by players. Further, this method allows the photographer to

shoot the back nine, unhindered by golfers, from sun-up until the first group arrives on No. 10 tee. By closing the first tee four hours before sundown, the photographer gets the same unfettered crack at the front nine.

2) Leave a "hole" in the tee sheet — This approach requires an owner to leave open two or three consecutive starting times on the tee sheet, allowing the photographer a window of time to shoot 18 golfer-free holes.

Advantages? Not so much lost revenue.

Disadvantages? The moving window of empty holes dictates when the photos are taken, something light and weather conditions should do. Also, because time is of the essence, the photographer will definitely need an assistant (or two or three) to prepare bunkers, hide rakes, remove stakes, etc.

3) Take pictures that include golfers, or work around them — This option is less than ideal. Well-meaning "real" golfers create problems by blocking good angles, failing to rake bunkers, etc. It is frustrating to line up the perfect frame, wait expectantly for the sun to emerge from behind a cloud bank, only to have some guy take the pin out. From the players' perspective, a photographer's activities are distracting, if not an outright interference with their games.

Some people like the idea of having golfers in the photographs. If so, then the best course action is the use of professional models who are physically and athletically attractive, have the proper clothing and, most important, are experienced at being directed. Also, a bad swing can make the best picture look amateurish, so a good alternative to models would be the course pro.

Still, the best golf shots feature nothing but the course.

Technological caveat: Today's digital processing allows photographers to enhance photos with considerable skill. It's a time-consuming and expensive additional fee. However, grass can be filled in; it's possible to remove power lines, hazard stakes, even the home under construction behind the 11th tee. This means owners can use photography to market their products before they are fully mature or even open for play. However, there is a fine line between reality and fantasy. For our purposes, digital imaging should ultimately be viewed as a fine-tuning, not a reconstructive tool.

Warren Marr has photographed golf courses all over the United States and 11 other countries. He can be reached at 818/352-9605.

GOLF COURSE NEWS

# Keeps lakes and ponds beautiful... and useful!

**N**EW AquaCure Aquatic Herbicide and AquaCure Aquatic Algaecide can keep your lakes and ponds serene and clean — without interrupting use of the water for irrigation and recreation.

- AquaCure treated lakes and ponds are available immediately for irrigation of putting greens, fairways and ornamental plants.
- AquaCure treated water can also be used without interruption for fishing and swimming.



**AquaCure™**  
AQUATIC HERBICIDE

provides effective control of many aquatic weed species, including American pondweed (*Potamogeton nodosus*), Hydrilla (*Hydrilla verticillata*) and Brazilian Elodea (*Egeria densa*).



**AquaCure™**  
AQUATIC ALGAECIDE

provides effective control of various filamentous, planktonic and branched algae in golf course, ornamental, fish, irrigation and fire ponds.

**G pbi/gordon**  
CORPORATION  
An Employee-Owned Company

[www.pbigordon.com](http://www.pbigordon.com)

Always Read and  
Follow Label Directions

AQUACURE™ is a trademark of  
PBI/Gordon Corporation.

© 1998, PBI/Gordon Corporation. T028/698

## BRIEFS



## TOWN JOINS GRIFFIN LLC

VALDOSTA, Ga.—Griffin L.L.C. recently named Owen Towne as its new global business director, specialty products. Previously, Towne was the director of international turf and ornamentals for Novartis. Towne will be responsible for the expansion and development of the Griffin L.L.C. line of specialty products throughout the world. Towne will report to Walter Hobgood, vice president of operations, and will be based at Griffin's global headquarters in Valdosta, GA.



Owen Towne

## AMERICAN CYANAMID NAMES KALIK AND THOMAS TO NEW POSITIONS

PARSIPPANY, N.J. — American Cyanamid Company, a manufacturer of specialty products for professional markets, has named Rich Kalik marketing manager for the turf and ornamental group. Kalik's new responsibilities include managing marketing, communications and sales programs for current Cyanamid products. The company has also named John Thomas, Ph.D., senior technical manager for the turf and ornamental group. Thomas' new responsibilities include providing technical support for current Cyanamid products. He also continues to give technical support for MACH 2 turf insecticide by RohMid L.L.C., a joint venture between Rohm and Haas and American Cyanamid.



John Thomas



Rich Kalik

## COUILLARD JOINS THE SCOTTS COMPANY

MARYSVILLE, Ohio—The Scotts Company has expanded its team of turfgrass scientists with the addition of Andree-Anne Couillard, Ph.D., specializing in product development. Couillard will be responsible for the identification, planning, and implementation of research programs leading to new or improved Scotts turf fertilizer products.

GOLF COURSE NEWS

## VGM Golf aims new program at superintendents

Scotts Co. latest to get on board

By MICHAEL LEVANS

WATERLOO, Iowa — What started out as a buying group for pro shop managers has moved its way into the maintenance shed.

VGM Golf Inc., part of an alliance called VGM Group, has developed a Superintendents Division that the organization said will save courses money on everything from fertilizers to hole cutters while keeping — in most cases — existing distributor relationships in place.

"As our membership of pro shop managers grew, and our members asked for more and more services, it was a natural for us to add superintendents," said Mike Sawyer, VGM Golf's national sales manager.

It's VGM's goal to roll its more than 1,500 members — mostly pro shops — into the Superintendents Division.

Here's how it works: VGM Golf never touches the product. Instead, it negotiates a sales program with manufacturers based on volume and passes the savings on to its member courses — the more member courses the better the deal. In turn, VGM negotiates lower minimums, extended dating, cash rebates, freight discounts and related member premiums.

The VGM member contacts its sales representative or distributor, place an order, give a VGM number and the member is locked into the negotiated price.

"We don't resell, so we keep the sales rep involved," said Sawyer. "Many times distributors hear the term 'buying group'

## COMPANIES INVOLVED

- The Scotts Co.
- Western Golf
- Standard Golf
- Fox Valley Paints
- Washer Systems of Iowa
- Pickseed West
- Bushnell
- Skin Research Lab
- Club Pro Products
- Perma-Sign
- DME Rangefinder
- Wittek
- Kirby Marker System

and think they're out of the picture. That's not the way we work. We try, whenever possible, to keep the distributor in the picture."

One-time fees to join the superintendents group are \$360 for a 9-hole facility and \$480 for an 18-hole facility. Savings vary from product to product.

"I assume we might have a price increase," said Sawyer. "Because, just like any-

thing else, the more our members save the more our service is worth. We do, however, grandfather our current facilities. If you're in at \$480 now you'll be in at that price 10 years from now."

At press time, VGM had firmed up pro-

Continued on page 62

## Single-rider golf car market heats up

By MICHAEL LEVANS

EXETER, Pa. — Pride Golf, a new division of scooter and liftchair manufacturer Pride Healthcare, has entered the single-rider golf-car market with a bang.

It was recently announced that Pride Golf's car, the second single-rider to enter the golf market from the home medical equipment industry, will be the vehicle of choice for disabled golfer Casey Martin, should he earn a berth in this year's U.S. Open at The Olympic Club in San Francisco.

Pride was chosen following a recent testing session held by The United States Golf Association (USGA) in Denver. "They [USGA] were looking for a cart for Casey and if yours met certain specifications they invited you to send a cart out for testing," said Pride spokesperson Craig Otto.

"We sent one out, they put it through the paces and it turned out that it was the most suitable cart for him. It's a great way to get started," Otto added.

Pride will soon be entering the market with two models. No details were available at press time.

Continued on page 62



## NEW PRODUCT OF THE MONTH: REDEXIM CHARTERHOUSE'S TIDY TURF

KINGSTON, Pa.—Redexim Charterhouse has introduced a product that allows turf professionals to combine the tasks of dethatching, sweeping and flail mowing into one machine. The Turf Tidy features a unique floating head that can be easily adapted to one of the machine's three key functions. First, the machine is a dethatcher that removes thatch and opens up the surface to revitalize turf. A change of attachments allows the Turf Tidy to function as a powerful sweeper, vacuuming up clippings, cores and other debris. The flail kit attachments turn it into a flail mower that cuts long grass down to a manageable length. For more information, contact 800-597-5664.

## Textron/Ransomes: The dust settles, new structure emerges

By TREVOR LEDGER

IPSWICH, Suffolk, England — Now that the dust has settled on Textron Inc.'s takeover of Ransomes PLC, a clear picture of the group's strategy and structure is emerging.

The new company is called Textron Turf Care and Specialty Products and is headed up by the former president of Ransomes, Peter Wilson. As president of the new worldwide organization, Wilson is based in the company headquarters here in Ipswich. The American arm of Textron Turf Care and Specialty Products is based in Racine, Wisconsin, USA, with Jacobsen's Phil Tralies as president. Tralies will report to Wilson.

Peter Wilson is naturally excited with the developments at what is now a very well placed market competitor.

"It creates a very strong company from both a financial and technical viewpoint," said Wilson. "It gives us a wonder-

ful range of products and we obviously have a leading range of brands."

Does this mean that the company will need to rationalize production due to product overlaps? Wilson doesn't think so.

"We obviously do have products which overlap at the moment, but we've made a commitment that we have the right resources to ensure that where we have leading brands, be they Ransomes, Jacobsen or whatever, we will continue to ensure that we retain market leadership.

"As we continue to develop new products we will obviously be looking for commonality across the different brands but also to differentiate between them in different ways. The very fact that the new company is lumped together via its name and the common business of fine turf care suggests

Continued on page 64



## Greens roller on roller coaster in England

By TREVOR LEDGER

SHROPSHIRE, England — A curious dichotomy has appeared here concerning the uncracked riddle of rolling golf greens.

Hinckley, England-based Hardi Ltd. is preparing to withdraw the Greensiron from its product range due, largely, to the poor sales figures realized

by the machine. Greensward Direct of Leeds, England, however, is delighted at how well its distribution of True Surface vibratory rollers is going.

A third example of the apparent roller roller-coaster is to be found at Sisis Inc. who withdrew from the market some time ago due to lack of commercial interest.

Lynn Hilton of Macclesfield, England-based Sisis was clear as to the reasons behind the lack of interest shown by golf courses around the UK. "Rolling causes compaction and compaction is bad for turf," said Hilton.

This is certainly the perceived view among the green committees around the coun-

try; but, as with most things agronomic, this is not such a black-and-white issue.

Stuart Ormondroyd, head of turfgrass agronomy at Bingley, England-based Sports Turf Research Institute (STRI) was clear on both the "pros" and the "cons."

"By rolling, you cause compaction, but, if the weight distribution is low then the beneficial



effects, [a polished surface with increased speed], can be gained without causing undue compaction. Climate is also an important factor.

If the [green] surface is moist the compaction will be increased. The climates of Australia and America are largely hotter and drier, the greens' surface will be drier and firmer and more suited to rolling."

The facts would seem to corroborate this statement with Australia and the U.S. being the initial flag-bearers for greens rolling. The exciting golf developments in such countries as Turkey and Greece would, therefore, appear to offer a new market for rollers.

Greensward Direct will no doubt be encouraged by this. Unlike Hardi, it distributes its roller on mainland Europe as well as the United Kingdom. Having sold around 50 machines to date, including customers such as Gleneagles, Carnoustie, Golfplatz Hoisdorf and Dalmahoy Hotel, Greensward's Becky Michel is naturally enthusiastic about the future.

"The rollers are proving very popular with golf courses," said Michel.

The potential increase in market could prove decisive.

According to Stuart Ormondroyd, "There is a market, but a small one. A roller is not on the top of most greenkeepers' priority list. A roller is not an everyday piece of machinery for most courses. It's more of an add on for major competitions. For example, Captain's Day at a regular course or as a final preparation for a professional tournament."

As golf course design continues to evolve, the future of the roller in the greenkeeper's armory hangs in the balance. The age-old considerations of time and cost are likely to have a bearing.

**So** THERE YOU ARE,

*2 under par,*  
**about to birdie** THE 18TH,

AND THIS  
tiny voice in your head  
keeps **whining,**  
**I gotta get** whatever  
nitrogen source  
he's using."

Don't let a run-of-the-mill fertilizer play havoc with your game—or your course. With new and improved NX-PRO, you get the only homogeneous fertilizer with your choice of nitrogen. Simply choose the nitrogen source that meets your turf's unique requirements—Poly-X PRO or Meth-Ex 40—and NX-PRO will do the rest.

Hey, it's your choice. Call your nearest Lebanon Turf Products distributor or 1-800-233-0628. And shut up that little voice in your head forever.

**NX-PRO**

### ZENECA GETS OK IN NY WILMINGTON, Del.—

Zeneca Professional Products has announced the registration and availability of SCIMITAR insecticide in the state of New York.

According to Zeneca, SCIMITAR contains lambda-cyhalothrin, an advanced-generation pyrethroid. It is effective on over 60 turf and ornamental insects, including bluegrass weevil and black turfgrass ateniuss adults, sod webworms, aphids and Japanese beetle adults.

SCIMITAR is available in two different formulations: a capsule suspension and a wettable powder, SCIMITAR WP.

## Jacklin launches Turf Solutions

POST FALLS, Idaho—Jacklin Seed, a division of J.R. Simplot Co., announced that Michael Sommer will serve as general manager and senior turf consultant for the newly formed Turf Solutions.

Turf Solutions will operate as a division of Jacklin Seed and focus on the golf course market in California.

According to Rick Dunham, vice president of marketing for Jacklin Seed, the new company was formed to expand Jacklin's professional turf product lines in California. "We want to ensure that every golf course superintendent in California has easy access to Jacklin's expertise, service and seed," he said. "Michael's experience and knowledge will be a valuable asset to our customers as well as to Jacklin Seed."

Sommer received a bachelor

of science degree in ornamental horticulture with an emphasis on turf from Cal Poly in San Luis Obispo. He began his career as a superintendent for California Golf, now known as American Golf. In addition to maintaining multiple golf courses, Sommer played a role in the construction of the South Course at Mountain Gate Country Club.

## Legacy, Hunter firm relationship

FRESNO, Calif.—Legacy Golf Irrigation has inked a long-term extension to its relationship with Hunter Industries, the manufacturer of gear drive rotors for exclusive distribution by Legacy in North America.

"In the early '90's the indus-

try realized that no one manufacturer could successfully develop all the irrigation product necessary to create a great golf irrigation system. The Hunter/Buckner joint venture filled that need," said Gerald Lyles, president and chief executive officer of Buckner Inc., Legacy's parent company.

"Our relationship works because we are both family-owned companies with a sincere dedication to the irrigation industry," said Richard Hunter, president and chief executive officer of Hunter.

"Together we offer an alternative to discerning buyers," added David Truttmann, spokesperson for Legacy.

## AgriBioTech acquires LVF

LAS VEGAS — Dr. Johnny Thomas, chief executive officer of AgriBioTech Inc. has announced that the company has completed the acquisition of Las Vegas Fertilizer Co. Inc. (LVF) with annual revenues of approximately \$16 million.

AgriBioTech purchased LVF for approximately \$5 million in cash and 295,000 shares of AgriBioTech common stock with an aggregate value of \$5 million based on prices at the time terms were agreed to.



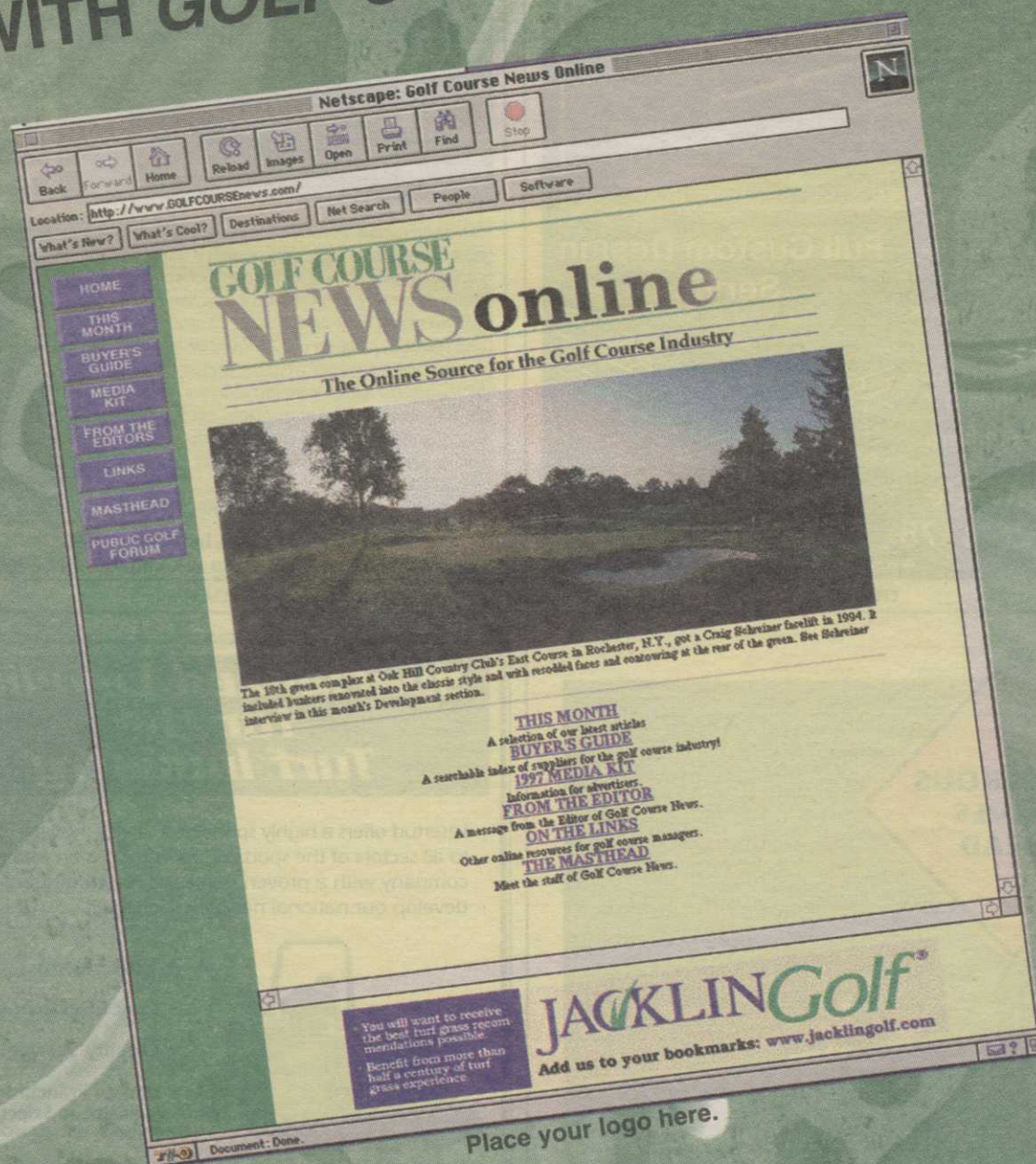
In addition, AgriBioTech agreed to acquire approximately \$2.4 million of property, plant and equipment of LVF not originally anticipated to be acquired, for \$0.5 million in cash and the balance payable to the former owners of LVF over seven years with interest at prime plus one-half percent.

LVF specializes in the distribution of turfgrass seed and ancillary products to golf courses and lawn and garden products to home improvement centers, mass merchants and independent nurseries in Nevada, California, Utah, Idaho and Wyoming.

According to AgriBioTech, the acquisition will increase the company's access to golf courses and will give the company experienced management in lawn and garden products which may be expanded to other distribution territories of the company.

Paul and George Jaramillo, the former owners of LVF, signed long-term employment contracts with AgriBioTech.

# STAY ON COURSE... WITH GOLF COURSE NEWS ONLINE



# www.golfcoursenews.com

## Plant Health Care, Griffin Industries form strategic alliance

PITTSBURGH—Plant Health Care Inc. (PHC), a microbial biotechnology company, has formed a strategic working alliance with Griffin Industries, Inc., of Cold Spring, Ky., makers of Nature Safe Natural & Organic Fertilizers.

Under the alliance, the companies will cooperate on the research and development of unique microbial biofungicides and biofertilizers designed specifically for use in the commercial turf and horticulture markets.

The companies plan to combine the beneficial bacteria, mycorrhizal fungi and biostimulant technologies developed by PHC, with the animal protein meal technology produced by Griffin to make the first multi-purpose biofungicides on the market.

According to the companies, the first product produced under the alliance is in university and field trials and is expected to be available later this year.

"Scientists have understood for years

that strains of certain soil microorganisms, such as *Bacillus*, *Pseudomonas* and *Streptomyces* species and mycorrhizal fungi greatly improve plant resistance to many soil-borne diseases," said Wayne Wall, PHC's president and chief executive officer. "Our scientists are developing and testing 'microbial cocktail' biofungicides that will provide an alternative to chemical products for disease control and improved plant resistance to disease."



**YORK  
BRIDGE CONCEPTS**  
The Professional Bridge Company

**ATTAINING  
NEW HEIGHTS**



- Prompt Response and Pricing
- Custom Wetlands Crossings
- Vehicular Bridges HS - 20 and up
- Timber Shelters

**Full Custom Design  
Service**



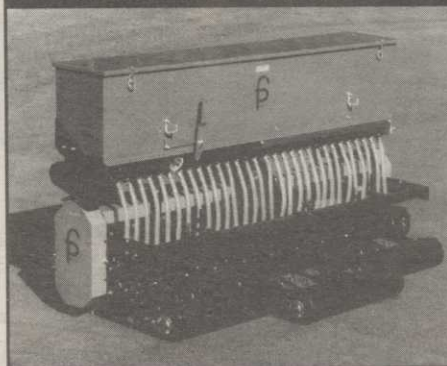
**Nationwide  
(800)226-4178**

[www.ybc.com](http://www.ybc.com)

CIRCLE #155

### First in Versatility, Dependability, and Reliability

#### AERA-vator®



FIRST  
PRODUCTS INC.

*The Tool  
Versatile  
Enough for  
Golf Course  
Aerification,  
Seeding or  
Renovating*

*"During the initial stages of grow-in, the AERA-vator was the perfect tool for our most difficult areas. It provided us with a seeder capability on some severely steep slopes that were constructed from very hard compacted clay. Some of the massive mound work on the course created a great deal of erosion problems that AERA-vator smoothed over without consistently replacing tires or stopping for repairs. The AERA-vator was also used to loosen the soil along the edge of cart paths where a great deal of heavy equipment had traveled. The vibration unit worked extremely well in developing seed beds in hard compacted soil."*

— Carey Mitchelson, Course Superintendent, Twin Lakes G.C., Oakland Township, MI

First Products Inc., Tifton, GA  
1-800-363-8780, from GA call 912-382-4768

CIRCLE #152

### Specialized Leveling for the Turf Industry

Laserturf offers a highly specialized service available directly to all sectors of the sportsturf industry. As an established company with a proven name we are continuing to develop our national network - offering...



- Time Saving
- Cost Effectiveness
- Quality Service
- Limited Franchises Available in Select Areas  
Offer By Prospectus Only.

**Laserturf®**  
LEVELING

For **Contract Services and  
Franchise Information**  
Tel: 706-353-8487  
Laserturf USA Inc.  
405 Belmont Road  
Athens, Georgia 30605

Laserturf Leveling Continuing to Set the Standard

CIRCLE #153

## Johnsons moves into Ireland

BOSTON, LINCOLNSHIRE, England—Johnsons Seeds has appointed Spraychem Golf as sole distributor for the company's sport and amenity products in Ireland. Spraychem Golf will sell Johnsons' entire grass and wildflower seed range direct to the golf industry.

Based in Dublin, Spraychem Golf is a supplier to the amenity sector throughout Ireland and Northern Ireland. "It was recognized that a link with a reputable grass seed company such as Johnsons was essential for development," said Patrick Cantwell, sales director for Spraychem Golf.

## VGM aims at supers

Continued from page 59

grams with Western Golf, Standard Golf, Fox Valley Paints, Washer Systems of Iowa, Pickseed West, Bushnell, Skin Research Lab, Club Pro Products, Perma-Sign, DME Rangefinder, Wittek and The Kirby Marker System.

But the jewel in the crown, said Sawyer, is VGM's recent deal with The Scotts Company.

According to Alan Figley, national accounts manager at Scotts, involvement with VGM increases the company's visibility, especially courses that may not be using Scotts products.

"We see this as an extension to our direct sales force," said Figley. "And for our current clients who are VGM members, we view this as a new opportunity since those clients will be able to purchase more product than they were in the past."

However, according to Figley, there was another, albeit unforeseen, bonus in joining the alliance.

"The development of a supplier alliance was something that didn't cross my mind at first," he said. "You have a buyer alliance formed by the volume purchasing, but we realized that the suppliers that belong to the group become a family, too. We haven't realized the full potential of that yet, but we realize that there's additional opportunity there. Sometimes it takes a third party to bring something together."

According to Sawyer, VGM is in negotiations with more than 12 vendors to land new programs. "One of the things we're most hopeful for right now is turf maintenance items, since they are the biggest ticket item. In the next six months, we should have one of those vendors in place," he said.


## Single rider

Continued from page 59

Waukesha, Wis.-based Ortho-Kinetics Inc., one of Pride's chief competitors in the home medical equipment field, is ready and waiting to take Pride on in the golf market. Ortho-Kinetics launched its Fairway Division at the beginning of this year.


Although geared toward the physically challenged golfer, the single-rider car is being marketed as a way for courses to get back to the 4-1/2 hour round.

GOLF COURSE NEWS



*(Bring 'em On)*

Precision rotary mowing  
up to ten feet wide.  
No compromises.  
No Scalping. Multiple,  
articulated decks in PTO,  
front mount and riding  
configurations. Used by  
the world's best.  
Why not you?



Model 721X

Dept. GCN3D

**The  
Articulator**

**aslec®**

Call Today!  
1-800-515-6798

<http://www.laslec.com>

Limited Dealer  
Opportunities Available.

CIRCLE #154

# Course accessories: New product is paramount

By MICHAEL LEVANS

The increasing competition among daily-fee courses has cultivated a heated battle among manufacturers of course accessories.

Now more than ever, daily-fee courses are dressing themselves up via accessories, differentiating themselves en route to landing new players and maintaining the interest of existing players.

This has, however, placed more pressure on the development of new products, a fact that is consistently leading accessory manufacturers back to the drawing board in search of new twists to staid industry standards and faster, more efficient ways of distributing to a hungry customer base.

"There's no doubt that competition has become stronger," said John Kelly, president of Cedar Falls, Iowa-based Standard Golf. "So now, by being aggressive with new products, that's the best way to protect our position in the industry."

There's little mystery to new product development. A company must first understand the super's needs and then react in a timely manner — or at least before its competition. However, according to accessory manufacturers, those needs are as varied as the courses themselves, which makes the choice of which product to improve upon, and not to improve upon, all the more difficult.

"We're seeing an upgrading trend," said Steve Garske, president of St. Paul, Minn.-based Par Aide. "With the advent of a more professional superintendent and competition between courses, I think we're seeing a nicer presentation of accessories. And of course, that affects how we go about our product development."

According to Garske, the superintendent is no longer looking at accessories as a necessary evil, but something that's an amenity to the player. "These days, superintendents are making sure there's water in the ball washers and ranges are using ball pyramids."

"Ten years ago, the way a course accessorized really wasn't a point of differentiation," said Jeff Mack, vice president of equipment at Rocky River, Ohio-based Lesco Inc. "Now, flags are brighter, signs are better positioned."

"New ideas, new looks, something different from the course down the street. That's what today's superintendent is looking for in accessories," said Steve Burrell, president of Peachtree

City, Ga.-based Southern Corporate Promotions. "Now, it's our job to deliver that product."

John Kelly's tact is to go straight to the superintendents for product development ideas via Standard's product catalog. "We're always looking for tips from superintendents to publish," said Kelly. "We actually have several products in our line that were inspired by superintendents, like our drag brush and depth guide for our hole cutter."

Orange, Calif.-based Eagle One Golf Products, one of the newer direct sellers to enter the market, has found that its recycled products are catching on with supers who are aiming at an environmentally friendly approach to marketing a course.

"We use recycled plastics and lumber," said Tim Heard, spokesman for Eagle One. "We're finding that superintendents are using the recycled products and letting players know that those products are, in fact, recycled. It lends to a more positive attitude toward the course."

While Eagle One has chosen to go direct to courses via independent representatives and Lesco utilizes an innovative fleet of 69 mobile sales units backed by an in-house sales effort, the traditional distribution channel is by no means a thing of the past.

Standard, Par Aide and Fore Par, three industry veterans, are rock solid in their belief that for accessories, the distributor is the most effective way to move their new ideas.

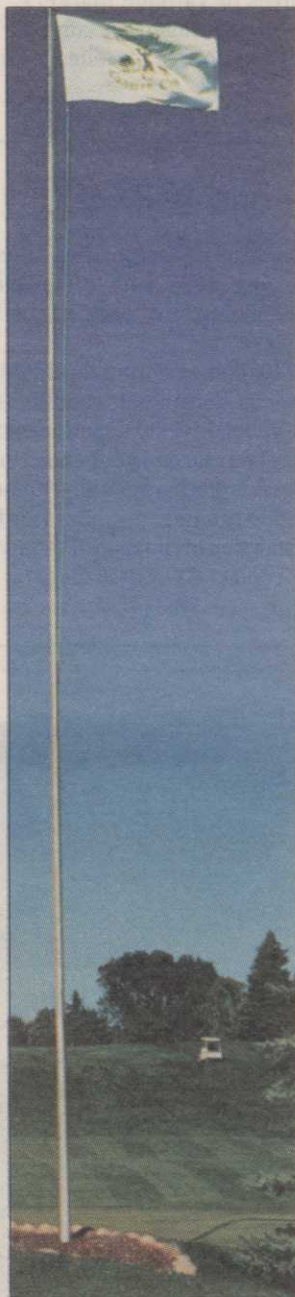
"There's no doubt that the direct sellers are having an effect," said Mike Neil, president of Huntington Beach Calif.-based Fore Par Inc. "That means we have to compete the best way we can. We empower the distributor by utilizing buying programs so that the distributor gets where he needs to be, so the cost disparity is minimized, so the value of the service is less costly."

"We have about 140 distributors," said Standard's Kelly, "which means 140 accounts. If we went direct we'd have over 16,000 accounts. It's a monumental shift in marketing."

Par Aide's Garske agrees. "I don't see it happening for us," he said. "Having dealers is something that's very important to us. We're more concerned with having the service aspect so we can solve problems."

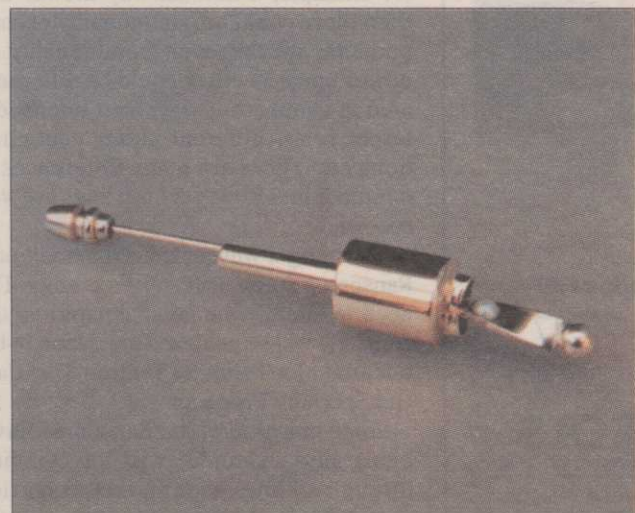
According to Eagle One's Heard, direct sales can reach out with similar service, but it's all in what the superintendent is used to. "The superintendent rings up and we can tell him whether a flag stick is in stock or not. We then match his needs immediately, over the phone. It's quite effective with new courses."

"Historically, the golf course market has sold through distribution," said Southern's Burrell. "You have difficulty switching from a distributor set-up to a direct set-up without having a gap. Not that it can't be done, it's just going to take a very organized company to do that."



Par Aide's new flag pole.

## ACCESSORIZE WITH ACCESSORIES



Winslow J. Furbur Jewelers has taken the course accessories product design craze and placed it on a lapel. Furbur has added a 14-karat gold ball washer to his line of sports jewelry. The ball washer is available as a brooch or a tie tack and has a working plunger which pulls up to reveal a south sea pearl. A great idea for the pro shop or as sales staff awards. For more information, contact 207-780-8501.

CIRCLE #201

## New course to honor Standard Golf founder

CEDAR FALLS, Iowa — Construction is nearly complete on the new \$675,000, par-3, nine-hole links located next to the existing 18-hole Pheasant Ridge Golf Club here.

The new track is named Walter's Ridge in memory of Walter Voorhees, an early Cedar Falls park planner and founder of Standard Golf, a Cedar Falls Industrial Park company that manufactures golf-related products.

Standard Golf will donate \$200,000 to the new track. The irrigated course will comprise 32 playable acres, nine bunkers and 125 trees. An existing wetlands area will be maintained.

The general contractor, The Bruce Co. of Middleton, Wis., expects to wrap up construction by June 30. The architect is Williams, Gill & Associates of River Falls, Wis.



One of Standard Golf's checkered marker flags.

## FREE CATALOG

**PH & DO METERS  
SOIL SAMPLERS  
PROFILE SAMPLERS  
SOIL MOISTURE METERS  
MAGNIFIERS/MICROSCOPES  
WATER & SOIL TEST KITS  
POND TREATMENT  
SPRAYERS  
EROSION CONTROL  
WEED BLOCK  
TEMPORARY FENCING  
TWO-WAY RADIOS  
WEATHER EQUIPMENT  
PROTECTIVE CLOTHING  
RESPIRATORS  
MARKING PAINT & TOOLS  
CROWD CONTROL ROPE  
SAFETY SUPPLIES  
LASER DISTANCE MEASURERS  
TREE TRIMMING TOOLS  
SURVEY INSTRUMENTS**

## We've got 'em!

Looking for quality tools and instruments to keep your course looking good? Chances are we have them. We're Forestry Suppliers, Inc., and we've been supplying outdoor professionals with quality products for over 49 years. To see all we have to offer, call and request a copy of our 588-page Catalog 49. It's our newest catalog and has most anything you need. Best of all, Catalog 49 is absolutely FREE!

Call or write our Catalog Request Department today and ask for your FREE copy of this must-have full-color catalog. The sooner you call, the sooner you'll discover all Forestry Suppliers, Inc. has to offer you.

CALL TOLL -FREE  
**(800) 360-7788**



**Forestry  
Suppliers,  
Inc.**

P.O. Box 8397  
Jackson, MS 39284-8397  
www.forestry-suppliers.com

00598

CIRCLE #150

## Par Aide flagpoles ready

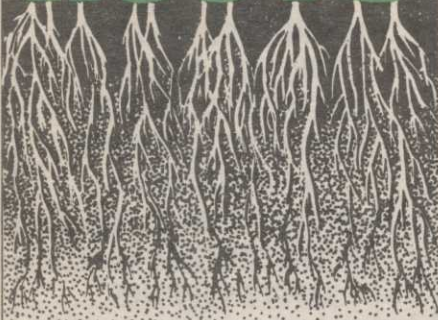
Par Aide is making it easier to order poles and flags in a complete package ready to install. The quality, one-piece aluminum flagpoles are designed for decades of active use. Available in lengths of 25, 30 and 35 feet, the poles also include one halyard.

Custom club flags can be screen printed with either a club logo, a specialized design or course colors as you determine. For more information, contact Par Aide at 888-893-2433.

CIRCLE #203

## Regal Crown®

# DEEPER ROOTS



## MINIMIZE DRY WILT AND WINTER DESICCATION

Golf Course Superintendents, Turf Grass Managers, Sod Grass Growers and Nurserymen are praising the results of Regal Crown.

Regular use of Regal Crown root growth stimulator exhibits phenomenal results. Turfgrass types such as bermuda, bent, zoysia and others develop more roots that are healthier and penetrate deeper. More roots imbedded deeper into the soil means better nutrient and moisture up-take creating thicker, greener tops.

Regal Crown is a blend of hormones specifically designed to promote root growth in turfgrasses and ornamentals. Used regularly, Regal Crown roots can minimize hot weather dry wilt stresses and winter desiccation.



Regal Chemical Company

P.O. BOX 900 / ALPHARETTA, GA 30239

PHONE 404-475-4837 / 800-621-5208

CIRCLE #151

## Standard unveils new Litter Caddie, head trimmer

Standard Golf has unveiled its new stainless steel Litter Caddie and the Irrigation Head Trimmer. Standard's line of Litter Caddies is designed to help keep trash off the course and simplify cleanup. The mesh design promotes air circulation and reduces odor. Constructed of stainless steel, the newest Litter Caddie is ideal for seaside and humid areas.

The new Irrigation Head Trimmer is designed to remove overgrown grass from around irrigation heads, quick-coupler valves or yardage markers. The clean edge left after cutting eliminates roots for long-lasting grass control. The cutting band can be adjusted one time to precisely fit a course's needs. For more information, contact 319-266-2638.

CIRCLE #203

## LESCO launches LCR2200 and LCR7400

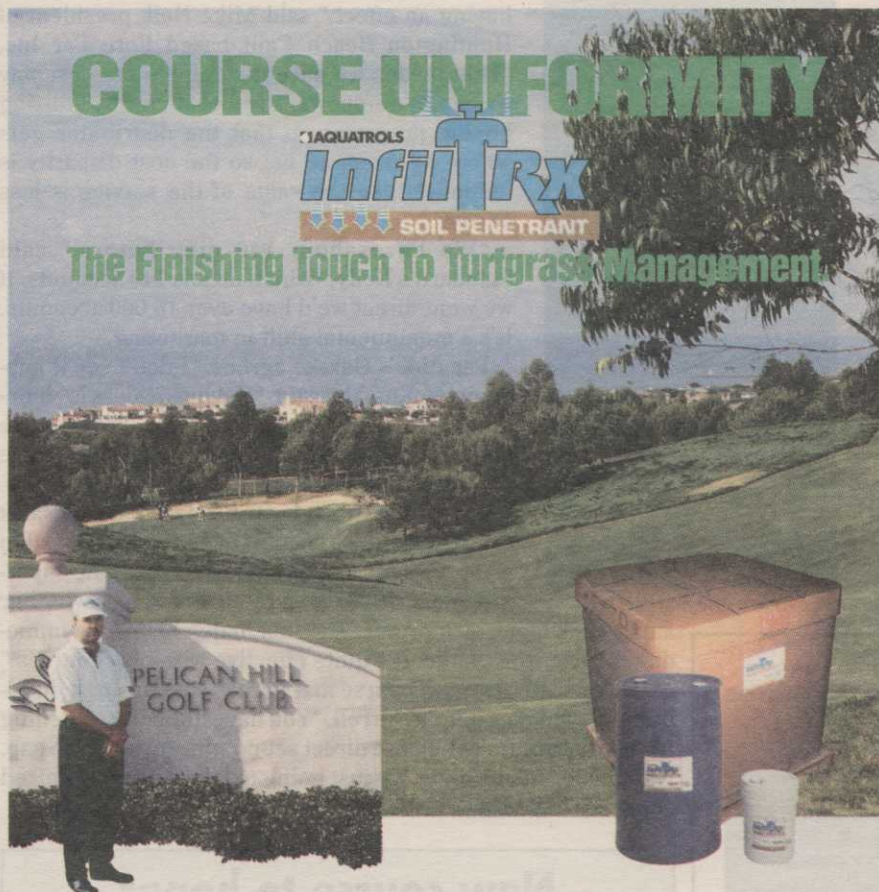
LESCO has introduced its LCR2200 and LCR7400 mowers with two-pedal hydrostatic controls, visible out-front mowing deck for easy operations and independent wheel brakes for tight radius turns. These mowers also feature hydraulic weight transfer valve for increased traction on hillsides and vertical tilting deck for easy removal and installation of blades and maneuvering over curbs.

LCR2200 is equipped with a 22hp diesel engine for economical and reliable operation. Two-wheel-drive with differ-

ential lock provides positive traction. A 60" mowing deck with offset side discharge makes short work of the largest jobs.

LCR7400 comes with a 27hp diesel engine for power in demanding conditions. Automatic 4-wheel-drive for superior traction on all types of terrain and your choice of 60" or 72" offset side discharge cutting tunnel deck, designed to promote maximum air flow for even dispersion of clippings. For more information, contact 800-321-5325.

CIRCLE #205



"Course uniformity is extremely important to us and our players. InfilTRx makes the course more uniform. Prior to using InfilTRx, we had to do a lot of additional watering. InfilTRx is better because of faster response to turfgrass management programs on the course. Because we use so much InfilTRx, the recyclable, 260 gallon SpaceKraft® container is a more economical and environmentally sound choice."

Ben Willard, Golf Course Superintendent  
Pelican Hill Golf Club  
Newport Coast, California



SpaceKraft is a Registered Trademark of MacMillan Bloedel.  
For more information, Call 1-800-688-0875.

CIRCLE #144

## AgrEvo offers guide to control turfgrass diseases

AgrEvo has announced the availability of the ProStar Tank Mix Solution Central quick reference guide for golf course superintendents. The guide shows superintendents exactly which programs they should tank mix, along with ProStar Fungicide, to control most of the diseases they would encounter.

The ProStar Tank Mix Solution Central quick reference guide is a 22" x 28" four-color poster that lists which products can be tank mixed with ProStar and the diseases each combination can control. For more information, contact 800-843-1702.

CIRCLE #204

## PBI announces new label

Barrier Ornamental Landscaping Herbicide is a new label from PBI/Gordon. It's a granular, soil-active product containing 4 percent dichlobenil and was previously marketed by Gordon as Dyclomec 4-G Granular Herbicide. Applied as a pre-emergent or early post-emergent, Barrier controls grasses and broadleaf weeds by preventing seed germination. Contact 800-821-7925.

CIRCLE #206

## Textron/Ransomes

Continued from page 59

that the amalgamation is all-consuming. Yet the two companies, Ransomes Textron and Jacobsen Textron will remain as separate entities."

Will we see them specializing in different turf care areas — for example, fine turf care and municipal turf care — in order to expand market exposure?

"I don't think so," said Wilson. "Within both product lines [Jacobsen & Ransomes] there are products which are compatible with both markets. In the U.S., for example, Ransomes has a 700 series of out-front rotaries and Jacobsen has the Turf Cut; both of which are well perceived in both sectors. Similarly in the golf industry each company has some very good products. But I can see us looking at a day when we are developing, for example, a new fairway mower and then there could be commonality of components, maybe even commonality of power units. Yet they could be differentiated in some other way, be it hoods, different reels, different cutter configurations etc. There are many differences in our machines now, yet both lines are well received."

The merger will not affect the traditional Ransomes green or Jacobsen orange. The need to identify the familial nature of the company will be achieved via a soon-to-be-released blue badge of Textron Turf Care and Specialty Products.

Some machinery, the Ransomes Hawk being one example, will be common through all lines with market expansion outside of golf being a primary aim for such products.

In an era when Single Supplier deals are de rigeur, the new mega company of Textron is handily placed, what with the deals previously struck by Ransomes at Pebble Beach, St. Andrews and the Belfry giving a firm footing.

# Maximizing your public golf assets

By BILL HUNSCHER

There's a courtship playing out in the golf business these days. There are some 2,200 municipally owned courses out there, and management companies want to operate them.

Why? Assuming an average of \$900,000 in revenues per course, times the 2,220 municipal courses (give or take) that are still operated by cities, towns and counties, nearly \$2 billion in potential revenue remains. Additionally, municipalities are leveraging the private sector to build new courses on public lands — further expanding the universe of potential business.

Across the country, municipalities are smartly seeking ways to enhance income and increase services from these courses, these "public assets." Cities and towns are beginning to recognize their golf courses as the commodities they've become. This article is intended to outline some of the issues, opportunities.

## THE DOWNWARD SPIRAL

Many municipalities I talk with find their courses in what I call "The Downward Spiral." Because excess cash flow from municipal courses gets siphoned off into the general fund (in order to pay for various other, non-cash-generating public uses), municipal courses oftentimes have a great deal of deferred maintenance and/or equipment shortages.

Because of the deferred maintenance, the value delivered by the golf experience is not optimal — meaning resident resistance to rate increases is tremendous. This, in turn, "caps" revenues and, in an increasing expense environment, reduces economic return from the golf asset. This reduced economic return further reduces the funds available to improve the course, which further deteriorates the golf experience and economic return. And so on and so on...

By way of example, an article written by the Reason Public Policy Institute points out that "the federal government owns 300 golf courses which, when properly accounting for all costs, lose about \$60 million per year."

At the same time that many municipally owned courses are deteriorating, the market for brand new, privately developed and/or renovated courses offering first-class golf experiences has never been more robust.

According to the National Golf Foundation, roughly 435 courses opened in 1997 with another 911 under construction — the highest total in more than 20 years of tracking golf course development. The point here: The bar is being raised across the country. When it comes to the golf experience, players expect more value for their dollar.

## BREAKING THE CYCLE

I believe privatizing a public-owned golf facility is the most expedient way to break this downward spiral. For the right economic deal, a private company will invest significant amounts of its own capital and, in a very short timeframe, complete the deferred maintenance required to make

the public course competitive.

Further, through guaranteed rent payments, a municipality's partnership with a private company is an effective way to insulate a municipality from the risks associated with the golf business, namely weather and increased competition.

So how does the private sector do it? The formula for success in the privatization process is fairly straightforward. First step: Invest the capital required to significantly improve the product. Second step:

Increase rounds and revenues at the courses by marketing the heck out of these improvements, installing reservation systems and other "tricks of the trade." Third step: Rationalize the expense structure via proven operating systems, buying power across all areas of the business, and creating efficiencies with the labor pool.

## THE ISSUES ASSOCIATED WITH PRIVATIZATION

The privatization process is by no means simple and requires a bit of courage on the part of public officials. It also requires a clear understanding of the is-

ues and benefits — their communication to golfers (voters) in the community is vital. Some of the concerns that are typically raised?

**Loss of Jobs** — In my experience, a public/private partnership can be crafted where no net job-loss occurs. This can be accomplished by the private operator hiring existing staff

Bill Hunscher

Continued on page 67

# GO GLOBAL!

## GOLF COURSE NEWS INTERNATIONAL



Reach 15,100 Decision Makers Throughout Europe, Asia and Canada with *Golf Course News International*.

### Circulation breakdown:

Europe	6,752
Canada	2,786
Asia	5,110
South America	368
South Africa	37
U.S.A.	47
<b>Total:</b>	<b>15,100</b>

### Target audience:

- Owners
- Architects
- Builders
- Course & Grounds Managers
- Club Secretaries
- General Managers
- Developers
- Green Keepers

### Editorial focus:

Written for top management & developers at golf facilities in Europe, Asia, Canada & South Africa. Editorial is directed toward course management & development with reports on maintenance management and supplier business.

1998:

July

September

November

**Call Now for More Information!**

Charles von Brecht, Publisher  
(207) 846-0600 • Fax: (207) 846-0657

Bill Hunscher is senior vice president of corporate development at Arnold Palmer Golf Management Co. LLC. He lives and works in San Francisco.

## Thailand report

Continued from page 15

The golf market in Hua Hin is growing consistently. But the overall quality of the destination justifies tourist packages and long-term vacationers. The potential for this area is great since it offers outstanding value for anyone's money and since it is so close to Bangkok.

While the tourist versus membership sales competition is evenly split in Hua Hin, the Phuket market is dominated by the tourists.

All of the other courses on the island feed off the world-famous Blue Canyon Country Club. The club is now managed by Pointe International, a management firm based in Phoenix, Arizona, USA, which is starting to spread its international wings.

However, they have not yet found a permanent general manager and management leadership is constantly changing. They are soon going to up the ante in the golf market in Phuket when they open the new 18-hole lake course that was jointly designed by Gary Player and Yoshikazu Kato.

The course is almost completely shaped and should be open by the beginning of next year. It will reportedly be more accessible to the general golfing public than the original Canyon course.

While Blue Canyon may be justified in its pricey green fees, the other courses on the island are merely riding the coattails. This hasn't stopped the golfers from coming however, and the courses make around 95 percent of their profits from tourist greens fees.

The first golf course built in Phuket was the Phuket Country Club, which opened in 1989. The course, which is owned by the mayor of Phuket, Phummasak Hong Syok, has now expanded to 27 holes.

However, the 18-hole resort layout is beginning to show its age, mostly due to the constraints of the layout and the quality of initial construction. The course, which was designed by the local Dr.

Sukitti Klangvisai, was not originally intended to service the amount of rounds that it sees per day.

As Course Manager Keat Lau puts it, "we did not anticipate the boom. Mind

you, it is still a four hour golf course, but the fairways are tight and the greens and tees are too small." Further, they are having to reconstruct many areas of the course as the land continues to compact and change. In order to combat

this they have built the first nine holes of their new championship course.

The Phuket area has the benefit of a steady stream of tourists. The latest Johnnie Walker Tournament at Blue Canyon brought more golf tourists than the local clubs could handle. Therefore, there is simply no need to bother with extensive housing or membership sales to recover costs.

After Phuket, you must travel further south through five provinces before you reach the next outcropping of golf courses. The Songkhla Province, near the Malaysian border, is home to two professional golf courses. Currently, the only 18-hole golf course in the area, the Hat Yai Resort and Golf Club, has a good market position.

However, in his disgust with the outcome of the course, Robert McFarland took his name off the design.

The combination of a strong tourist market and concentrated growth has helped Southern Thailand become a sound golf market.

The unavoidable cost of the devaluation of the baht and course mismanagement has hurt some golf courses, but the sales remain steady. However, the market potential is far from exploited.

If more owners would continue to invest in their golf courses, the area would really take off and become a topnotch golfing destination.

Clearly the entire industry would benefit from this investment and at the moment there are some sure signs that the market is slowly heading in this direction.



*While Blue Canyon may be justified in their pricy green fees, the other courses on the island are merely riding the coattails. This hasn't stopped the golfers from coming however, and the courses make around 95 percent of their profits from tourist greens fees.*

## Griffiths/Appraisal

Continued from page 14

fallen, new player numbers are down and new course growth has also dropped.

There has to be many lessons in this for all of us. The underlying causes of all these trends, (common, incidentally, to most of the EU) were: the golf industry is fragmented and lacks a single lead institution equipped to promote and market the game effectively; rapid expansion of the golf services sector in the late 1980s/early 1990s led to quality suffering badly; the widespread influence of the Design Led Syndrome (DLS) coupled with the neglect of proper appraisal; a short-term approach leading to over investment in a favorable climate with widespread over-borrowing and excessive capital expenditure.

Clearly the golf industry has not served most recent developers, nor its millions of potential customers, very well — especially beginners — the life blood of the game.

All parts of the industry are affected by this neglect and some suffer as a direct consequence. In the United Kingdom, the markets have changed somewhat since the golf boom and beginners are at last out in front in the demand stakes.

British beginners are at least as numerous as the 3 million active players, a large latent demand. Imbalance on the supply side (new courses) has led to too many 18-hole courses and hardly any academy courses, which is surprising as the latter have very good profit potential when properly researched and executed.

Until recently, a serious impediment for golf developers has been the lack of a professional, commercial or academic critical scrutiny of the golf industry.

There is no golf developers guide. The developers are, therefore, vulnerable to risk on at a couple counts: the lack of published guidance; variable quality in the service and supply sector as inexperienced experts and designers emerged during the early 1990s financial misjudgements.

These are just a couple reasons why the common errors of successive booms recur.

It is no coincidence.

However, for those of an inquisitive mind, a new, mold-breaking report must be very welcome.

"Golf Futures 1997 - 2007: A Golf Industry Analysis" was produced by The Henley Centre, a leading management consulting firm. It is the first comprehensive analysis of a national golf industry published anywhere in the world and is an invaluable insight into the future dynamics of the market. It is long overdue.

Nowadays Design Led Syndrome is defined as the use of a designer to produce a golf plan before compre-

hensive appraisal is complete. The conventional wisdom sees the designer as a golf guru. It is a more misguided custom than ever because of the high levels of capital costs, the greater risk of failure today and the neglect of more important factors which are so crucial to success.

Design — good, bad or inappropriate — is perceived, unconvincingly, as a prime marketing factor in signature megabuck projects. Recent history shows us this all too well. Success depends, to a far greater extent, on key appraisal factors rather than design.

For instance, negative appraisal makes design unnecessary.

Some of the troubled courses mentioned earlier would perhaps never have been built at all, or at least built

differently, had proper appraisal preceded design: not least with better market research and more rigorous sensitivity analysis.

Ventures go bust because DLS diverts attention at a critical period from the vital appraisal discipline,

which are dealt with later in this article. The beneficiaries of this are often second or even third owners who buy failed projects at well below original costs.

In 1996, 758 British courses changed hands in this way. One recent deal in France involved a package of some 30-plus hotels. In the 1980s and early 1990s, a benign investment climate encouraged terms of 25-percent equity and 75-percent debt.

Over-borrowing and extravagant investment then occurred, ignoring the longer term view — threat of rising costs and interest rates.

When the climate changed, the problems emerged. Golf investment is a long-term business, there are no quick bucks anymore. Golf development is specific to markets, location, site utility and built facilities: only the last involves designers.

The aim of appraisal must be to match market demands in and beyond the catchment with compatible golf and other built facilities in order to achieve a high degree of compatibility between them as a foundation of a healthy bottom line. Please consider the neglect of the beginner in all of this.

The appraisal format is well tested in the international marketplace. It lists the activities essential for identifying realistic viability prospects — the bottom line.

Designers are rarely qualified, either by training or experience, for this heavy responsibility. It is highly specialized because the resulting report is the foundation of the business plan which has to stand up to rigorous examination by skeptical financiers and professional advisers.

If appraisal is negative there is no golf business, nor any work for a designer.

*Until recently, a serious impediment for golf developers has been the lack of a professional, commercial or academic critical scrutiny of the golf industry. There is no golf developers guide. The developers are, therefore, vulnerable to risk.*

YOUR "ONE-STOP" SOURCE  
FOR AMERICA'S LEADING  
GOLF SURFACES & SUPPLIES!

**PARTAC®**  
GOLF COURSE  
TOP-DRESSING



HEAT TREATED

FLEXIBLE GOLF COURSE MARKERS  
TURF DRAG MATS & BRUSHES  
WINDSCREEN & BALL NETTING

**TYPAR®**

GEOTEXTILES & TURF BLANKETS

**Terra-Green®**  
THE POROUS CERAMIC  
SOIL CONDITIONER

**NEW PARTAC® NEW**  
COLORED CERAMIC  
**GREEN SAND**

**DIVOT REPAIR MIX**  
PARTAC® GREEN SAND BLENDED  
WITH PARTAC® PREMIUM  
TOP-DRESSING FOR EXCELLENT  
GERMINATION AND  
DEEP GREEN COLOR!

THE BEST DIVOT REPAIR MIX AVAILABLE!

AVAILABLE NATIONWIDE

**800-247-2326**  
IN N.J. 908-637-4191

PARTAC PEAT CORPORATION  
KELSEY PARK, GREAT MEADOWS, N.J. 07838  
ORLANDO (FL) MEMPHIS (TN) RENO (NV)

HIGHLIGHT GOLF HOLES,  
IMPROVE VISIBILITY,  
& MAINTAIN CONSISTENCY

U.S. GOLF HOLE

**TARGETS™**



**STABILIZER®**  
BUNKER SEAL

**TerraFlow™**  
Drainage Systems

AND MANY MORE  
GOLF SPECIALTY PRODUCTS

CIRCLE #156

# Maximizing profits

Continued from page 65

at the course, which is oftentimes a positive event for the workers as they are offered not only competitive compensation packages, but upward mobility within a growing golf management company.

**Rate Increases** — Probably the scariest thing for golfers. My response to this is simple: The golf course belongs to the citizens of the municipality and before any price increases take place, the new management company must earn them via dramatic increases in golf course quality, and therefore value.

**Loss of Control** — After all, the public golf course belongs to the citizens of the city. Why give the private operator free reign to do whatever he pleases with our asset?

The answer is simple: Municipalities must make sure there are tight controls and accountability regarding promises the operator makes and the quality levels at which the course is operated. Appoint a contract administrator and an advisory committee (comprised of golfers) to provide input and hold the operator's feet to the fire.

## TYPES OF DEALS

Basically there are two types of deals that are structured between municipalities and private operators: management contracts and leases. Many municipal courses have been constructed with tax-exempt financing which limits the management contract to 5 years total with a 3-year "kick-out" provision. Recent Internal Revenue Service (IRS) regulations changed to provide for much longer-term deals (up to 15 years), provided a large part of the management company's fee is fixed.

For municipal contracts not constrained by tax-exempt financing regulations, a long-term lease structure is possible. Under a lease, the operator guarantees a fixed rent, typically with a sharing arrangement covering revenues and/or operating income. The long-term nature of the deal provides time for the operator to earn return on its investment, allowing for major capital and course improvements to affect resident satisfaction and revenues.

Whether a management contract or lease, the longer the term, the more incentive the operator has to "invest" in the property. In my experience, this generally begets a more successful public/private partnership.

## KEY ELEMENTS

To close this article, I'd like to leave behind a few kernels of advice relative to the structuring of a request for proposal (RFP) and the ultimate selection of a course operator. With nearly 24 percent of the municipal courses already privatized, there are a number of well-constructed RFPs.

The common elements found in successful RFPs are (i) propose a fair deal, balancing the capital investment required with the financial return provided the private operator, (ii) clearly spell out the needs and requirements of the municipality as it relates to the base line of quality, service and investment expected, (iii) provide room for the proposers to use their experience and creativity to exceed your expectations (especially in this competitive environment), and (iv) hold the operator accountable for each and every commitment put forth during the proposal process — over-promising and under-delivering is the largest cause of failure of the privatization process.

GOLF COURSE NEWS

# Golf Course Classifieds

To reserve space in this section, call 207-846-0600 ext. 230

## HELP WANTED

### SHAPERS WANTED

Golf Course Construction Shaper Needed. Must be willing to travel. **Fax resume and date available to 616-547-7009.**

### LANDCONSTRUCTORS, INC.

Golf Course Contractor is seeking experienced construction superintendents, shapers, finishers, and irrigation technicians. Projects in Midwest and Southwest. FAX Resumes to (817) 488-8983 or CALL (817) 481-0831.

### GOLF COURSE SHAPERS WANTED

Experienced shapers needed in West Coast Area. Send resume to:

**Specialized Shaping**  
199 Via Mission Dr.  
Chico, CA 95928  
or fax 530-891-5878

### GOLF/TURF IRRIGATION SERVICE PROFESSIONALS

Manufacturer is expanding its network of service representatives. Seek reps with field service knowledge on pumps, motors and controls along with the ability to develop customer relationships. Requires highest level of quality, consistency, responsibility and attention to detail. Search is nationwide. **Please fax past performance references with letter of interest to 770/409-3292.**

### SHAPERS AND FINISHERS

Quality and experienced individuals needed. Minimum of 3 years experience. Excellent potential to grow with aggressive company.

**Fax resume with references to:**  
EAGLE GOLF CONSTRUCTION, INC.  
(810) 632-6270

### SALES DEMONSTRATOR

New position created in Verti-Drain's western region serving USA and Canada. You will be supporting our distributors in the turf market with demonstrations, sales and technical back-up. Should be able to set distributor sales targets and ensure they are made. No turf experience necessary but must be enthusiastic about turf sales, be a good communicator and be willing to travel extensively. As a full-time employee of Redexim Charterhouse (Verti-Drain) you will receive a competitive salary, benefits package, employee vehicle and trailer. Send resume and letter to Box #5, Golf Course News, PO Box 997, Yarmouth, ME 04096.

## FOR SALE

### ARCH STYLE STEEL BUILDINGS

Build it yourself and save money! For cart and equipment storage. Factory direct. Save money on buildings in stock. 20 x 30; 25 x 40; 30 x 55; 45 x 75; 51 x 150. Easy to erect. **Archway Steel Buildings: 1-800-344-2724.**

### PERSONALIZED GOLF FLAGS

by DuPont Solar Max Nylon  
**BRITISH POLES**  
Buy Direct and Save  
1-800-476-7005

## SERVICES

### LASER MEASURING

Laser measuring and sprinkler yardage markers. We do it all! Laser measure & installation of custom metal yardage markers for all types of sprinkler heads. **Fairway Yardage Designs: 1-800-368-2448.**

## MARK ELIOT DESIGN LANDSCAPE & GOLF COURSE DESIGN

### CLUB LANDSCAPING

*Design  
New Construction  
Renovation*

&

### GOLF COURSE DESIGN

*Master Planning  
Renovation  
Construction Management*

**MARK E. SOSNOWITZ, ASLA**

**MARK ELIOT DESIGN**

PO BOX 11188

GREENWICH, CT 06831

203-972-9131 Fax: 203-972-9132

## SERVICES

## We'll Seal Your Lake Empty or Full!

**ESS-13 Eliminates  
The Need For A  
Synthetic Lake Liner**

*Seepage*  
**Control, Inc.**

P.O. Box 51177  
Phoenix, Arizona 85076-1177  
800-214-9640 Fax 602-829-1106

Since 1958

## SOLID BRONZE SIGNAGE

- Yardage Markers
- Tee Signs
- 100, 150, 200
- Commemorative
- Laser Measuring
- Sprinkler Tagging
- Yardage Books

**FROM TEE TO GREEN, INC.**  
(800) 932-5223  
Fax: (219) 637-6874

## POND & LAKE LINERS

- Buy Direct from fabricator 20, 30, 40 mil PVC, Hypalon, HDPE, & P.P.
- Custom fabricated panels of up to 25,000 S.F. available.
- Material Only, Material & Supervision, or Complete Installation service.
- Your inside line on containment.



*Colorado Lining*  
INTERNATIONAL

**1-800-524-8672**

1062 Singing Hills Road • Parker, CO 80134  
303-841-2022 • Fax 303-841-5780

## HOW TO ORDER A CLASSIFIED AD

**RATES:** \$90 per column inch (25-35 words, including a bold headline). Each additional 1/4 inch is \$30. If ordering a logo, please include an extra \$45; for a blind box, please include an extra \$20. All line ads must be prepaid. All rates are per insertion. To place your classified ad, mail your ad copy with payment to: **Golf Course News, P.O. Box 997, Yarmouth, ME 04096 or fax to: (207) 846-0657.**

Your Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Please attach separate sheet of paper if needed.

- ☐ Logo ☐ Blind Box
- ☐ Payment enclosed
- ☐ Charge my credit card
- ☐ Visa ☐ MC ☐ Amex
- Card # \_\_\_\_\_
- Signature \_\_\_\_\_ Exp. \_\_\_\_\_

## CALENDAR

### June

15-27 — *Harvard University's Golf Course Institute in Boston.* Contact 617-495-1680.

### July

13 — *William C. Campbell Scholarship & Research Fund Tournament in Charleston, W. Va.* Contact Judy Eddy at 614-373-5145.

16-18 — *Turfgrass Producers International Summer Convention and Field Days in Tysons Corner, Va.* Contact 847-705-9898.

28 — *Midwest Regional Turf Field Day in West Lafayette, Ind.* Contact Zac Reicher at 765-494-8039.

### August

1-4 — *Georgia GCSA Summer Conference in Augusta.* Contact Karen White at 706-769-4076.

12-13 — *Penn State Turfgrass Field Days at University Park, Pa.* Contact 814-863-3475.

20 — *Michigan Turfgrass Field Days in East Lansing.* Contact Kay Patrick at 517-321-1660.

### September

7-10 — *Responsible Industry for a Sound Environment annual meeting in Palm Beach, Fla.* Contact 202-872-3860.

17-21 — *Florida Turfgrass Conference in Tampa.* Contact 800-882-6721.

22-24 — *Turf and Landscape Field Days in Blacksburg, Va.* Contact David McKissack at 540-231-5897.

### October

26-27 — *Golf Course News' Public Golf Forum in Palm Springs, Calif.* Contact GCN Conference Group at 207-846-0600.

### November

1-3 — *International Irrigation Expo in San Diego, Calif.* Contact 703-573-3551.

1-3 — *Georgia GCSA annual meeting at St. Simons Island.* Contact Karen White at 706-769-4076.

4-6 — *Penn State Golf Turf Conference in State College, Pa.* Contact 814-863-3475.

9-12 — *West Virginia GCSA Turf Conference and Show in Morgantown, W. Va.* Contact Robert Maguire at 304-243-4154.

9-13 — *New York State Turf & Grounds Exposition in Syracuse, N.Y.* Contact 800-873-8873.

13-17 — *Professional Lawn Care Association of America Annual Conference in Nashville, Tenn.* Contact 800-458-3466.

### December

7-10 — *Ohio Turfgrass Conference in Columbus.* Contact 614-760-5442.

8-10 — *Georgia Turfgrass Show in Atlanta.* Contact 770-975-4123.

9-11 — *Rocky Mountain Regional Turfgrass Association Conference in Denver.* Contact 303-770-2220.

### 1999

### January

27-29 — *Midwest turf Expo in Indianapolis.* Contact Zac Reicher at 765-494-8039.

\* For more information contact the GCSAA Education Office at 800-472-7878.

## Golf Course Marketplace

To reserve space in this section, call Jean Andrews, 207-846-0600

### HARCO DUCTILE IRON FITTINGS FOR GOLF COURSE IRRIGATION SYSTEMS

Sizes 2" through 12", all configurations including "knock-on" repair couplings. High Strength, high corrosion resistance.

The Harrington Corporation  
P.O. Box 10335  
Lynchburg, Va 24506  
804-845-7094 Fax 845-8562



CIRCLE #168

### BEAUTY BY AQUA MASTER.

#### FOUNTAIN AERATORS

- UL Listed
- Lighting Packages
- 3 Year Motor Warranty
- Interchangeable Nozzles



16024 CTH X, Kiel, WI 53042  
PH. 920 693-3121  
FAX 920 693-3634  
www.aquamasterfountains.com

1-800-693-3144

CIRCLE #157

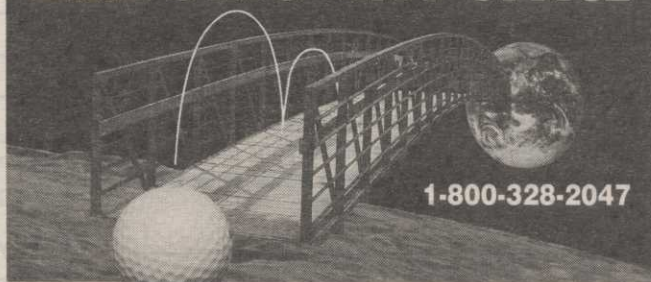
### Ball Washer Refurbishment

- Ball washers, benches, tee markers, etc. restored to like new condition for a fraction of the cost of new.
- Saves money over in house refurbishment.
- Reduces time demands on staff as GCSinc. manages the process from disassembly through re-assembly.
- Includes; sandblasting, welding & powder coating.
- Service Nationwide...Representative Inquires Welcome.

**Golf Course Solutions 714-427-5400 (fax) 5411**  
2127 S. Grand Ave., Santa Ana, CA 92705

CIRCLE #165

### BRIDGING ANY SPACE



1-800-328-2047

**CONTINENTAL BRIDGE**

8301 State Highway 29 N, Alexandria, MN 56308 USA  
Phone: 320-852-7500 Fax: 320-852-7067  
E-Mail: conbridg@carlos.polaristel.net • www.continentalbridge.com

CIRCLE #160

**Flymo**

Easy to use  
Lightweight  
Adjustable  
Powerful  
Fast

The  
Original  
Hovering Trimmer



4 Models  
GCT12  
GCT15  
GCT20  
GCT21

STARTING AT  
\$299.95

**PRECISION**  
YOUR GOLF COURSE SUPERMARKET

1-800-345-1960

ORDER ONLINE WWW.PRECISIONUSA.COM

CIRCLE #173



### Ryan Incorporated Central

#### COMPLETE GOLF COURSE CONSTRUCTION

We have the supervision, experienced personnel, and equipment to meet the tightest schedule while producing the highest quality work.

Janesville, Wisconsin  
Patrick Ryan, 608-754-2291

Washington, DC  
David Ryan, 301-874-5119

Certified Charter Member of Golf Course Builders Association of America

CIRCLE #177

### Keep Your Divot Seed Mixture Where It Is Used ...



... in Divot Seed & Soil tee buckets next to the tee markers. Available in Cedar or Redwood slats and with companion Trash'M debris buckets.



Ask Your Golf Course Distributor for  
INNOVATIVE MAINTENANCE PRODUCTS

From

*Master of the Links*

P.O. Box 1865, Lombard, IL 60148-1865  
(630) 627-1100 • Fax (630) 627-1104



CIRCLE #180

### You'll want to play barefoot on our certified grasses.

#### Featuring:

- Tifton 419
- Midlawn
- El Toro Zoysia
- Meyer Z-52 Zoysia

- Spring Planting Service
- Laying Machinery Rentals
- Row Planting Service

- Lay and Play Fairway Cuts (warm season)
- Pads
- Big Rolls

P.O. BOX 56440 • LITTLE ROCK, AR 72215

1-800-666-0007 501-280-0763 www.quailvalley.com

**Quail Valley GRASSES**

SPORTS • GOLF • COMMERCIAL • RESIDENTIAL • SOD PRODUCERS

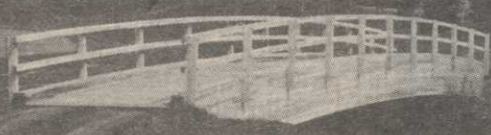
barefoot walkin' thick

CIRCLE #175

# Golf Course Marketplace

To reserve space in this section, call  
Jean Andrews, 207-846-0600

## LAMINATED WOOD BRIDGES



**PEDESTRIAN & VEHICULAR**  
**Order Direct From The Leading Manufacturer in U.S.**

- Complete Prefabricated Packages
- Ready for Fast Erection
- Direct Distribution Throughout the U.S.
- Custom Design & Engineering



**CALL 800-777-8648**

P.O. Box A • Morrisville, NC 27560  
Tel. 919/467-6155 • FAX 919/469-2536

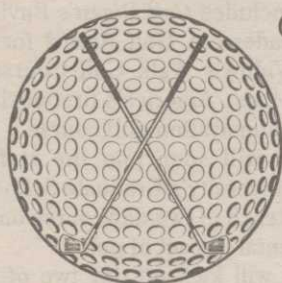
CIRCLE #162

## Formost Construction Co.

*Serving the nation for over 30 years.*

**Golf Course Builders**

*"Doing One Thing Well"*



P.O. BOX 559  
TEMECULA, CALIFORNIA 92593

(909) 698-7270

FAX (909) 698-6170

STATE LIC. #267960

CIRCLE #164

## DIRTY BIRDS a PROBLEM??

Scare them away with harmless,  
**APPROVED, ENVIRONMENTALLY SAFE**  
**BIRD CONTROL NOISEMAKERS**

**UNIQUE, MORE DISCREET PRODUCTS**  
**ESPECIALLY FOR GOLF COURSES**  
near residential areas are available.

**We CAN help solve your bird problems.**

**CALL TODAY: 1-800-582-8843**

**JPF Distributors**

CIRCLE #170

## A Visible Marking System You Can Mow Right Over

- ◆ Speeds up play - Reduces playing time up to 30 minutes per round
- ◆ Cost effective - Pays for itself in months - Lasts for years
- ◆ More enjoyment - No pacing and hunting for sprinkler heads
- ◆ Available in all colors
- ◆ Proven at thousands of courses around the world



**The Kirby Marker System**

760-931-2624 • 800-925-4729 • Fax 760-931-1753

CIRCLE #171

## Keep That Edge



**Contact Your Local Distributor or Call Us**  
**Toll Free 1 (800) 422-4748**

CIRCLE #169



**DURABILITY**  
**RELIABILITY**  
**FLEXIBILITY**

**Pond and Lake Liners**

**Great Lakes Containment, Inc.**

**(616) 258-8800 / (800) 455-7800**

FAX (616) 258-5496  
731 South Cedar Street, P.O. Box 51  
Kalkaska, Michigan 49646  
**SPECIALIZING IN PVC LINERS**

CIRCLE #167

## FAST, EFFICIENT & SAFE

**TurfTacs**  
**THE BIODEGRADABLE**  
**TURF STAPLE SYSTEM**

Secures turf effortlessly  
NO MORE back breaking labor  
NO MORE mower damage  
ENVIRONMENTALLY FRIENDLY

**EcoTurf, Inc. 888-TurfTac**

300 N. ELIZABETH ST., DEPT. GCN, CHICAGO, IL 60607  
312-226-0099 • FAX 312-226-2480

CIRCLE #161

119 40th St. NE



Fort Payne, AL  
35967

**"DELIVERED ACROSS AMERICA"**

PEDESTRIAN AND SINGLE LANE  
VEHICULAR BRIDGES  
ENGINEERED AND FABRICATED  
TO YOUR SPECIFIC  
REQUIREMENTS. CLEAR SPANS  
TO 220 FEET AVAILABLE IN MOST  
OF OUR STYLES. FACTORY  
DIRECT.



**1-800-749-7515**



**10' 6" X 250' CONNECTOR SERIES**  
**ADMIRALS COVE • JUPITER, FL**

CIRCLE #178

122	American Cyanamid*	18
123	American Cyanamid*	40
124	The Andersons	46
157	AquaMaster	68
125	Aquatrols	26
144	Aquatrols	64
103	Bayer Corporation	36-37
158	Bearcom	70
159	Bird-X	70
160	Continental Bridge	68
147	Crane Plastics	21
109	E-Z-GO	27
179	Eagle Golf & Landscape Products	70
161	EcoTurf, Inc.	69
162	Enwood Structures	69
163	Excel Bridge Mfg.	70
152	First Products	62
116	Flowtronex PSI	15
118	FMAC Golf Finance Group	47
150	Forestry Suppliers	63
164	Formost Construction Co.	69
165	GCSinc./Golf Course Solutions	68
—	Golf World Exhibitions	71
166	Grass Craft	70
167	Great Lakes Containment	69
168	Harrington/Harco Corporation	68
127	Homestead Nitrogen Corp.	56
119	Hydro Agri North America, Inc.	42
111	Jacobsen	72
169	Jesco Products/Pinhigh	69
104	John Deere	6-7
170	JPF Distributors	69
171	Kirby Markers	69
120	Kubota	39
153	Laserturf	62
154	LasTec, Inc.	62
128	Lebanon Turf Products	60
172	Master of the Links	70
180	Master of the Links	68
105	Milorganite	8-9
148	National Golf Foundation	45
149	National Golf Foundation	49
—	NOVARTIS	4-5
—	NOVARTIS	22-23
129	Nutramax	57
112	Otterbine/Barebo	16
117	Palmer Course Design	3
143	Par Aide	13
156	Partac Peat	66
130	PBI/Gordon Corporation	58
121	Pennington Seed	43
113	PGA of America	19
173	Precision Small Engine	68
174	Precision Small Engine	70
—	Public Golf Forum	34
175	Quail Valley Farms	68
106	Ransomes Corporation	24-25
151	Regal Chemical	64
107	Rhone-Poulenc	30-31
—	RISE*	18
131	Rohm & Haas	20
132	Rohm & Haas	38
133	Roots, Inc.	55
176	Royal Seeds	70
177	Ryan Inc. Central	68
134	Seed Research of Oregon	54
135	Standard Golf	50
178	Steadfast Bridge Co.	69
115	Tee-2-Green	2
—	Terra Industries	13
136	Terra Industries*	48
137	Toro Comm'l. Prod. Div.	12
138	Toro-Irrigation Div.	53
146	Turfco, Inc.	41
139	Ty-Crop	52
140	United Horticultural Supply	10
145	West Coast Turf	32
155	York Bridge Concepts	62
141	Zeneca Professional Products	33
108	Zeneca Professional Products	28-29
142	Zeneca Professional Products	44

\*Appears in regional edition.

# Golf Course Marketplace

To reserve space in this section, call  
Jean Andrews, 207-846-0600

## Norman/Hurdzan

Continued from page 1

"It's great to see a publication focusing on public golf, and I'm excited to be a part of this year's Forum," said Norman, president of Jupiter, Fla.-based Greg Norman Golf Course Design.

With more than 30 course designs in play around the world, Norman's design unit provides comprehensive planning and construction capabilities. To complement design, The Shark started Greg Norman Turf to offer specialty warm-weather grasses to help maximize the course environment and mold each design around the site's intrinsic features.

The Shark will soon see two of his public-access designs open, including Wente Brothers Golf Club in Livermore, Calif., and Elks Run Golf Club in Batavia, Ohio.

On the playing side, Norman's resume is more than impressive: PGA Tour all-time money winner; 83 career victories through May '98; two-time British Open winner; three-time Vardon Trophy winner; held the #1 world ranking for a record 331 weeks. Even with the bad shoulder his current world ranking is #4.

Part two of this year's dynamic double bill is the guru of environmentally sensitive public golf design, Dr. Michael Hurdzan, president of Columbus, Ohio-based Hurdzan-Fry Golf Course Design Inc.

Hurdzan is slated to kick off day one of this year's Forum.

Hurdzan's environmentally sound projects are gaining worldwide recognition. *Golf World Magazine's* 1997 Architect of the Year, Hurdzan's most recent accolade includes *Golf Digest's* Environmental Leaders in Golf Award for his work at Widow's Walk Golf Course in Scituate, Mass., America's first environmental demonstration golf course.

Hurdzan will soon join the staff of Harvard University's Graduate School of Design to teach a two-day course on the environmental impact of golf.

Norman will kick off day two of this year's Forum by aiming his keynote address at the importance of the correct public design and the continued development of the public-access game.

For more information, contact 207-846-0600.

Periodicals postage paid at Yarmouth, Maine, and additional mailing office. *Golf Course News* (ISSN 1054-0644) is published monthly by United Publications, Inc., 106 Lafayette St., P.O. Box 997, Yarmouth, ME 04096. Phone number is 207-846-0600.

The publisher assumes no responsibility for unsolicited material or prices quoted in the newspaper. Contributors are responsible for proper release of proprietary classified information. Copyright 1998 by United Publications Inc. All rights reserved. Reproduction, in whole and in part, without the written permission from the publisher is expressly prohibited. Photocopies of *Golf Course News* are available through University Microfilms International, Serials Acquisitions Dept., 300 N. Zeeb Road, Ann Arbor, MI 48106, 800-732-0616.

Reprints and permission to reprint may be obtained from Managing Editor of *Golf Course News*. Back issues, when available, cost \$6 each within the past 12 months, \$12 each prior to the past 12 months. Back issue orders must be paid in advance either by check or charged to American Express, Visa or MasterCard.

*Golf Course News* is distributed in the U.S. without charge to qualified personnel of golf course facilities and to golf course builders, developers and architects. Subscriptions to Canadian golf facilities cost \$45 annually; other paid subscriptions to the U.S. and Canada cost \$55. All foreign subscriptions cost \$125 annually to cover air delivery. All payments must be made in U.S. funds drawn on a U.S. bank. **For subscriber services, please call 215-788-7112.** Send address changes to *Golf Course News*, P.O. Box 3047, Langhorne, Pa. 19047-3047.

Featuring:

**Hancor**  
Technology. Innovation. Services.

Drain Pipe  
Nyoplast Drains  
NDS Drains  
Geotextiles  
Lake & Pond Liners  
Silt & Safety Fences

Serving the Golf Construction Industry Worldwide

**EAGLE GOLF & LANDSCAPE PRODUCTS**  
1-800-21-EAGLE

**Eagle Interface for Greens Construction**

CIRCLE #179

**MAXON SP100**  
4 CHANNELS, PL, SCAN

**\$199<sup>75</sup> VHF**  
UHF \$209<sup>75</sup>

Call Nationwide Toll-Free  
**1-800-527-1670**

**BEARCOM**

11545 Pagemill Rd. Dallas, TX 75243 • 214-340-8876 Fax: 214-349-8950

CIRCLE #158

**CROSS-CRAFT**

**HOVER MOWERS**

16 INCH MOWER

- 2 HP Robin or Tecumseh Engine
- 20 lbs.

19 INCH MOWER

- 5 HP Tecumseh Engine
- 4 cycle w/positive pressure pump
- 32 lbs.

• Metal Edge Cutting Blades

• Full One Year Warranty

• Polyethylene Deck (won't crack or break)

VIDEO AVAILABLE

TOLL FREE 1-800-760-1680

87 BELL ST., PORTLAND, ME 04103 FAX: 207-878-9109

CIRCLE #166

**EXCEL**  
BRIDGE MANUFACTURING CO.

Specializing in golf course/ park/ bike trail bridges and using a variety of materials to suit your particular landscape needs, we fabricate easy-to-install, pre-engineered spans and deliver them anywhere in North America.

The Macho Combo: Combines the beauty of wood and the strength of maintenance free self-weathering steel. Bridge designed by Golf Dimensions.

**800-548-0054**  
(outside California)

12001 Shoemaker Avenue, Santa Fe Springs, CA 90670  
Tel: 562-944-0701 Fax: 562-944-4025

CIRCLE #163

Welcome to Precision - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Stop Refresh Home Search Favorites Print Font Mail Edit

Address [www.precisionusa.com](http://www.precisionusa.com)

**PRECISION**  
Your Golf Course Supermarket

Product Catalog and Online Ordering

About Precision What's Hot  
Customer Service Customer Feedback

Safety Equipment  
Tires  
Backhoe Grinders  
Engines  
R&R Products  
Flymo  
Golf Car Parts  
Trimmers

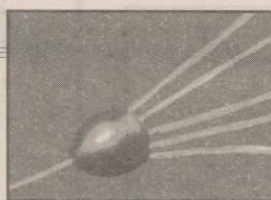
**800-345-1960**

2510 NW 16th Lane / Pompano Bch, FL 33064 / TEL (954) 974-1960 / FAX (954) 973-8032

CIRCLE #174

### TURN ON THE PRESSURE

You have **THE BULLET**  
This tile cleaning nozzle flushes the sand and dirt from drain lines — there are five flushing nozzles and one lead (cutting) nozzle.  
**NOW LET THE WATER FLOW!**



Ask Your Golf Course Distributor for  
**INNOVATIVE MAINTENANCE PRODUCTS**

From *Master of the Links*

P.O. Box 1865, Lombard, IL 60148-1865  
630-627-1100 • Fax 630-627-1104

CIRCLE #172

**GOOSECHASE**

Repel Geese and Ducks from Grass!  
Eliminate mess and property damage!

Safe, biodegradable taste-aversion agent. Renders food sources unpalatable and inedible so geese leave. Easy to use — just spray onto grass.

1 gallon (per acre) **\$95**

**THE BIRD CONTROL "X-PERTS"**

**BIRD-X**

300 N. ELIZABETH ST. DEPT. GCN  
CHICAGO IL 60607  
312-BAN-BIRD 312-226-2480 FAX

CIRCLE #159

"I can't afford anything but the best perennial ryegrass on my courses. Royal meets our demanding conditions"

Ron Hill, Superintendent  
The Palms & Oasis Golf Course, Mesquite, NV

Our Magnum is a blend of elite Perennial Ryegrasses featuring our outstanding varieties OMNI and Penguin. This combination provides outstanding wear tolerance and disease resistance.

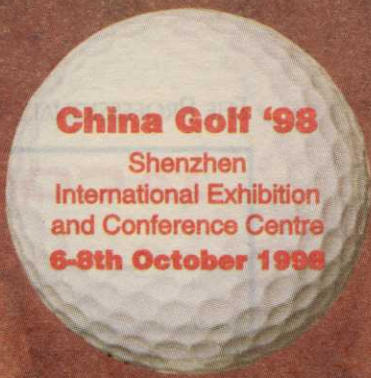
Call our turf consultants at 800-228-4119.



St. Joseph, MO • Salem, OR • 800-228-4119 • [www.royalseeds.com](http://www.royalseeds.com)

CIRCLE #176

# THE YEAR OF THE TIGER



IN TODAY'S WORLD THERE ARE TWO KINDS  
OF COMPANIES...THE QUICK AND THE DEAD !

The Chinese  
year of the tiger  
is associated with  
power, courage  
and strong will.

This is the  
year to make  
your business  
successful in  
China.

Exhibit for a  
roaring price of  
US\$1998

The 4th International  
China & Hong Kong Golf  
Exhibition & Conference

Incorporating  
Turf, Irrigation &  
Landscape Management,  
Golf Memberships,  
Golf Equipment, Finance, Real Estate,  
Hotel Resort Development,  
Golf Course & Clubhouse  
Design & Construction.



**China Exhibitions Group**  
(A Division of Golf World Group)

36 Kings Park Road, West Perth 6005  
WESTERN AUSTRALIA

Tel: (61 8) 9322 3222 Fax: (61 8) 9321 6461

email: [gmg@wantree.com.au](mailto:gmg@wantree.com.au)

Web page: <http://wantree.com.au/~gmg/>



# The first name in fairway mowers is about to get lots of second looks.

From the company that created the first revolution in fairway mowers, here's the second: the 34-hp LF-3400™ and 38-hp LF-3800™. They're built to deliver great looks – and the superior quality of cut you expect from Jacobsen. You get 2- or 4-wheel drive, mowing speeds of up to 7.5 mph and your choice of 5" or 7" reels with our patented FlashAttach™ reel-mount system. Together, they make a powerful, easy-to-operate, easy-to-maintain fairway mower. Not to mention mowing history. For your own second

look, visit your Jacobsen distributor today. For leasing and financing information, visit our Web site or call **1-800-722-TURE**.



THE PROFESSIONAL'S CHOICE ON TURF

**JACOBSEN**

**TEXTRON**

800-727-JAKE [www.jacobsen.textron.com](http://www.jacobsen.textron.com)

