

## 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.

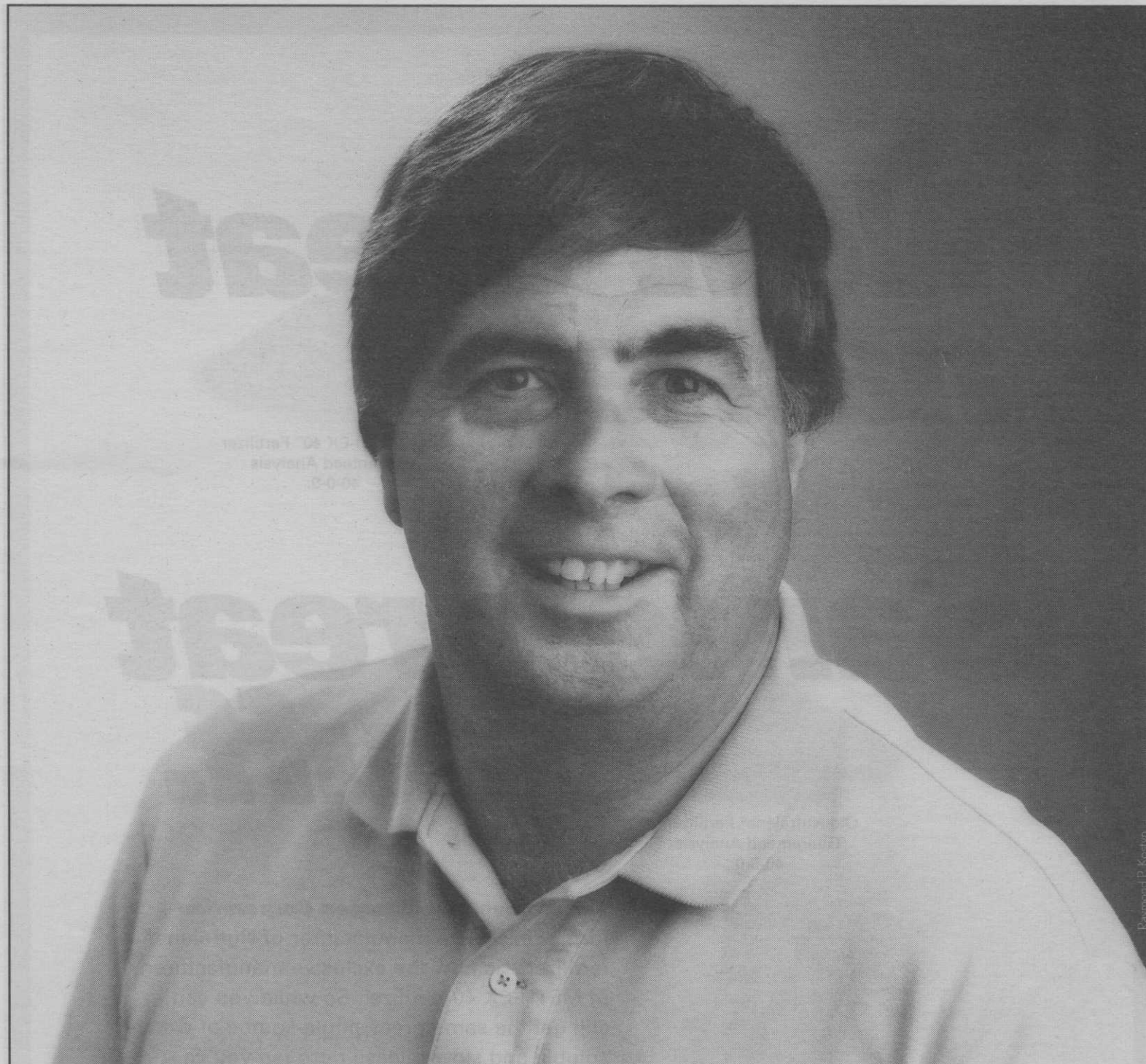
## Nelson to oversee improvements at Hawaii's Koolau

OAHU, Hawaii — Rob Nelson has been appointed general manager of American Golf Corp.-operated Koolau Golf Club in Kanoeha 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 Klipper. 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