

GOLF COURSE NEWS

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Player makes drastic cuts in Singapore office

By PETER BLAIS

SINGAPORE — Gary Player Enterprises has drastically scaled back its Singapore group office in response to the slowdown in the Asian economy.

"We've operated a group office in Singapore for the past six years," said Player Director of Design Phil Jacobs. The firm had employed as many as six people at its Malaysian office covering the various golf-related businesses carrying the Player banner.

"We never had a design office there. We always did that from our Johannesburg office and here [Palm Beach Gardens, Florida, USA]. We've cut back on the group office staff, but we'll still have someone there to answer the phone."

Jacobs said Player began reducing its Singapore office last August and completed its cutback in December. "We started to ratchet things down in July and August with the collapse of Thailand's currency. Things just spread like wildfire after that," he said.

Player still has two golf course projects underway in Japan.

Four Indonesian projects have been put on hold, although Graha Helvitia Golf & Country Club in Medan was completed just before the Thai collapse.

Jacobs expects work to be completed on the 27-hole Ria Bintan project on

Continued on page 60



GOLF AHoy: The first 18 holes of Bandon Dunes in Bandon, Ore., a 54-hole, 2,000-acre development, will open for play in June of 1999. The 7,253-yard, par-72 oceanside layout was designed by Scot David McIay Kidd. The 12th green is pictured above. See page 61.

Textron completes Ransomes acquisition

By M. LEVANS

PROVIDENCE, R.I./LONDON — The four-company race has been winnowed to three.

Textron Inc. has succeeded in its move to take

over Ransomes PLC, the UK based turf-care equipment manufacturer, for \$230 million for the entire issued capital stock of Ransomes.

As of 1 p.m. GMT on Tuesday, January 27, 91.9 percent of Ransomes shareholders voted to accept the Textron offer — 1.9 percent more than the 90 percent necessary to secure the deal.

According to reports in *The Times*, the offer had been on a "knife-edge" as

Continued on page 73

The First Tee hits roadblock in Richmond

By MARK LESLIE

RICHMOND, Va. — Acting on a mission to be the initial First Tee facility to open in the country, Richmond natives Fred Tattersall, Lester George and Robert Wrenn anticipate breaking ground in this area on a nine-hole golf course for youths by June and opening it by Memorial Day 1999.

All they need now is the land. They thought they had a deal nearly cut when, in a shocking decision on Feb.

23, city administrators opted not to accept Tattersall's offer of \$2 million — \$1.5 million to build the course and \$500,000 to operate the program for five years.

The city wanted Tattersall's Richmond First Tee Foundation to build the facility on a former landfill that now contains a driving range. But Tattersall, George and PGA Tour officials thought another 63-acre city-owned property was ideal because it neighbors schools and the

Continued on page 48

YOUTH QUAKE

Youth and minority golf movements are catching on all over North America. For more information, see related stories:

• PAGE 49 — Wadsworth bankrolls \$3.5M for inner-city juniors, handicapped

• PAGE 49 — Robbing from the rich to help the poor

• PAGE 51 — National Association of Junior Golfers ushering in 'Junior Golf Decade'

Meadowbrook Golf Group Acquires IGM and GVI

By PETER BLAIS

BEVERLY HILLS, Calif. — National course operator Meadowbrook Golf Group Inc. has acquired International Golf Management (IGM) Inc. and Golf Ventures Inc. (GVI) in exchange for cash, common stock and convertible preferred stock in two separate merger and acquisition transactions.

IGM is a major provider of outsourced golf course maintenance services, with more than 35 courses under contract as of Dec. 31. IGM also operates two golf properties consisting of 54 holes under long-term leases. IGM had 1997 revenues of approximately \$15 million.

Continued on page 35

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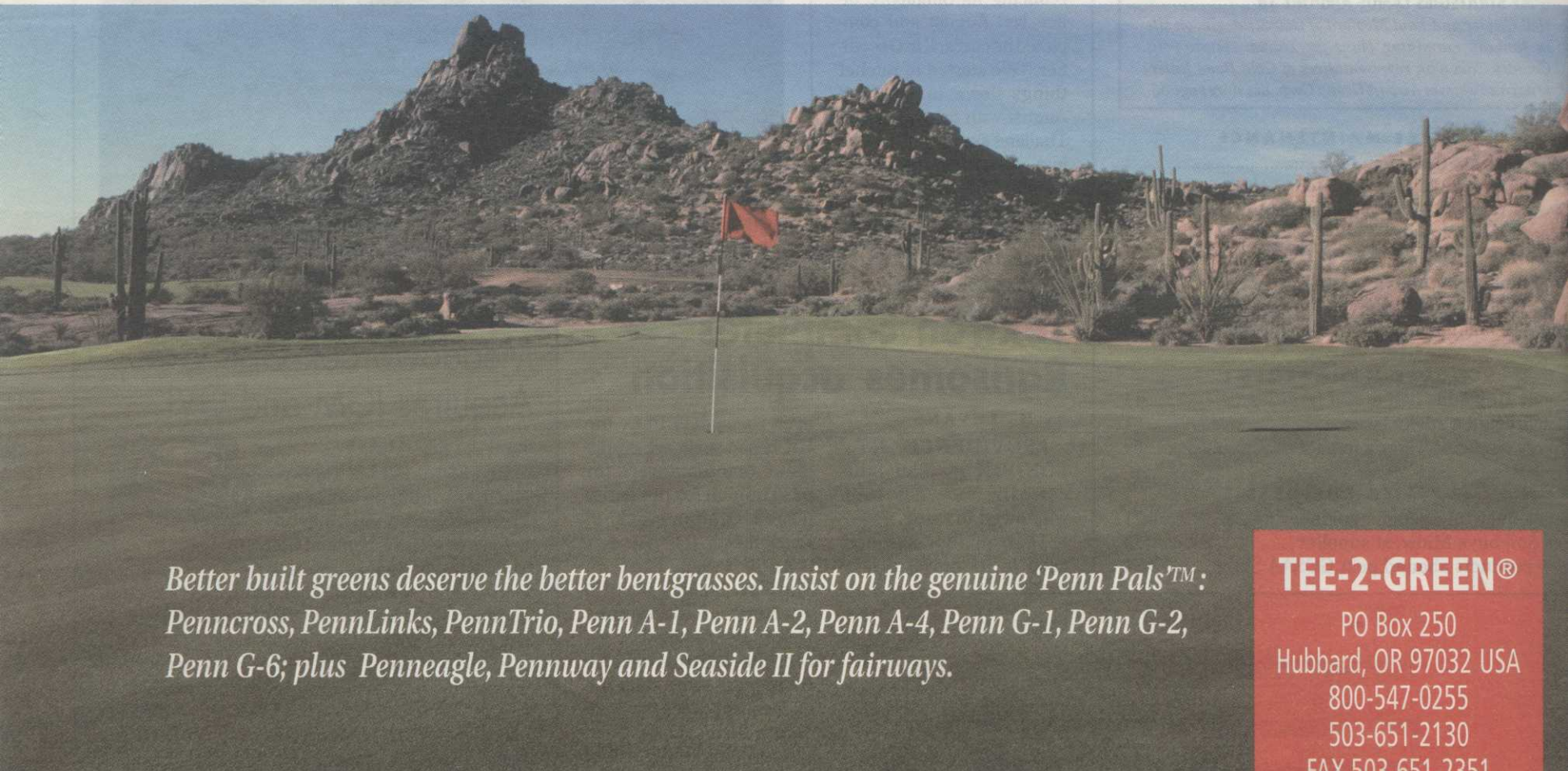
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BRIEFS

JUPITER, Fla. — Jack Nicklaus and several partners have signed a contract to buy 369 acres for a private golf course community to be known as The Bear's Club. The planned private course would not be intended for tournament play but for members only. Nicklaus would design the course, which would be located near his home in Lost Tree Village.

...

PINEHURST, N.C. — The Pinehurst Resort and Country Club has banned metal spikes from its eight courses. The policy went into effect Jan. 1. Resort officials say the use of non-metal spikes allows for smoother putting surfaces and will improve the health of the greens.

...

DEVIL'S TOWER JUNCTION, Wyo. — A new executive-length course will open in April near the Devil's Tower Monument. The new 18-hole layout sits on 40 acres. It will feature waterfalls, ponds and streams, bridges and mountains, plus a complete golf shop. Kent and Nikki Neiman, longtime residents of the area, will be the owners/operators.

Course development continues strong in Europe

By Dr. FALK BILLION

MUNICH, Germany — Since the new figures (by end of 1997) on the number of courses and golf club members permeate through its players, the European golf industry is becoming aware that there is actually a slow-down in the growth in the numbers of courses.

The increase in numbers of players, however, seems to have sped up again after a slow-down around the middle of the decade.

Here are the latest figures, compiled from the National Golf Federations, one important source being the German Golf Federation:

In those 22 European countries with five or more golf courses each (which excludes most of the Eastern European States) there are some 4,500 courses now in existence.

Dr. Falk Billion (Munich) is a leading German golf course management consultant. Billion is a chartered (certified) golf course appraiser and has been actively involved in more than 120 golf course projects with more than 180 studies, reports and appraisals since he established his office in 1991.

The number has increased by 1,660 over the last seven years. The annual growth rate in the early 90s, as high as over 6 percent, is down to less than 3 percent in 1997.

The three leading countries with the highest numbers of courses are England (1,843), Germany (534) and France (508). That's for the supply side.

Continued on page 78

Golf Courses in Europe in the 1990s

COUNTRY	1990	1991	1992	1993	1994	1995	1996	1997	# growth	% growth
Austria	49	55	67	69	77	83	95	98	49	100.0
Belgium	49	49	53	65	71	75	77	77	28	57.1
Czechia	8	8	9	9	10	12	12	13	5	62.5
Denmark	66	69	81	101	112	117	124	126	60	90.9
England	1,390	1,427	1,512	1,592	1,693	1,775	1,810	1,843	453	32.6
Finland	59	71	75	77	83	84	89	89	30	50.8
France	380	425	456	482	490	490	500	508	128	33.7
Germany	314	329	353	399	423	464	496	534	220	70.1
Greece	5	5	5	5	5	5	5	5	0	0
Hungary	1	1	3	4	4	4	4	5	4	400.0
Iceland	33	37	39	43	44	47	50	57	24	72.7
Ireland	274	276	289	310	321	348	359	367	93	33.9
Italy	108	117	153	162	180	187	190	200	92	85.2
Luxembourg	1	1	2	4	6	6	6	6	5	500.0
Netherlands	108	119	128	128	138	155	159	160	52	48.1
Norway	16	19	25	29	38	42	55	60	44	275.0
Portugal	21	26	33	33	36	36	43	48	27	128.6
Scotland	422	423	424	428	428	428	471	475	53	12.6
Spain	103	131	136	145	163	170	180	186	83	80.6
Sweden	220	257	349	349	361	361	375	380	160	72.7
Switzerland	40	40	44	46	51	51	56	59	19	47.5
Wales	123	125	127	130	142	147	152	157	34	27.6
EUROPE	3,790	4,010	4,363	4,610	4,886	5,087	5,308	5,453	1,663	43.9
# growth/yr		220	353	247	276	201	221	145		
% growth/yr		5.8	8.8	5.7	6.0	4.1	4.3	2.7		

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GCSAA elects new officers and directors

ANAHEIM, Calif. — R. Scott Woodhead will take to the podium as president of the Golf Course Superintendents Association of America two years from now following his election as secretary/treasurer of the national organization during February's Annual International Show and Conference here.

Woodhead, superintendent at Valley View Golf Club in Bozeman, Mont., bested Tommy Witt of Wynstone Golf Club in North Barrington, Ill., in the election for the secretary/treasurer post. Witt will continue on the board as director, completing the second year of his two-year term. George Renault of Burning Tree

Club in Bethesda, Md., and David Fearis of Blue Hills Country Club in Kansas City, Mo., ran uncontested and were elected president and vice president, respectively.

Winning two-year seats as board members were incumbent Ken Mangum of Atlanta Athletic Club and Jon Maddern of Elk Ridge Golf Club in Atlanta, Mich.

Also running for the board were Joseph Emanuel of Hurstbourne Country Club in Louisville, Ky., and Wayne Remo of Rock Spring Club in West Orange, N.J.



R. Scott Woodhead

Calif. board rejects Hearst course plans

SAN LUIS OBISPO, Calif. — In a stunning rejection of the most controversial coastal development plan in more than a decade, the California Coastal Commission has denied the Hearst Corp.'s plan to build a 650-room resort and 18-hole course on scenic lands near Hearst Castle.

The decision means the project must go back to the San Luis Obispo County Board of Supervisors for revision. The Hearsts and the county must reconfigure and downsize the project and then return for another vote, possibly later this year. Hearst officials have said their plan would not be financially viable without the large number of rooms and the course.

The Hearst Corp., a privately held New York-based media company, has been working for 20 years on the development plan, which called for a \$120 million project built in four locations on both sides of Route 1 north of Cambria. The area is part of a 77,000-acre ranch left to the Hearst Corp. by legendary newspaper publisher William Randolph Hearst. Hearst built a 165-room castle in the Santa Lucia foothills. After his death, the family donated the castle and about 100 acres to the state parks department. The Hearsts own 16 miles of ocean front, the largest coastal ranch in the state. The rugged and undeveloped shoreline stretches from Monterey County's border nearly to Cambria.

More than 1,000 people attended the hearing at which the Commission made its decision. Hundreds of people were turned away and watched almost 12 hours of proceedings on closed-circuit television. In a dramatic twist, two members of the Hearst family wrote and spoke out against the plan, including the former wife of Hearst Corp. Chairman George Hearst, Jr.

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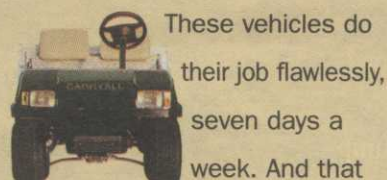
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WEEK 1



WEEK 2



WEEK 3



WEEK 7



WEEK 8



WEEK 9

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WEEK 4



WEEK 5



WEEK 6



WEEK 10



WEEK 11



WEEK 12

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†† Micrographs have been colorized for demonstration purposes.

Proposed Arizona bill could cost millions

Courses claim that tax break is necessary to survival

PHOENIX — A state lawmaker plans to introduce a bill that would end the property tax breaks enjoyed by the majority of Arizona's 300 golf courses.

Currently, land dedicated to golf course use is assessed at \$500 an acre, plus a low per-hole assessment, which is far below comparable land developed with homes or businesses. Even vacant land on the outskirts of Phoenix is reportedly assessed as much as 50 times higher than golf course property.

State Rep. Ken Cheuvront, a Democrat from central Phoenix, has said that overall, Arizona golf courses are assessed at least \$1 billion below their values.

"We need to bring them up to their real value," Cheuvront told *The Arizona Republic*.



"They [courses] wouldn't be built if they were assessed at a higher rate."

— Troon Pres. Dana Garmany

lic. "These courses are businesses and it is not fair to other businesses and homeowners that they are shifting the tax burden to everyone else."

Golf industry officials have countered that such breaks are necessary for golf courses to make profits, especially those built mainly as amenities to attract home buyers to new developments or tourists to hotels.

Dana Garmany, president of Troon Golf, said: "Golf courses in many cases are built as amenities, not as a business alone to make money. They wouldn't be built if they were assessed at a higher rate."

CALIFORNIA DREAMIN'

San Mateo layout awaiting final city approvals

SAN MATEO, Calif. — The planning stages for the new and improved San Mateo Golf Course have been completed and all that remains is the final approval of the city's Parks and Recreation Department.

Architect Stephen Halsey designed the renovation, which will bring substantial changes to the look and feel of the public, 18-hole layout. Along with improved and enlarged greens on

nearly every hole, the course will also be softened by replacing chain-link fence and cement-lined sloughs with lakes and grass. The course, which includes seven lakes, will be 6,028 yards from the championship tees.

The final three holes on the new San Mateo Golf Course will be completely original creations. Work on the renovation is tentatively scheduled to start in March 1999.

Developer proposes nine-hole links in Oakland

OAKLAND, Calif. — A developer has proposed building a nine-hole, executive course along with 172 upscale homes and 230 apartments on the 183-acre park-like grounds of the Oak Knoll Naval Hospital.

Shea Homes of Northern California's plan for the shuttered base in East Oakland Hills includes a \$2 million retrofit of the venerable but run-down

Club Knoll, new fields and tennis courts, a renovation of the base's Olympic-sized pool, new clubhouse facilities, and a driving range.

The new course would follow the terrain of the woody base, which is traversed by Rifle Range Creek.

Once built, the golf and recreational facilities would be turned over to the city.

Poellot, San Jose agree on new course deal

SAN JOSE, Calif. — San Jose city officials are moving ahead with plans to build a \$10.4 million, 18-hole, daily-fee course along Coyote Creek. The city council has authorized an agreement with the J. Michael Poellot Golf Design Group of Sarasota, Fla., to design the layout.

Construction could start on the course this spring with a tentative opening date of March 2000. The course has been tentatively called Coyote Creek Golf Course, although another nearby course is reportedly planning to rename itself Coyote Creek Golf Club.

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Irrigation renovation planned for Hawaiian links

WAILUA, Hawaii — The multi-million-dollar reconstruction of a leaky and outdated irrigation system at the Wailua Golf Course could begin in early April, according to course superintendent Brian Carew.

Depending on what is eventually approved, the project could involve the replacement of irrigation lines, two

pumps and irrigation heads and the abandonment of a 10,000-gallon irrigation tank. The county hopes that once the work is done, the layout will once again be a major attraction for local and visiting golfers on the island of Kauai. Wailua was consistently rated among the best municipal courses in the country during the 1980s.

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Development heats up along Mississippi's Gulf Coast

GULFPORT, Miss. — Golf is booming on the Gulf Coast of Mississippi.

New golf course development involving names like Nicklaus, Palmer and Floyd has been unfolding at a rapid rate while existing courses are spending millions of dollars to upgrade their layouts and stay competitive in the battle for local and visiting golfers.

The newest course on the coast is The Oaks, an 18-hole daily-fee which opened last month in Pass Christian and features dramatic elevation changes and deep bunkers. The daily-fee layout, developed by Landmark National and designed by Landmark's golf director Chris Cole, has four sets of tees and measures 6,885 yards.

Cole has described the course's elevation changes as its most unique feature. There is a 65-foot change in elevation from the north side of the property to the south, which project officials have said is one of the most dramatic in the region.

With the opening of The Oaks, there are now more than 20 courses between Bay St. Louis and Pascagoula.

Palmer made a big mark on the coast with The Bridges Golf Resort at Casino Magic in Bay St. Louis, which opened in early 1997. Nicklaus, meanwhile, is involved in a \$20 million course and clubhouse that Grand Casinos is building in northern Harrison County. The course, which Grand Casinos hopes to open in spring 1999, is in the final design stages. The Oaks may also become a host site for a Nike Tour event.

"Names like Palmer and Nicklaus will help us make a statement throughout the United States that we're an up-and-coming golf destination," said Scott Ratcliff, who promotes golf for the Mississippi Gulf Coast Convention & Visitors Bureau. "Golf is a lot about perception. Those courses will add to our ability to market the Coast as a true golf destination."

Along with the flurry of new construction, there is significant renovation and upgrade work going on along the Gulf Coast:

— Miami-based Florida Golf Properties bought Southwind Country Club in St. Martin last year and has spent \$1.2 million to renovate the BlackJack Bay Golf Links.

— The Great Southern Golf Club in Gulfport, formerly the Broadwater Sea Course, has spent \$500,000 on a new irrigation system and cart paths around the 94-year-old course, reputed to be the oldest in Mississippi.

— Ray Floyd has reportedly

been checking out the Gulf Hills Resort in Ocean Springs, which has an 18-hole course that many feel could become a popular spot with a serious upgrade.

— The President Broadwater Golf Course in Biloxi, formerly the Broadwater Sun Course, has plans to renovate bunkers, greens, cart paths and other ar-

eas.

And there is talk of more new projects. Beau Rivage hotel and casino in Biloxi, part of Las Vegas giant Mirage Resorts, has bought land for a course in Harrison County. Scratch Golf of Hilton Head, S.C., is also reportedly interested in building a course on the coast.

New clubhouse, name for Ark. layout

NORTH LITTLE ROCK, Ark. — The new owners of the Quapaw Golf Links Course will build a new \$1.5 million clubhouse and change the name of the 5-year-old, daily-fee facility.

The new two-story clubhouse will resemble a castle

with towers at each end. Three holes are being moved to improve the design and allow more homes to be built. The course is also being renovated to resemble a Scottish links-style course. One possible name for the course is Stone Links.

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Disabled laborer finds home at World Golf Village

ST. AUGUSTINE, Fla. — Even though it hasn't officially opened for play, the World Golf Village's fairways and greens are already home to a winning tale.

Mike Perkins, whose right arm and leg are partially paralyzed due to spinal meningitis, has been working full time on the greens crew at The Slammer and

The Squire Golf Course. Perkins, 25, has been doing something he was told for years that he couldn't — hold down a permanent job.

"It's a big victory," Perkins told *The St. Augustine Record*. "I'm just thankful someone took a chance on me."

That someone was golf course

superintendent Ray Mooney of Scratch Golf Co., which owns, operates and maintains the first of three courses at the World Golf Village. Perkins started working at The Slammer and The Squire as a laborer laying sod. Mooney said that Perkins, with his one good arm, was working faster than anyone with two.

Though Perkins' right arm and leg are partially paralyzed, he can walk with a limp and partially use his bad arm. An implanted tube runs from his head to his rib cage to siphon accumulating fluid away from his brain. He relies mostly on his strong left side.

Mooney was so impressed with Perkins' sod-laying work that he offered him a full-time

job. Perkins now rakes bunkers, waters the grass and lays pine straw. Because of his handicap, Perkins cannot operate some of the maintenance equipment. But, with Mooney's support, and that of assistant golf course superintendent Brian Haines, he tests his limits every day and faces down new challenges. Holding down a full-time job allowed him to afford to buy Christmas presents last year for the first time in his life.

Mooney said Perkins is an inspiration to the 15-person golf course maintenance crew at The Slammer and The Squire. "He's always enthusiastic and happy to be here," he said. "He appreciates his job and works as hard or harder than most. I'd say he's a perfect employee."

La. city exploring new golf course construction plan

ALEXANDRIA, La. — The city of Alexandria's golf course task force is exploring the idea of building an 18-hole public course with the England Authority.

The task force is working on recommendations on where and how the city should build an 18-hole layout.

The city has set aside \$2.3 million in property-tax revenue and money from the city's sale of the Rapides Golf and Country Club land to build the new course.

The England Authority has plans to expand its nine-hole course to 18 holes and expects to spend between \$2 and \$3 million. Alexandria and England Authority officials have been talking in general terms for almost a year about joining forces to build a course. Alexandria has only one public golf course, the par-3, nine-hole Binghurst Golf Course in City Park.

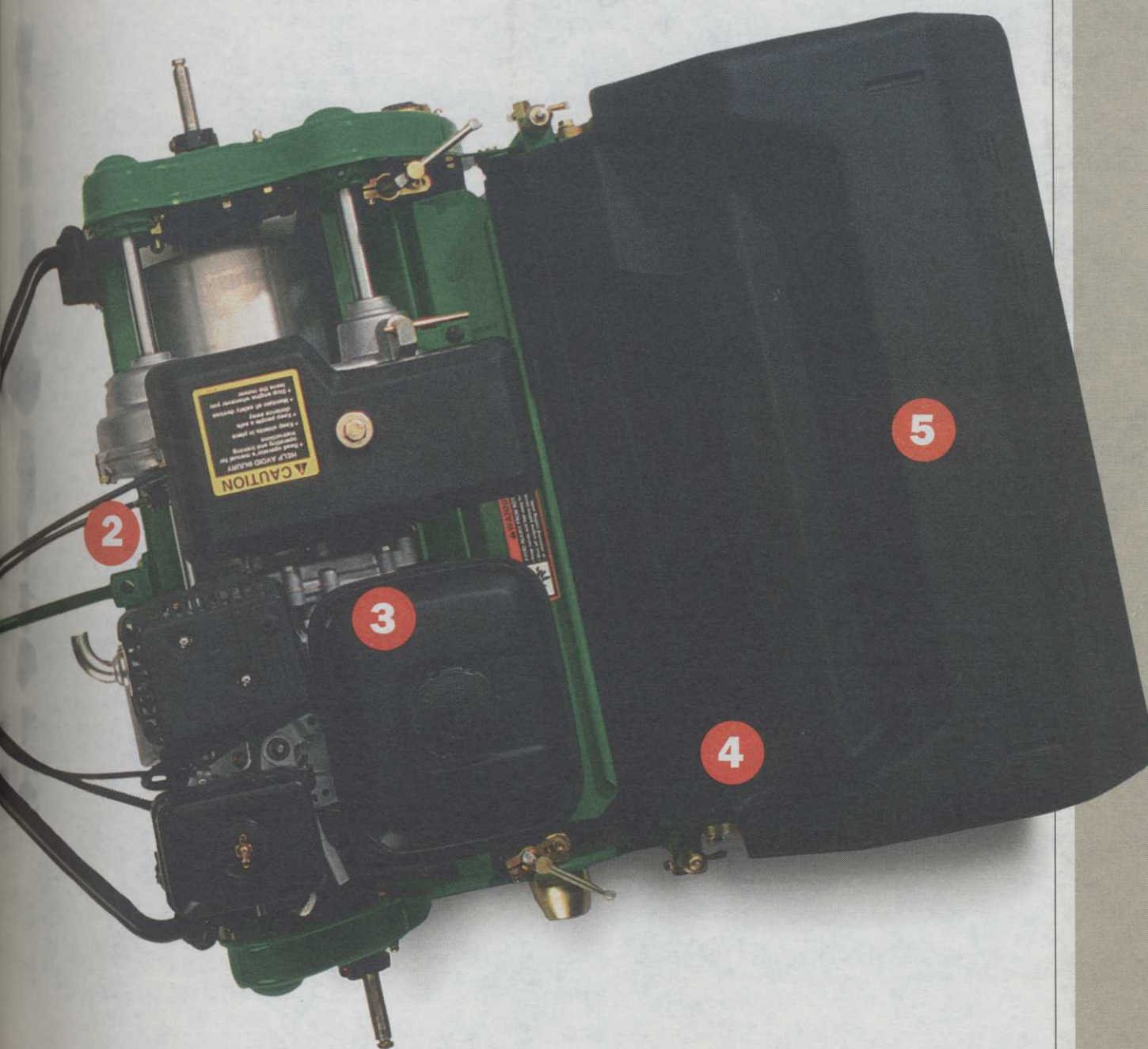
French Broad on N.C. sales block

ASHEVILLE, N.C. — The city of Asheville is considering buying the French Broad Golf Center and its 18-hole, par-72 course.

The center, with a Karl Litten-designed layout, has been courting suitors since filing for bankruptcy in February 1996. The case was closed recently, with a U.S. Bankruptcy Court giving the owners 72 months to pay back creditors.

Parks and Recreation Director Irby Brinson has been negotiating a \$3.75 million price with the owners of the course, which is located in the adjacent town of Fletcher National Golf Foundation Consulting has recommended the city buy the course.

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STEP 4

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Building underway on Okla. state track

KINGSTON, Okla. — Construction has started on Oklahoma's newest state-owned golf course.

The upscale, daily-fee Chickasaw Point Golf Course, designed by golf course architect Randy Heckenkemper, will be located at Lake Texoma Lodge, one of the state's flagship tourist lodges. The new course is expected to be a showpiece for recreational tourism.

Heckenkemper, who's based in Tulsa, has designed a layout that rambles along the shores

and bluffs overlooking Lake Texoma, with views to the lake from 16 of the course's 18 holes. He's called it one of the most dramatic properties he's ever seen in the state.

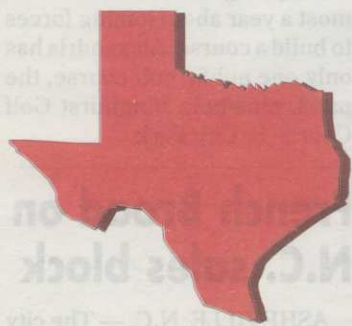
Work will be ongoing and there's an outside chance the course could be open for limited play by this fall.

Officials seeking golf proposals for capitol city landfill

COLUMBUS, Ohio — Officials of the Solid Waste Authority of Central Ohio are seeking development proposals for the former Franklin County Landfill on the south edge of the city and they've made it clear they'd love a golf course.

The 185-acre landfill, which was closed in 1989, has utilities, water and an impressive view of downtown Columbus, according to Mike Long, the authority's executive director. At least one developer has already expressed interest. Cincinnati-based Petro Environmental Technologies has been talking with the authority about the possibility of a golf course for more than a year.

The authority will meet during the next few months to discuss and review proposals and a decision could be reached by spring.



EXPANSION PLANNED FOR HOGAN PARK GC

MIDLAND, Texas — Work will start soon on a nine-hole addition to the Hogan Park Golf Course, a 27-hole public facility consistently rated as one of the best in Texas. Golfscapes of Plano, Texas, designed the new nine holes, which should be ready for play by fall 1999. The city has set aside \$1.25 million for the project. The last time an addition was made to Hogan Park was in 1978, when nine holes were added to the original 18 to create the current 27 holes.

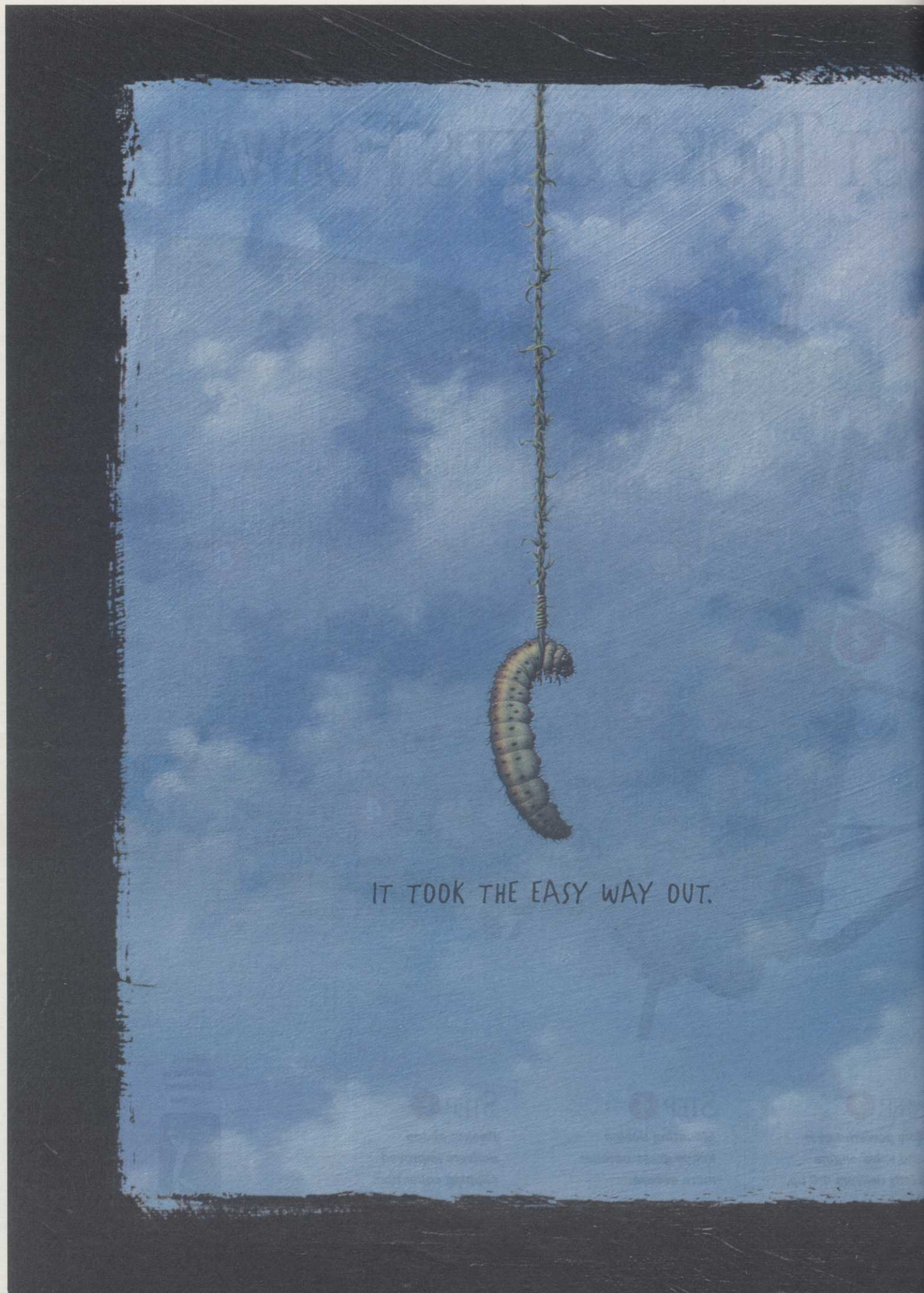
Palmer course major piece of proposed Omaha project

OMAHA, Neb. — A golf course designed by Arnold Palmer Course Design is part of a proposed 660-acre residential development in the northwest part of the city to be called The Player's Club at Deer Creek.

The Palmer-designed facility would be a daily-fee course. Plans call for the first 18 holes to open by summer 1999. Developers hope to

add another nine by 2001 and an additional nine to create a 36-hole facility after that.

The course owners are the course builder, Landscapes Unlimited; Dan Livingston, an Omaha resident who owns Sports Video Productions; and possibly, Palmer himself. Work on the \$6 million project could start in April or May.



IT TOOK THE EASY WAY OUT.

Naval Air Station track planned in Illinois

GLENVIEW, Ill. — The long-awaited development of the Glenview Naval Air Station — which includes plans for an 18-hole course and a nine-hole par-3 course — is underway.

The village of Glenview has awarded Chicago-based Walsh Construction Inc. a \$22.8 million contract to launch Phase 1 of infrastructure improvements at the former military facility, which closed in 1995. The village is the

master developer of the project that will transform the flat property over the next 10 to 15 years.

The redevelopment will include 540 acres of open land and public space, including a lake and the 18-hole, daily-fee layout. An existing 109-acre public course will be expanded to 175 acres and improved. In addition, a new par-3, nine-hole course will be built on 39 acres. A golf learning center is also planned.

Ind. muni built without tax dollars

NORTH VERNON, Ind. — When the new 18-hole St. Anne's Golf Course opens this summer at North Vernon Municipal Airport, it will signal an accomplishment that has drawn the interest of mayors from around the country.

The St. Anne's course was built with no tax dollars on federal land. The city of North Vernon

leases 900 acres from the Federal Aviation Administration for its North Vernon Municipal Airport. Most of that land is subleased for farming. The 160 acres where the course sits — which were untilable and not producing income — were leased to golf professionals Greg Bishop and Brent Hanger, who worked with the city to develop the course.

North Vernon Mayor John Hall has described the arrangement which led to the building of the course as one of the few of its kind in the country. He said he has received phone calls from mayors asking how the project was created.

When it opens this summer, St. Anne's will be the first 18-hole public course in Jennings County. St. Anne's will provide a shuttle bus from the airport terminal to the golf course.

Eastern Pa. links to close for greens remodel

ALLENTOWN, Pa. — The Allentown Municipal Golf Course, a popular 18-hole facility built in 1962, will operate with nine holes this year before closing completely on July 12 for a greens reconstruction project. The course is scheduled to reopen by June 1999.

The greens reconstruction is the last phase of a four-year project that has included new tees and bunkers, a computerized underground irrigation system for greens and fairways, a practice green, and a lake and two ponds. The renovation design has been handled by Ault, Clark & Associates of Kensington, Md.

Illinois facility to reopen by summer

EDWARDSVILLE, Ill. — The \$1.4 million project to rework the back nine and one additional hole at the private, 18-hole Sunset Hills Country Club is nearly complete.

Assistant Pro Kevin Fisher said the main change on the 69-year-old layout has been the topography of the back nine. Several blind shots were taken out as well as other hills and dips.

A fairly mild winter allowed the Sunset Hills maintenance crew and Rausch Construction to stay on target for a summer reopening.

Another major change that won't be immediately recognizable is a new \$75,000 irrigation system.

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New group fights for the right to walk

By J. BARRY MOTHES

WASHINGTON, D.C. — It's a classic golf story for these times. A story with legs.

Graham Whatley, a former Clinton administration appointee now working as a consultant, has launched the Walking Golfer's Association to promote and advocate the rights of golfers who

prefer to walk while they play. The non-profit association will fight to keep walking an essential part of the game of golf.

"This is political movement in the golf world," said Whatley, a 39-year-old attorney who plays to a 12 handicap — while walking — at his local course, the Redgate Municipal Golf Course

in Rockville, Md. "We're quite serious about this."

The idea of a walking golfer's association would have seemed ridiculous 30 or 40 years ago — and might still seem so in most parts of the world where walking golfers dominate. But golf in the United States in the late 1990s is another matter. The

industry's heavy reliance of golf cart rentals to increase golf course revenues and the growing number of golf courses in the United States that force golfers to rent and ride carts has led to a grass-roots resentment among those who prefer to walk when they play golf.

Whatley decided to launch the Walking Golfer's Association after running into a situation that

has become commonplace in the last 10 or so years — mandatory carts and cart fees, especially at the increasing number of high-end, "upscale," daily-fee courses. "There's nothing worse than being forced to take a cart," said Whatley.

Whatley and his partner in the venture, Keith Pickford, are currently working to enlist people from different areas of the game to serve on the WGA's Board of Directors. One of the first to sign on is golf course architect Dr. Michael Hurdzan.

"I really think walking a golf course is an essential part of golf," said Hurdzan, who grew up caddying, then later became superintendent at a public course in Columbus, Ohio, where walking was a natural part of the game.

"I think the game is more enjoyable when you walk, with the fairway under your feet, the jangling of the clubs, the conversation with the people you're playing with. We've become addicted to golf cars and financially dependent on golf cars. I'm really bothered when people say the only way to run a profitable golf course is to rent golf cars. Golf is too great a game to be hostage to anything."

According to Whatley, the new Walking Golfer's Association has three short-term goals:

- work for revisions in the official rules of golf to include wording that states every golfer has the right to walk his or her round of golf. This proposed change would probably be targeted for Rule 1-1, which states, "The Game of Golf consists in playing a ball from a teeing ground into the hole by a stroke or successive strokes in accordance with the Rules." Whatley would like to see another sentence or two along the lines of, "walking is an integral part of the game of golf and no golfer should be denied the right to walk ..."

- "This would codify something that has been assumed about golf since the beginning of time," said Whatley. "It's so assumptive, it's not even in the rules."

- provide advocacy services to its members by writing letters and sending informational packets to golf courses that restrict or ban walking to encourage them to allow walking.

- create a web-site and a working directory of golf courses that allow walking.

The WGA will also work to educate the golfing community on the benefits of walking, such as physical health, social interaction, and speed of play. Whatley pointed out that in Britain, a typical round of golf played by four walking golfers each playing their own ball takes about 3

Continued on next page

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Family Golf purchases six golf properties in Midwest, Southeast

MELVILLE, N.Y.—Family Golf Center, Inc. has acquired the rights to six additional golf properties, has purchased the Icelands Skating and Family Entertainment Center in Cincinnati, Ohio, and acquired Confidence Golf, a manufacturer of custom golf clubs.

The company entered into a merger agreement with Blue Eagle Golf Centers to acquire all the assets of that company, which consists of two owned locations: Champions Golf Center in Kansas

City, Kan., and Sports World in Wichita, Kan., and a leased property, Golf 76, in Stuart, Fla.

The agreement with Blue Eagle, which is subject to various conditions, would mark Family Golf's first entry in the state of Kansas. Two additional golf properties acquired are Cantera Golf Center in Warrenville, Ill.,

and Laguna Creek Golf Center in Elk Grove, Calif., both of which are under long-term lease agreements. Another center will be constructed on leased property in Douglas County, Denver on County Line Road and will complement Family Golf's growing presence in that city.

The company also announced

the acquisition of Confidence Golf located in Palm Desert, CA. Confidence has manufactured custom golf clubs since 1966. Family Golf, which retails golf equipment in its 57 pro shops across the country, will use Confidence to manufacture and distribute a full line of golf clubs, bags and other accessories.

EXPANSION PLANNED FOR NY TRACK

AMENIA, N.Y.—Island Green Country Club plans a multi-million-dollar, nine-hole expansion project. Others plans include a new clubhouse, hotel, lodge and conference center. Construction could start this spring.

Walkers' group

Continued from previous page

1/2 hours. Foursome matches, with two teams of two golfers alternating shots on one ball, are often played in two hours. Whatley wants to develop a series of videos that would show golfers how the existing rules of golf can help speed up the rate of play. He lists the five-minute limit on looking for a lost ball and the playing of a provisional ball as two simple rules that many golfers don't know. He'd also like to see the average non-competitive golfer get away from time-consuming habits like marking their ball after every putt on a green.

The main target of the association will be the growing number of high-end daily-fee courses that require golfers to take carts at all times or during peak hours. Whatley said a first positive step would be for these courses to allow golfers who prefer to walk the option of walking but paying for the cart fee. Whatley said other options include requiring golfers to take motorized pull caddies that would still allow them to walk. The ideal, he said, would be for courses to allow walking and not charge an additional cart fee for a privilege that has been considered the essence of the game for centuries.

The United States Golf Association has a walking section dedicated to the subject of walking in golf. But Whatley said he has not been overly impressed with its efforts. "They've been around more than two years," he said, "and they've got 12,000 members ... and it's free. Give me a break. They're not even doing any promoting. I called the USGA and the woman who answered the phone didn't even know they had a walking section."

Whatley also said the trend of mandatory cart use at public-access golf courses in the United States has other troubling implications for the future of the game. "If you're forcing everyone to go out in a cart," he said, "You're restricting the chances for youth and minority golfers to get on the golf course."

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Time to give Europe a look

I promise not to yammer on about the Textron/Ransomes deal again in this column until something else actually happens.

I'll quickly bring you up to date and move along.

As most of you know by now, Textron has taken the British mower company under its wing (see cover story) and early plans are to keep the brand names in the spotlight. According to Carl Burtner, new president of Textron's golf and turf group, redundant products will be trimmed and Jacobsen and Ransomes technologies will be pieced together. We'll report more as news comes in.



Michael Levans,
editor

...

We've been receiving a number of calls in the editorial office about the situation in Asia. Our contacts tell us that virtually every current Asian development, with the exception of Southern China (see Asian Notebook, page 12), has been put on hold indefinitely.

Course designers are cutting back on staff (see cover story on Gary Player Enterprises and the Q&A with Ross Watson on page 45) but keeping a foot in the door. Watson, an Australian architect who has recently seen a few of his projects stalled, has winnowed his Malaysian staff of six down to one. That person will man the phone.

There is no firm prediction at this stage in the game as to how or when the Asian market will get back on its feet — yet most industry players are certain that it will come back stronger, smarter, better.

My prediction is that development deals will abound, international management companies will grow, player development programs will slowly arise, construction costs will be kept to reasonable levels, clubhouse development will become more modest and there will be less dependence on real-estate development and more emphasis on the stand-alone, public course. Did I mention a move toward better site selection? Does this sound familiar?

In the meantime, tourism is picking up due to devaluation of the currency. It could be that the leisure market, the market that many are blaming for the current calamity, will be just the thing to put the region back on its feet.

While we wait out an Asian recovery it may be time to give Europe a look. On page 3, Dr. Falk Billion, a German golf course management consultant and one of our top European contacts, gives us a country-by-country look at the current European golf course market. Billion's piece, along with Andy Overbeck's notebook on the Chinese market, are required reading this month.

Robin Hood attitude takes hold

Those in golf have long said it is a noble sport played by noble men and women — honorable, great-minded people. In what other sport would a competitor make a judgment against himself upon discovering he had unknowingly violated a rule of the game? Where else do the best amateurs (A.K.A. Bobby Jones) turn aside from the promising wealth of the professional ranks? Where else do participants honor and defer to tradition to the extent that golfers do?



Mark Leslie,
managing editor

While courts, lawyers and the general public squabbled about Casey Martin's suit against the PGA Tour — often damning the sport's hierarchy at every chance — many involved in the industry itself were looking forward in great anticipation to donating their time, talents and money to help youths and minorities around the country join the community of golfers.

It has to be heartening to see course architects, builders, developers — and just plain golf lovers — jump at the opportunity to help those who wouldn't otherwise be able to play this sport-of-a-lifetime.

Brent Wadsworth, president of Wadsworth Golf Construction Co., has established the Wadsworth Golf Foundation to get inner-city youths off the streets and into a sport that can change their outlook on life. (See story page 49)

In Boise, Idaho, developer HansGeorg "Hans" Borbonus is planning a Robin Hood Executive Course as part of his 54-hole Cloverdale Golf project, expecting to "rob from the rich (the North and South courses) and give to the poor (the Robin Hood course), thus subsidizing green fees "to any junior who wants to play." (See story page 49)

The Minority Golf Association of America is developing a facility in Miami to train minority teaching professionals, develop special programs and activities to support allied organizations such as the PGA, and train aspiring minority golfers. The academy plans to house 30 to 35 people.

The National Association of Junior Golfers (NAJG) has been uniting corporations with junior golf programs and organizations across the country, serving as the network for junior golf and corporate marketing efforts. (See story page 51)

The United States Golf Association, PGA and LPGA, among others, are supporting junior golf projects from coast to coast.

Witness the First Tee Program founded by the World Golf Foundation. Organized just last November, it plans to have 100 courses in the program in two years, making golf available to minority and junior golfers.

Many architects — including Lester George, Mike Hurdzan, J. Michael Poellot and others — are ready to offer their services to First Tee-type projects

The American Society of Golf Course Architects has already given its first-ever President's Grant to the Georgia State Golf Foundation for its Hook a Kid on Golf program. The \$5,000 grant will underwrite activities and equipment for underprivileged youths this summer.

Honorable? Noble? Great-minded? I think we can find little argument here. And we congratulate all those who are adding their time and fortunes to the cause.

...

In the meantime, can some people go overboard in their zealous-

Continued on page 74

ASIAN NOTEBOOK: CHINA

Chinese golf course market remains on steady rise

By ANDREW OVERBECK

SHANGHAI, China — Amidst all of the economic turmoil in Asia, China has quietly emerged as a steady and reliable market for the golf course industry. While golf course investment in the rest of Asia is grinding to a halt, China's golf market continues to grow.

In the past two months I have had the opportunity to

visit some of these new projects and to assess the strength of the local markets.

China has attracted a diverse group of investors, mostly from countries that have sizable overseas Chinese populations. The single largest group of investors is from Hong Kong — with Malaysians, Singaporeans, and even local Chinese firms entering the arena. There is a massive rush for these investors to have the prestige of having the biggest, the best, and the first of anything.

Therefore, projects are immense in scale, diverse in location, and have outlandish features. However, the bottom line remains that in order to be successful, the developers must take

into account the ability of the local market to sustain the growth.

Each new project has taken a different approach, relying on their perceived project strengths.

The strongest growth corridor is in Southern China, in the Guangzhou, Zhuhai, and Shenzhen triangle. Here, they benefit from a comparatively stronger and richer local Chinese population, an influx of Asian investors and consumers, and a higher level of support from the local government.

After all, this is where the golf boom in China began.

Chung Shan Hot Springs Golf Club (1984) and the Shenzhen Golf Club (1985) were the first clubs to open in China since the

1949 Communist Revolution and they still peg their marketing schemes on this fact. Since the middle of the 80s, the golf market in this area has exploded: new courses continue to emerge and the diversity of the investors has moved past the usual Hong Kong money flow.

The Agile Holdings Golf and Country Club in Zhongshan, China, is a case in point.

This is the largest golf project to be undertaken by a sole Chinese investor. As with many Asian conglomerates, the company is family owned — the five Chen Brothers have been active in the housing development business for many years. In fact, they practically built the entire town of

Continued on page 69

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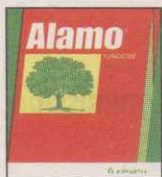


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Industry loses irrigation 'revolutionary'

EDWIN J. HUNTER
1918-1998

SAN DIEGO — Irrigation pioneer and entrepreneur Edwin J. Hunter died here peacefully on January 23. He was 80 years old. The announcement was made by Richard E. Hunter, chief executive officer of Hunter Industries.

Hunter, an inventor and businessman, was the founder of Hunter Industries, one of the world's leading manufacturers of irrigation equipment for turf and landscape. He had been retired from the company for three years.

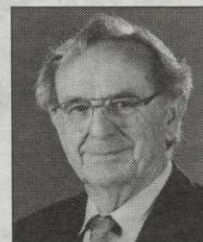
Well-known throughout the landscape industry, Mr. Hunter

held more than 150 U.S. patents for turf and landscape irrigation products, many still applicable today. His career in manufacturing and the development of landscape irrigation products spanned nearly 50 years.

In the early 1950's, Mr. Hunter launched the Moist-O-Matic Co. in Riverside, where he pio-

neered the use of thermoplastics in the manufacture of irrigation equipment. He developed multi-station hydraulic controllers and valves, along with a line of plastic pop-up sprinklers with geared rotors.

Many of these products were revolutionary at the time, and are still the industry standard today.



Edwin Hunter

Hunter "retired" in 1981 and founded Hunter Industries in San Marcos. Joined by his sons, Paul and Richard Hunter, and daughter, Ann Hunter-Welborn, Mr. Hunter built the new business from a small family

enterprise into an international manufacturer of sprinklers, valves and controllers with more than \$100 million in annual sales.

Many of Hunter's products were revolutionary at the time, and are still the industry standard today.

Hunter retired from Hunter Industries in 1995 and son Richard has directed company operations since then.

He leaves behind his wife of 58 years, Frances Geiger Hunter of Rancho Santa Fe; sons Richard Hunter of La Jolla, Paul Hunter of La Costa; daughter Ann Hunter Welborn of Encinitas, CA; and nine grandchildren.

The family has requested that in lieu of flowers, friends can remember Ed with donations to the Edwin and Frances Hunter Scholarship Endowment Fund, The Bishops School, 7607 La Jolla Blvd., La Jolla, CA 92037.

RAYMOND F. LOVING
1927-1998

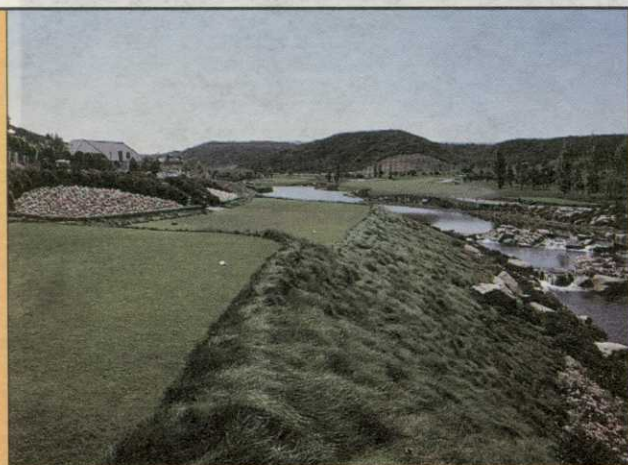
Raymond F. Loving Jr., a fellow of the American Society of Golf Course Architects, died Jan. 5. He was 71.

During his career, Loving designed many courses, including Waters Edge in Penhook, Va.; Winters Run in Bell Air, Md.; Foundry in Midlothian, Va.; Lake Monticello in Palmyra, Va.; and Green Hills Country Club in Ruckersville, Va.

An excellent golfer, "Buddy" Loving was trained in golf course architecture by his father and grandfather. He earned a bachelor's degree from the University of Virginia and went on to earn an additional degree from Phillips College. Loving also took courses in landscape architecture, turfgrass science and financial management at Virginia Polytechnic Institute.

In 1946, he began working for the golf course design and construction company his father and grandfather established. For a period in the late 1960s, Loving served as a partner in a company that handled original designs and constructed layouts by other designers, called Golf America. In the mid-1970s, Mr. Loving resumed a solo practice in golf course architecture.

GOLF COURSE NEWS



Del Mar CC, California

More and more architects, agronomists, and superintendents are saying:

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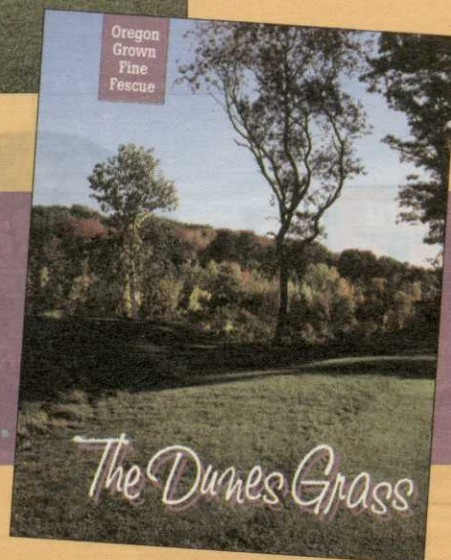
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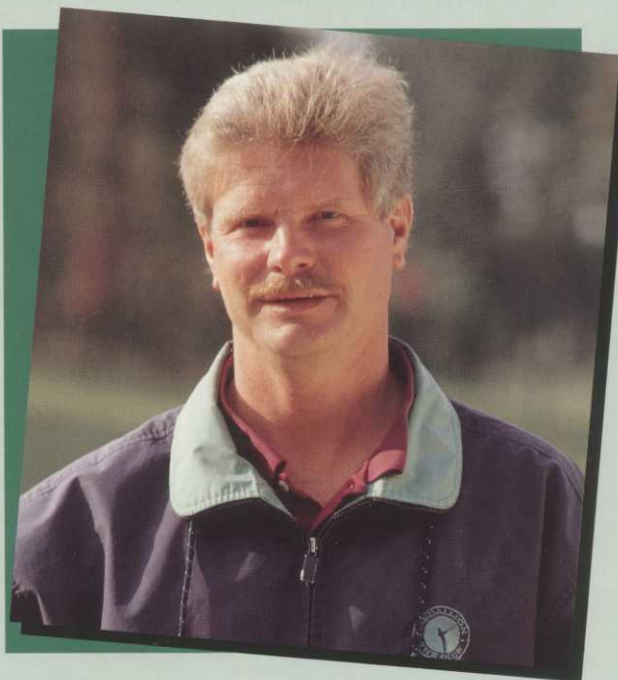


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TWEDT CITED FOR STEWARDSHIP

DES MOINES, Iowa — Ottumwa Country Club superintendent Gary Twedt has been honored with the Environmental Stewardship Award by the Iowa Alliance of Environmental Concerns (Ia AE). It was presented during the 64th Iowa Turfgrass Conference and Trade Show here Jan. 27. Twedt was given the award for his environmental sound management practices and public participation in educating people about turfgrass and the industry.

USGA SETS PHOENIX CONCLAVE

PHOENIX — The United States Golf Association (USGA) Green Section is conducting a regional conference at Phoenix Country Club on March 18, focusing on a variety of topics from rye-grass and bentgrass to water irrigation surveys, water quality and greens committees. The 7:30 a.m. to 3:15 p.m. conference will feature talks by USGA Construction Education Director Jim Moore and Regional Affairs Manager Ron Readl USGA Foundation Fellow Tea Dixon, Dr. Joe Duich of Penn State University; International Sees' Craig Edminster; Center for Irrigation Technology Director David Zoldoske; and Arizona Country Club Green Chairman Dr. Paul Rowe.

SPEAKERS PROGRAM EXPANDS

WASHINGTON, D.C. — The Golf Course Superintendents Association of America, Professional Lawn Care Association of America and RISE (Responsible Industry for a Sound Environment) report that their Ambassador Speakers Program has expanded into four Northeastern states. The joint outreach program motivates and prepares industry representatives to educate the public about the green industry's environmental benefits and to address consumer concerns.

BROWN HEADS ROCKY MOUNTAIN

The Rocky Mountain Golf Course Superintendents Association has elected a new board of directors, headed by President Dave Brown of Flatirons Golf Course (GC). Vice President is John Fitzgibbons of Meadows GC, and Secretary-Treasurer is Jim Wilkins of Arvada GC. On the board are Lee Terry of Pinehurst Country Club (CC), Mike Brennan of LaPlata Investments, Bobby Murtaugh of Perry Park CC, Rusty Oetker of Soil Horizons, Doug Jones of the city of Grant Junction, Gregg Blew of Wellshire GC and Doug DeVries of Montrose GC.

Seawall woes keep Pebble Beach busy

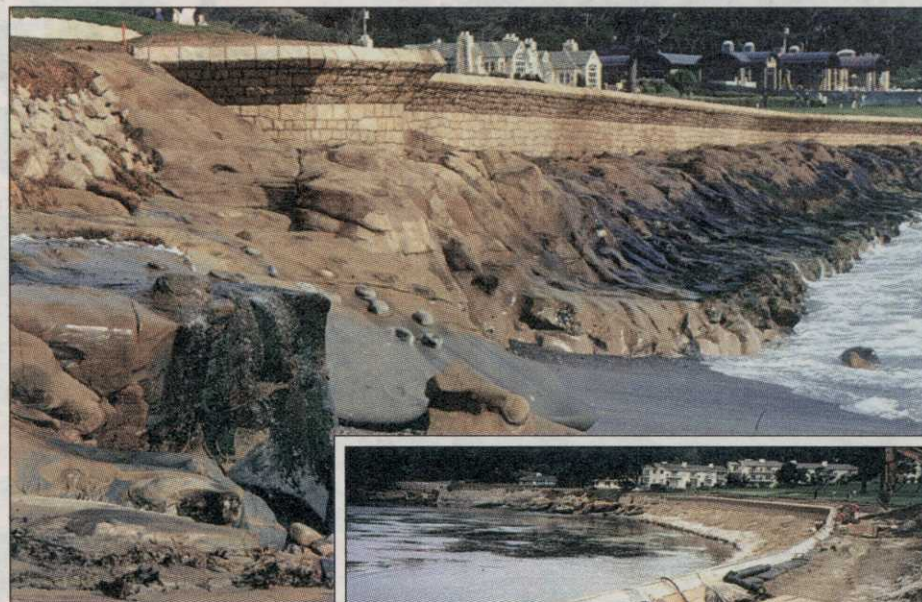
By DOUG SAUNDERS

PEBBLE BEACH, Calif. — Pebble Beach Golf Links is considered one of the greatest golf courses in the world and a strong part of its lure is its proximity to the turbulent Pacific Ocean. Golf holes literally cling to the cliffs overlooking the blue waters while the pounding surf adds to the mystique of the course.

The same relentless sea, meanwhile, works hard to eat away this golfing treasure. In the last year the Pebble Beach Company has begun a series of projects to not only determine the threat to the coastal links but also rectify the actions of nature where possible.

The first project, the construction of a formidable sea wall along the 18th fairway, was completed last fall and has already been tested dramatically by the El Nino weather that has plagued the Central California coastline for the last two months. The wall also received notoriety during the recent AT&T Pebble Beach National Pro Am as the heavy surf sent waves over the wall and on to the fairway.

Television cameras and commentators focused on the new wall as waves spilled over the wall and flooded the bunker 110 yards from the green. Competitors that hit their second shots near the coast had to be careful not to



The concrete abutment, at right, during construction of the new seawall along the 18th fairway of Pebble Beach Golf Links. The final version is shown above at low tide.

Photos by Freddy Bird

get splashed by the surf that occasionally sloshed over the wall. The wall itself accentuated the normal wave action lending itself to dramatic camera views and many questions as to the effectiveness of the wall itself.

"We hired a firm to make a comprehensive study of the erosion of land along the nearly two miles of coastline that Pebble Beach sits on. Their findings showed that we lose on the average 4

Continued on page 20

Fla. law sends researchers rushing for nematode cure

By MARK LESLIE

NAPLES, Fla. — Turf-killing nematodes are a problem for golf course superintendents in the South and, in Florida, where the government has drastically reduced application of the major remedy, it appears nobody has the answer for the pest.

"There are a lot of claims, and we try them all," said Gary Grigg, superintendent at Royal Poinciana Golf Club here. "But none of them work since the state cut back on the label for Nematicur."

Bayer Corp.'s Nematicur has been the mainstay in the ongoing battle against nematodes, microscopic roundworms that attack plant roots. But a major fish kill at a golf course on the East Coast of Florida changed all that. After the accident — from misapplication of the highly toxic Nematicur — the state cut in half the

application rate, greatly reduced when and how many acres could be treated at once, and forbid people from re-entering a treated area for 24 hours.

Many companies have introduced products to replace Nematicur, but the search for success is still on.

"Unfortunately, there have been no silver bullets," said Dr. Robin Giblin-Davis, an entomologist and nematologist at the University of Florida at Ft. Lauderdale. "We've evaluated a lot of different materials that people claim have anti-nematode effects and we have not seen anything that works effectively."

"The more we look, the more chance we have of finding the Achilles heel. But,



in the final analysis, I am not encouraged."

Grigg said DuPont's Telone is showing "some effectiveness," and he has found "a quick response from a couple of products, but the nematode popula-

tion doesn't stay knocked back. In two or three weeks the nematodes are back."

"I have 36 holes and spent \$40,000 last year on nematode control and felt I had bad results all the way around," he said. "We treat every Monday. The soil temperatures this time of year [winter] are cool and they're not so much a problem. They're worse in early summer, coming out of the winter. May is a bad month."

As effective as Nematicur was at its origi-

Continued on page 26

Role of digital mapping expected to grow

By KEVIN P. CORBLEY

In this final article on the uses of Geographic Information System (GIS) and Global Positioning System (GPS) technologies on the golf course, we look into the future of digital mapping applications.

GPS, GIS and other digital mapping technologies are now commonly used in numerous land management businesses, and golf course management will be no different. Larry Rodgers, president of Larry Rodgers Design in

Lakewood, Colo., expects digital mapping will boom on golf courses in the next several years.

"These mapping techniques have already been proven to improve worker

efficiency and enhance revenues in major industries such as agricul-

ture," said Rodgers. "Look for course superintendents to start borrowing technologies from the farmer."

To facilitate his irrigation design business, Rodgers has been using GPS

Continued on page 23





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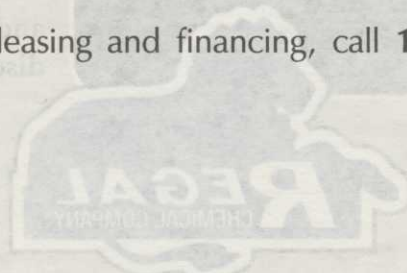
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Pebble Beach seawall in

Continued from page 17

inches of coastline annually with sections of the course in danger of suffering significant loss of land if it was not addressed," explained Ted Horton, vice president of Pebble Beach Co.

The first priority was to identify what actions were causing the erosion in order to

rectify it. The erosion process happens in three forms. First is the wave action on the coast line, second is water perking down to an impervious layer of soil that creates an area where slippage can occur. Finally is the erosion caused by the flow of surface water.

"We looked at every area of the golf course to determine

the type of threat and what we would need to do to rectify it for the future. We then prioritized the areas that needed to be addressed first. The 18th hole was the most threatened spot on the course," Horton said.

The 18th runs right at the water's edge and is only 8 feet above the high tide mark. This sweeping hole tempts the player to hit his drive over the

rocks to shorten the hole. But the surveys indicated that the jumble of cement walls that have been built over the decades had failed to the point that a large storm occurrence could potentially wipe out from 50 to 100 feet of fairway. The plan was to construct, for the first time, a complete wall that would protect the land's end well into the next century.

The work began on the \$2.5

million project last April and was completed in August. The work consisted of first removing the remnants of the old sea walls, and then constructing new footings in to the cliff edge. The top part of the wall is solid concrete that angles out to deflect the waves. The concrete is capped with sandstone colored blocks that give it its uniform look. The bottom part of the wall that spills down to the beach is constructed in imitation rock formations made with reinforced metal bars, wire mesh, and sprayed gunnite that is shaped and painted to look exactly like the natural rock formations of the existing coast line.

This new rock formation runs from the 18th green all the way around the 18th tee and back to the cliffs at the edge of the 17th green. The tee box was also completely rebuilt on a new self-supporting concrete bulkhead. This new tee changes the sight line of the hole by putting the player closer to the water, tempting the golfer to bite off more of the ocean with a drive.

In accordance with California Coastal Commission guidelines, the artificial rock wall only enters the water edge forty feet from the key way to minimize the impact on the bay. The work had to be completed during low tides. The 18th hole was basically split in half by fencing to allow both work and golf to continue.

For many years the site of the waves lapping along the hole have added to its charm. The hope for the wall was to protect this stretch of land for the future. But the increased wave action at the shore line was not predicted. The artificial rock ramps steeply out of the ocean. Waves spill back into the ocean and accelerate towards the incoming wave. This impending turbulence enhances the next wave's power, sending spray up to the top of the wall during high tides and high swells.

This action became evident to the national television audience during the AT&T. The action though was more a result of a very high tide and a large ocean swell.

"This combination of high tide and swell is really an epic event. I have been here for 17 years and never seen this combination during this tournament. It is this type of wave action that could take out the fairway. The wall is doing the job it is intended for," said Pebble Beach Field Supervisor Jack Holt.

But the fact that the bunker

Continued on next page

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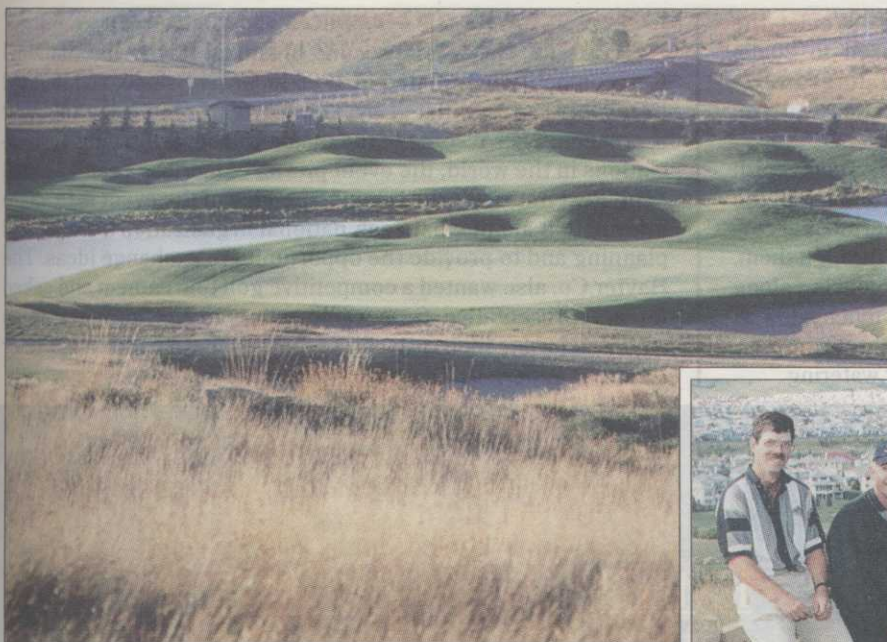
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CANADA'S SUPERINTENDENT OF THE YEAR

Gooder shines in Canada

By MARK LESLIE

CALGARY, Alberta, Canada — The Alberta Golf Superintendents Association (GSA), which he co-founded, is going strong. So, too, the Alberta Turfgrass Research Foundation. And now his 1993 brainchild, the Alberta Golf Property Managers Conference, is setting new parameters for turfgrass industry education.

Walter Gooder's selection as Canada's Superintendent of the Year is "more an accumulation of contributions than what I did in 1997," he said. "There is no way that you can legitimately choose a superintendent of the year based on a performance for any particular year. There are too many people out there doing terrific things. It's not like the Super Bowl."

Whatever the reasoning for the selection, it's a high honor for someone who entered the profession by happenstance. "It was a fluke," said Gooder, "one of those very fortunate turn of events. I played a lot of golf as a boy. When a family acquaintance became manager at a pitch-and-putt in 1967, he needed somebody to work on the course. He knew nothing about golf but thought, 'Walt plays a lot of golf; he probably knows how to take care of a golf course.'"

"I was the grounds crew. It was fabulous. I mowed everything, sprayed everything and watered everything — and had absolutely no idea what I was doing," he laughed. "It was that summer that I decided I liked it and started investigating what to do. I had

been out of high school for a year and this looked like a career with a future."

The choice, Gooder said, was "a lucky guess. People with turfgrass degrees were scarce as hen's teeth, especially around here. I decided on Lake City (Florida) Community College and that was another good choice. It was very practical."

Lake City, he said, "was pretty specific toward golf and I was specific about what I wanted."

Graduating in 1971, Gooder returned to his native Calgary and worked as a foreman at Pinebrook Golf Club, later moving to Willow Park here and then across town to Edmonton Country Club in 1973. He remained at Edmonton CC until the end of the 1988 season and, after taking a year off, accepted the superintendent's position during construction at the 36-hole, private Country Hills Golf Club.

In the midst of his work, Gooder saw the need for expanding education for superintendents and to support research. The result was the founding of the Alberta Golf Superintendents Association (AGSA) and Alberta Turfgrass Research Foundation.

"In the early '70s there wasn't much for organized professional associations. There were loosely based social groups, but not with a hard educational basis," he said. "A few of us saw the need and started up the Alberta GSA and started the foundation in 1985 to raise funds to help turf research. It's really taking off now. Olds College started its turf program at about the same time."

second area of artificial stones to disperse the waves before they merge at the wall. The high seas this winter have helped us in determining what areas need to be addressed," Horton said.

"When you are working with any project of this size the final impact is difficult to predict," Holt said. "The action of Mother Nature is always a wild card in the equation. We do know that the fairway won't be lost in the future and the drama of playing this close to the water will remain for generations."

EARNING CANADA'S TOP HONORS

Canadian Superintendent of the Year Walter Gooder, second from left, says: "It takes many good people all pulling in the same direction to produce a first-rate golf course these days, and these people are making it happen at Country Hills Golf Club. Left to right are Assistant Superintendent Dave Smith, Gooder, Second Assistant Superintendent Debbie Miller, horticulturalist Serge Basarsky, mechanic Ron Robertson, irrigation foreman Roy Bech and Rob Vend, who has left for Heritage Point Golf Course in Calgary."



While the foundation was all-volunteer at the time, it is now professionally run — by Barb Alexander — "and doing a great job," Gooder said. "Our research budget will be over \$200,000 this year."

The AGSA's membership has grown to 120 and it could reach 200.

The jewel in the crown may be the Alberta Golf Property Managers Conference, an idea the AGSA decided to support five years ago.

"It recognizes the fact that there are a lot of careers wrapped up in the golf course now — not just one," Gooder said. "We chose to call it 'property managers' because mechanics are becoming equipment managers and gardeners are becoming landscape managers. There are irrigation experts, assistant superintendents and professionals who apply products to your golf course. We need to educate them all."

The conferences run three concurrent programs — one dealing with the shop, one with the horticultural and environmental aspects of a golf course, and one with superintendents' issues like administration and turf quality.

The world of golf course care, Gooder said, has gotten bigger, if not more complicated.

"It was maybe more complicated

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TACKLES THE NASTY SPOTS

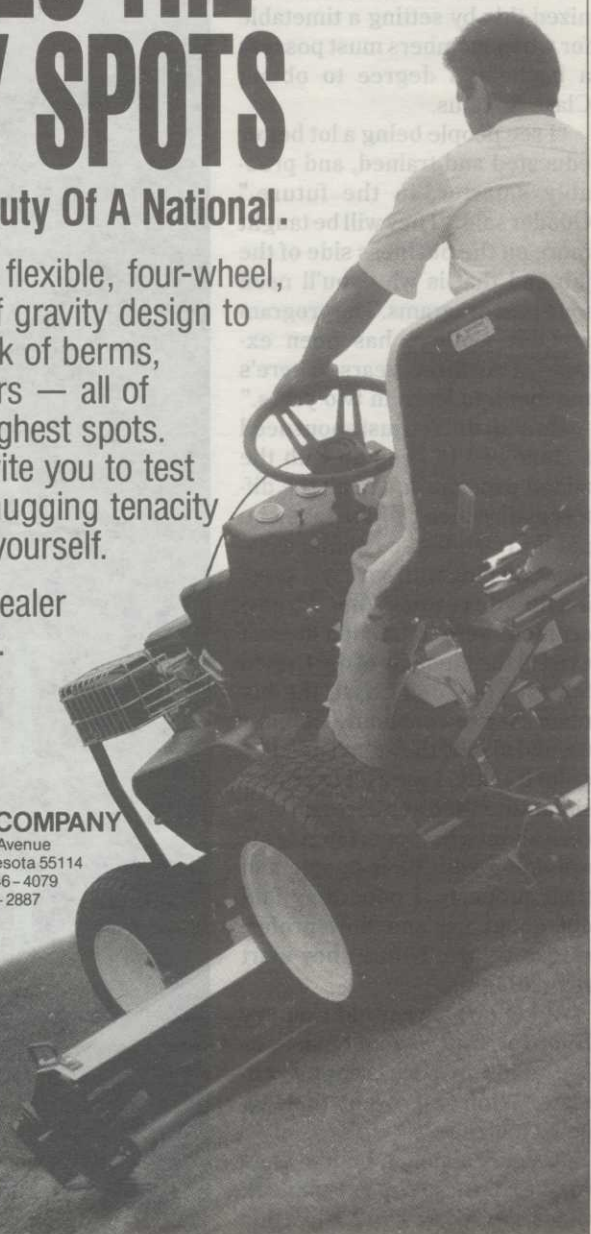
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Pebble Beach seawall

Continued from previous page

near the 18th green was full of seawater and the sand was strewn across the fairway, and that a crew of 8 had to hose down and squeegee off the sea water during play to protect the green made it clear that some fine tuning of the walls impact has to be made. There are plans to add more artificial stone work further in to the bay to break up the wave action this summer.

"We are working on plans to create a

Canada's Gooder

Continued from previous page

when the superintendent had to be all of those things," he said.

The addition of mechanics, irrigation specialists and others is "a result of trying to simplify our lives. But obviously there are outside forces we've had to deal with — the government and golfers who pressure us to keep up with the golf conditions they see at other places."

Attention to the environment and higher expectations have added a lot to the superintendent's job, he said. "The effects are everywhere. You go to small country towns and they've renovated their golf courses because they're not happy with the way they were before."

Gooder said his advice to young people wanting to be golf course superintendents is: "Finish your degree."

"It's competitive out there," he said, "and more and more golf course owners — whether corporations or boards of directors — are realizing they have a huge asset that needs looking after and it needs to be in the hands of people with heads on their shoulders."

He said the Golf Course Superintendents Association of America showed it has recognized this by setting a timetable for when members must possess a bachelor's degree to obtain Class A status.

"I see people being a lot better educated and trained, and probably smarter, in the future," Gooder said. "They will be taught more on the business side of the job and that is why you'll need four-year programs. The program at Olds College has been expanded to three years. There's too much to learn in two years."

He added: "You just about need a clone just to keep up with the added paperwork and all the different directions you're taken in: public relations, customer relations, dealing with surveys, keeping up with reading. And the government here in Canada doesn't exist in the intensity of the United States. They don't have the bureaucracy to constantly monitor us, and maybe they don't need to, quite frankly. I see a lot of professional attention and care and concern about what superintendents are doing with their people and their property. I hope they find out about us, and how professional we are, before they start regulating us."

At his own 6-year-old Country Hills Golf Club, Gooder manages 300 acres in a challenging climate. Winters present the biggest challenge.

"Calgary's quite a bit like Denver," he said. "We get chinook winds, too. Many winters, like this

one, we're snowless. Yet it can be very cold with very low humidity. The winters are so arid that we do a lot of winter watering."

Gooder's crew, which swells from five full-timers to 60 part-timers in playing season, blows out the irrigation system in mid-October and soon thereafter gets out water tanks and starts watering the sand-based areas — tees and greens.

"It's an excellent *poa annua*

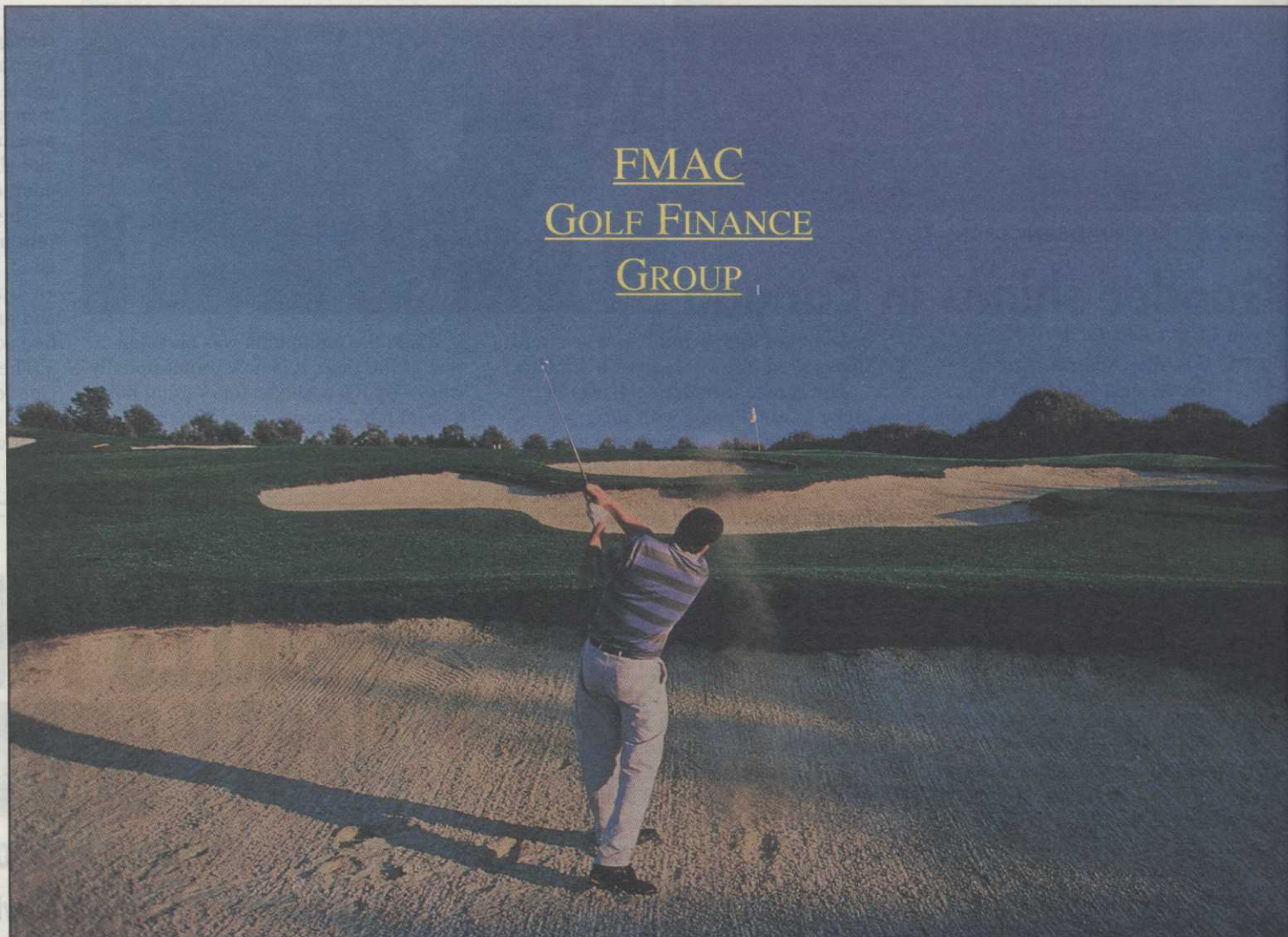
control," he said. "We let the fairways be exposed to 20-degree-below temperatures and 20-mile-per-hour winds, and the weather kills the *poa*."

Gooder, assistant Dave Smith and crew members cover all the greens, but with permeable covers so water goes through them. He also puts snow fencing along greens to catch as much snow as possible and take some of the pressure off the winter watering.

HAYTER CUP — AMERICAS VS. WORLD — SET

ATLANTA, Ga. — The second bi-annual Hayter International Cup competition, initiated in 1996 in Great Britain, will be held here Oct. 11-15. Initiated by The Hayter Co. to bring together representatives of some of the major golf superintendent's associations in the world, the event pits an "Americas Team" against "The Rest of the World Team." The idea of the event is to share information about what each national organization is doing and planning and to provide the opportunity to exchange ideas. The Hayter Co. also wanted a competitive golf tournament and asked for a representative from each nation to not only act as an ambassador for their association but to have a handicap of 12 or less. The Americas Team won the first event.

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GPS technology a time- and money-saver for progressives

Continued from page 17

to map course features and GIS to collect information about those features for more than a year. As a courtesy, he leaves the digital maps created from the GPS/GIS data for his clients to use in course operation. Many of them now contact Rodgers just to map their courses.

Course managers are finding

'These technologies have the potential to remove many of the time-consuming hassles associated with personnel and government regulations.'

— Larry Rodgers

that a digital map enables them to keep an updated database of course conditions and features which they can view graphically

on a map-like computer screen. For instance, the GIS database can display all the elm trees on the course, show which fairways

are due for fertilizer this week, or visualize proposed changes to the course layout.

"It's great for operational efficiency to have the GIS show the real-time locations of all golf carts on the course," said Rodgers, "but the real payoff with this technology will be in daily maintenance."

As evidence Rodgers cites the

uses of GPS and GIS in farming. Currently, farmers use GPS to plot the locations of irregularities in their fields, such as areas that need more water, less pesticide or an extra slug of fertilizer. They load this digital information into a GIS map of their field, which helps them devise a customized application strategy.

This tailored plan for application of water or treatments is programmed into a small computer in the farmer's combine which is equipped with what is called variable rate technology (VRT). VRT is a computerized application system that automatically applies a prescribed dose of fertilizer or water to specific areas as the GPS-equipped combine is driven through the field. The GPS tells the VRT where it is in the field at any given time, so the VRT knows exactly where to apply the chemical doses.

This system is sometimes referred to as "prescription farming" because of the precise dosages applied, but the technology is not expected to stay on the farm for long.

"Turf manufacturers are developing similar equipment for their vehicles," said Rodgers. "They are working on computerized spray devices that can be connected to a GIS map and automatically apply extra chemicals as directed to certain parts of the fairway or shut the machine down to avoid spraying the pond or wetland."

And one of the biggest advantages of designing and carrying out chemical application programs on a GIS is that a digital record of every project is maintained for easy reporting to EPA and other government agencies.

Rodgers predicts golf course managers will begin seeing variable rate technology linked to GIS and GPS in the next two to three years. A few more years down the road, he sees another new technology accessing GIS on the course — robotics.

"Once a digital GIS map of the course is made, it can be linked to just about any other digital technology," said Rodgers.

He envisions GIS maps being loaded into the memories of robot-controlled mowing equipment on the course. GPS will guide the mowers up and down the fairways at night, avoiding greens, water hazards, shrubs, bunkers and any other course features contained in the map database. This will dramatically improve the efficiency of maintenance crews and reduce some personnel problems.

"The bottom line is efficiency and cost savings," said Rodgers. "These technologies have the potential to remove many of the time-consuming hassles associated with personnel and government regulations, which will let the manager focus on the land — the reason he got into this business in the first place."

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CIRCLE #107

uses of GPS and GIS in farming. Currently, farmers use GPS to plot the locations of irregularities in their fields, such as areas that need more water, less fertilizer or an extra shot of fertilizer. They load this digital information into a GIS map of their field, which helps them devise a customized application strategy.

This tailored plan for application of water or treatments is programmed into a small computer in the farmer's combine, which is equipped with what is called variable rate technology (VRT). VRT is a computerized application system that automatically applies a prescribed dose of fertilizer or water to specific areas as the GPS-equipped combine is driven through the field. The GPS tells the VRT where it is in the field at any given time, so the VRT knows exactly where to apply the chemical doses.

This system is sometimes referred to as "prescription farming" because of the precise doses applied, but the technology is not expected to stay on the farm for long.

"But manufacturers are developing similar equipment for their vehicles," said Rodgers. "They are working on computerized spray devices that can be connected to a GIS map and automatically apply extra chemicals as directed in certain parts of the field or about the perimeter of the field to avoid spraying the pond or wetland."

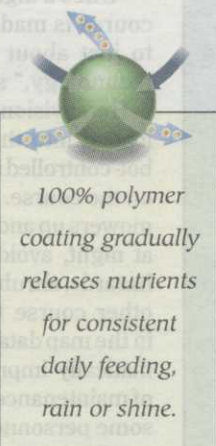
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"Once a digital GIS map of the course is made, it can be linked to other data, such as soil type, water table, and other digital data," said Rodgers.

GIS maps being used to control mowing equipment. GPS will guide the mowers down the fairways, around the bunkers and any other features contained in the map database. This will drive the mowers and reduce the efficiency of the mowing crew and reduce some potential problems.

"These technologies have the potential to remove many of the time-consuming hassles associated with personnel and government regulations, which will let the manager focus on the land — the reason he got into this business in the first place."



GPS technology a time- and money-saver for progressives

are due for fertilizer this week, or visualize proposed changes to the course layout.

"It's great for operational efficiency to have the GIS show the real-time locations of all golf carts on the course," said Rodgers, "but the real payoff will be in daily maintenance."

As evidence Rodgers cites the

These technologies have the potential to remove many of the time-consuming hassles associated with personnel and government regulations."

— Larry Rodgers

on a map-like computer screen. For instance, the GIS database can display all the elm trees on the course, show which fairways

Continued from page 17

to map course features and GIS to collect information about these features for more than a year. As a courtesy, he leaves the digital maps created from the GPS/GIS data for his clients to use in course operation. Many of them now contact Rodgers just to map their course.

Course managers are finding



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Nematores presenting new challenge in face of Fla. law

knock down nematodes put well. The problem is that the nematodes are always put down. We ask that you look at the weather forecast to avoid thunderstorms that could push all the chemical into water sources. All of this leaves Florida's permanent residents scratching their heads, especially those at older courses, because they have greater problems with nematodes. Continued on next page

"Nematores are always put down," said Bayer's Pagan. "We'd like to have something that is more benign than Nemacur. But as we enter this coming season, Nemacur is there. Bayer does believe that, properly applied, can be used safely. The new rates do

Meanwhile, it appears that microbes in the soil eat Nemacur as a carbon source. L.T. On at the University of Florida in Gainesville has found that if you let the soil go for a year or two without Nemacur, then put Nemacur back on the soil, the microbes are less apt to take it apart, Giblin-Davis said.

Giblin-Davis endorsed Giblin's strategy of growing a healthier plant, adding, "We're trying to produce fit grass within the extreme limits of the golf game." It is difficult to "outrun" nematodes, he said, because they are interested in feeder roots and if you help the feeder roots you encourage them as well.

Continued from page 17
nal label, Giblin said, it didn't work for him last year under the new restrictions.
"University data shows Nemacur is still the most effective product for nematodes. But since we can't use as much material, its residual effect isn't as good," acknowledged Dr. Giblin. Pagan, field sales representative for Bayer in Florida.

"We've gone to all-spot treatment," Giblin said. "And I've taken a different approach to the problem. I can't kill the nematodes, the only thing I can do is increase root growth and try to outgrow them. We've taken to fertilizing and putting down high rates of organic fertilizer, trying to increase the health of the plant. If you can stimulate root growth, it helps."

"But you have to stay on it. The ultimate answer is a nematode body can breed a variety of grasses that nematodes don't like. Several plant breeders are working on that."

Indeed, researchers thought GNI Germplasm might have nematode resistance. But they've concluded it is not resistant, but merely an aggressive trait.

"We have evaluated some of these grasses," said Giblin-Davis, "and we find some nematodes like them all."

He did add that some of the new ultraviolet Germplasm have "a more prostrate growing habit. We want a grass that will make a beautiful green cover age below the mower. It's adapted to a low-mowing height. It maximizes its photosynthetic area below the mower. That is the strategy: grow plants with roots that are vigorous but have a more prostrate leaf growth habit."

"Some ultraviolet may be more tolerant only because they're not getting their hair cut so drastically. Theoretically, quality Classic, 94-11 and Liberty all have problems with nematodes. But the ultraviolet have not seen anything helpful. And we have to keep looking at the future."



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Nematodes presenting new challenge in face of Fla. law

Continued from page 17

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"University data shows Nemacur is still the most effective product for nematodes. But, since we can't use as much material, its residual effect isn't as good," acknowledged Dr. Greg Pagano, field sales representative for Bayer in Florida.

"We've gone to all-spot treatment," Grigg said. "And I've taken a different approach to the problem. If I can't kill the nematodes, the only thing I can do is increase root growth and try to outgrow them. We've taken to aerifying and putting down high rates of organic fertilizer, trying to increase the health of the plant. If you can stimulate root growth, it helps.

"But you have to stay on it. The ultimate answer is if somebody can breed a variety of grass that nematodes don't like. Several plant breeders are working on that."

Indeed, researchers thought GN1 Bermudagrass might have nematode resistance. But they've concluded it is not resistant, but merely an aggressive turf.

"We have evaluated some of these grasses," said Giblin-Davis, "and we find sting nematodes like them all."

He did add that some of the new ultradwarf Bermudagrasses have "a more prostrate growing habit. We want a grass that will make a beautiful green coverage below the mower. If it's adapted to a low mowing height, it maximizes its photosynthetic area below the mower. That is the strategy: grow plants with roots that are vigorous but have a more prostrate leaf growth habit.

"Some ultradwarfs may be more tolerant only because they're not getting their hair cut so drastically. Tifeagle, Quality, Classic, PF-11 and Tifdwarf all have problems with sting nematodes... But they may do better than Tifgreen. We have looked at ryegrass with endophytes, but haven't seen anything helpful. And we have tried to find plants and microorganisms that produce toxins that kill sting nematodes, but without success.

"Work funded by the USGA [U.S. Golf Association] on a new species of bacterium that attacks and kills sting nematodes has been encouraging in field trials, but more work is needed to discover a method of mass culture of this fastidious organism for widescale releases. In terms of practical management of sting nematodes in golf course turf, we are basically limping along."

Giblin-Davis endorsed Grigg's strategy of growing a healthier plant, adding: "We're trying to produce fit grass within the extreme limits of the golf game."

It is difficult to "outrun" nematodes, he said, because "they are interested in feeder roots, and if you help the feeder roots you encourage them as well."

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"Nematodes are always part of our [research] screening process," said Bayer's Pagano. "We'd like to have something that is more benign than Nemacur. But as we enter this coming season, Nemacur is there. Bayer does believe Nemacur, properly applied, can be used safely. The new rates do

knock down nematodes pretty well. The problem is that residual isn't there. ... We ask that superintendents look at the weather forecast to avoid thundershowers" that could push off the chemical into water sources."

All of this leaves Florida superintendents scratching their heads, especially those at older courses, because they have greater problems with nema-

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Daconil	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Rubigan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
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Aliette	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Chipco 26019	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Subdue	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Banner Maxx	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
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Sentinel	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Turfgrass Diseases

ZENECA Professional Products

Florida researchers studying a bacteria to fight sting nematodes

By MARK LESLIE

FT. LAUDERDALE, Fla. — University researchers are feverishly at work to discover an anti-nematode that works effectively.

At the University of Florida at Ft. Lauderdale, entomologist and nematologist Robin Giblin-Davis has particularly studied

the effect of the bacteria *Pasteuria* on sting nematodes — by far the largest and deadliest of the nematodes on turf. Dr. Don Dickson of the University of Florida in Gainesville has done extensive research on *Pasteuria* penetrans, which works on root-knot nematodes. But

scientists have not been able to mass produce either type of *Pasteuria*.

This newly discovered bacteria *Pasteuria* is especially promising because it is parasitic and “usually very host-specific,” Giblin-Davis said. “The first one discovered, *Pasteuria ramosa*, attacks

water fleas. All the others discovered since then appear to attack nematodes.”

While several years of study have shown the *Pasteuria* has an effect on sting nematodes, Giblin-Davis said scientists have reached an impasse with mass-culturing them.

“It’s not easy to grow lots of

bacteria. And there are some things we still don’t understand,” he said. “More biology has to be done to find how they grow and sporulate.”

“Another problem is that because it is so specific, it kills one nematode but then other kinds of nematodes move in.”

A California golf course may bring the answer. Soil with sting nematodes somehow got introduced into a Palm Springs course, and the soil doesn’t have the *Pasteuria*,” Giblin-Davis said. “So, working with Dr. Ole Becker at the University of California at Riverside, we will introduce the bacteria at fairly low amounts and see if it takes off. If it does, and we don’t need a lot of spores then we might be able to find sites or rear up fields of nematodes with the bacteria and hand out small batches of this for golf courses to try. We’re sort of working toward that.”

Dr. George Snyder of the University of Florida at Belle Glade said sting nematodes do not live well in root zones with 20 percent clay.

“That would solve the sting nematode problem, but with thousands of rounds of golf being played, you’d have compaction, fungus and other problems,” Giblin-Davis said.

“If I had lots of post-doctoral students working with me and hundreds of thousands of dollars in funding, we could speed up this process,” he said. “They spend millions of dollars looking at cancer and this isn’t any less complicated. But people are most concerned with medical health — and grass is not viewed as that important overall. It’s important if you’re a golf course superintendent and it means your job.”



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Fla. law change

Continued from previous page
todes than new facilities.

And they wonder about the wisdom of the state’s decision to curtail the label on Nemacur, said Tim Hiers, superintendent at Collier’s Reserve in Naples.

“If you really need Nemacur,” Hiers said, “and you can’t use it properly — the way the original label says — the paradox is, you will use more water, more fertilizer, more pesticides, more herbicides, more labor, and more electricity for a less vigorous turf. How much sense does that make?”

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CIRCLE #111

GOLF AND THE ENVIRONMENT

By RON DODSON

Superintendents are increasingly aware of the environmental issues involved in managing their golf courses. They are faced with decisions regarding pesticides, water quality and conservation and turf management to name a few. But do they ever have time to stop and watch the birds?

Every golf course has them. Some have more exotic birds than others, but you'd be amazed what flies through the golf course, uses its resources, its very life depending on the course's open space and habitat. Some species live on golf

Audubon Int'l launches project, urges supers, 'Look skyward'

courses all year, some for only part of the year. Some use the habitat for nesting, some merely make a seasonal pass through.

Each year, more than 250 species of birds migrate from Mexico and Central and South America to breed in the United

States and Canada. These neo-tropical migrants follow the sun through the seasons. The majority of other birds also migrate, though they don't travel as far as the tropics. Each year, they fly hundreds of miles from breeding ground to wintering sites within the United States and



Canada. Many waterfowl and songbirds orient themselves using the stars; hawks and owls follow land forms and waterways. Some birds return to the exact same spot, year after year.

Habitat along a migratory route is one of the most critical needs of migratory birds. With suitable habitat that offers food, cover and water, birds can survive the journey. Because most golf courses supply those necessary requisites, how superintendents manage their properties can dramatically impact survival of migratory birds.

Project Flight Plan is a new initiative of Audubon International's Audubon Cooperative Sanctuary System (ACSS) to foster migratory bird conservation across North America. During 1998, the ACSS will focus on providing its members with

Continued on next page

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- ☐ Plant fruit-bearing native shrub(s)
- ☐ Add/Maintain a bird feeder.
- ☐ Mount and monitor nest boxes
- ☐ Plant a hummingbird or songbird garden
- ☐ Leave fields unmown for ground-nesting species during nesting season: April 15 to August 1
- ☐ Limit mowing to every one to three years in fields not harvested for hay
- ☐ Leave standing dead trees and decaying logs to promote beneficial insect activity and provide nest cavities
- ☐ Connect existing habitats to create habitat corridors
- ☐ Naturalize part of the property
- ☐ Expand existing habitat
- ☐ Add/Maintain clean water source for birds.
- ☐ Enhance river or stream corridors with a buffer of vegetation.
- ☐ Keep a bird inventory
- ☐ Conduct a breeding bird survey
- ☐ Reduce/Eliminate known hazards
- ☐ Other projects:

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Boca Rio GC uses new technology to solve drainage problems

By TERRY BUCHEN

BOCA RATON, Fla. — We have all had it drilled into our heads, from educators and experienced superintendents alike, that drainage is the most important aspect of growing good, quality turfgrass. The equation is further complicated when trying to drain a golf course that has little or no elevation change, as is found on many courses in the Southeast United States.

But a relatively new drainage technique is proving worthwhile on many courses in that region.

Illustrating the success of the method is Matthew R. Quinn, superintendent at the Boca Rio Golf Club here.

Boca Rio, built in 1960, has little elevation change and is surrounded by a canal drainage and irrigation water system around its borders.

"We had to come up with a better way to drain some of our bunkers and a few fairways, so we have experimented and tested a turf drain siphoning system that is working great so far," Quinn said. "This type system will not relieve water to an elevation higher than where it was collected, as obviously you would need a pump to do that. However, the siphon system will transport water through higher elevations as it goes to a lower point of elevation."

Quinn has experimented and is currently testing this system in a greenside bunker, where crews have installed the plastic pipe covered with a geotextile cloth.



"X" marks the spot where the drainage grate is covered with a geotextile filter cloth.



Siphon drainage 8-by 1-inch pipe is installed vertically in the trench.

between the points that we are going to install the collection drainage basin and grate, and the point that we are going to relieve the water."

These systems are designed primarily to enable the course to install seepage drainage. With seepage drainage, depth is more critical than volume.

The objective with the siphon system is to allow people to drain the profile to a depth so that they create storage areas for the next rainfall. By lowering the water table in between rainfalls, the system creates a storage area for future rainwaters, Quinn explained.

The turf drain siphon system has no moving parts once it is primed, he said. After the initial priming, all valves are opened manually except for the pressurized valve attached to the irrigation system. From this point on there are no floats, pumps, and valves and like a gravity system it is very easy to maintain.

"We have high expectations about this system and feel confident that it will work on our relatively flat golf course," Quinn said.

The course has a permanent installation hook-up to its irrigation system so that the system can initially be primed and flushed if it ever becomes contaminated with any dirt or debris, he said.

"Shooting traditional grades is not needed," Quinn said, "as we only need to shoot the elevation difference

Carolinas supers cited for leadership

KANSAS CITY, Mo. — Six golf course superintendents from North and South Carolina received awards from Bayer Corp., Garden & Professional Care (GPC), during a ceremony held Oct. 2, at Kiawah Island Golf and Tennis Resort in South Carolina.

The program, sponsored by Bayer Corp., rewards superintendents in the Carolinas for participation and leadership in local golf course association, continuing education including the attendance of workshops held by the Golf Course Superintendents Association of America (GCSAA) and other associations, as well as for environmental stewardship.

Award-winning superintendents were

Terry Carland of Etowah Valley Country Club; Mark Burnette, Myers Park Country Club.

Also, Bill Maynard of Champion Hills Country Club; Keith McKenzie of Sapona Country Club; Mike Claffey, Cape Fear Country Club; and David Downing II of Wild Wing Plantation.

"We essentially look for golf course superintendents who consistently set an example of what a superintendent should be," said Jeff Vannoy, Bayer sales representative and program coordinator.

Candidates for the award were nominated by the distributors with whom they do business.

The awards ceremony was part of a three-day outing at Kiawah Island.

Audubon International's Project Flight Plan

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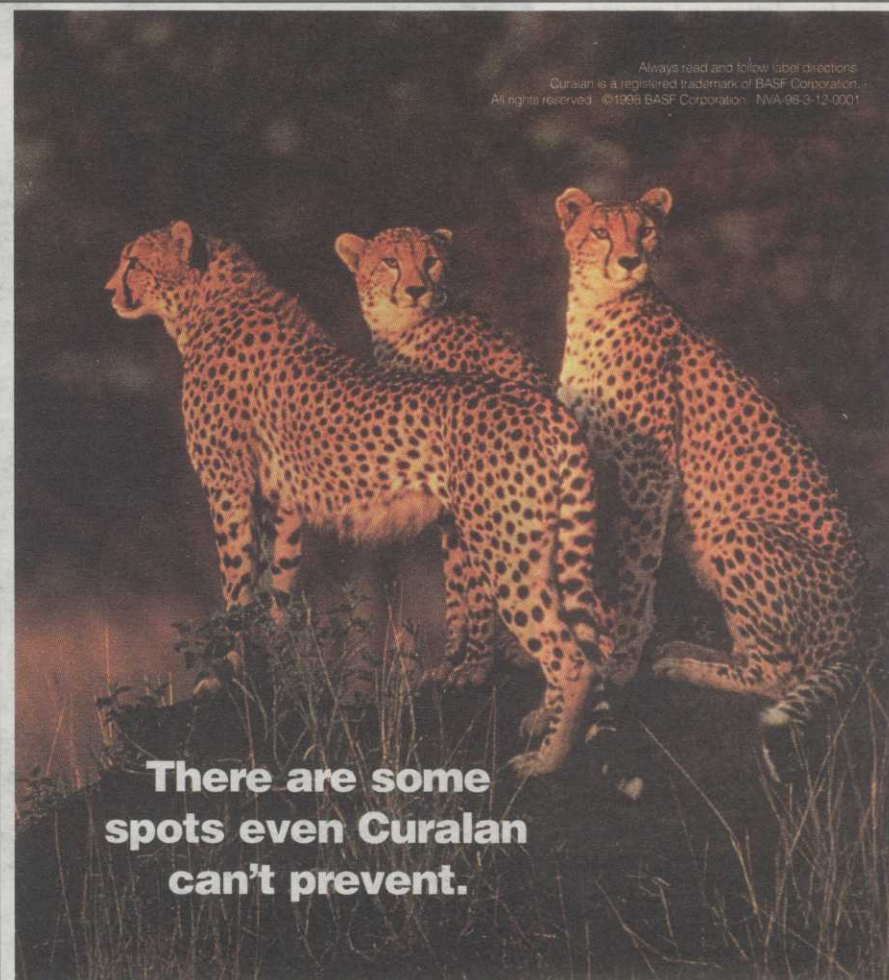
information and projects to enhance habitat for migratory birds. Projects can include planting native trees, adding a bird feeder, leaving fields unmown for ground-nesting species, leaving standing dead trees and decaying logs to promote beneficial insect activity and nesting cavities, and keeping a bird inventory.

You don't have to be a superintendent or member of the ACSS in order to pledge support. No matter where you work, or what your job is, you can contribute to this effort. Just "pledge" that you will undertake at least one project to help

migratory birds in 1998.

Start by copying and filling out your pledge card Flight Plan and send it to the ACSS. In return, you'll receive a Project Flight Plan decal to advertise your commitment to protecting migratory birds.

Spring is around the corner and feathered travelers are heading your way. Invite them to stop along the way and take a rest. Superintendents and golfers are in a perfect position to take advantage of a natural opportunity. Don't miss the chance to take your eyes off the turf and look skyward. Take a little time to stop and watch the birds.



Curalan controls most turf diseases, and no other treatment is as effective on dollar spot as Curalan. It can provide up to 28 days of control, which could be four times longer than competitive treatments. And the new EG formulation comes in a water-soluble bag that's convenient, easy-to-use, and has less risk of applicator exposure. Find out more about the fungicide that always hits the spot. Call BASF at 1-800-878-8060.

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Avenues of communication continue to improve for supers

By TERRY BUCHEN

WILLIAMSBURG, Va. — One of the greatest advantages golf course superintendents have over others in our business is how we communicate with each other. Whether by telephone, in person, at a chapter monthly meeting or during the national conference, we are well versed in getting a second opinion, comparing notes or new advice.

Just a simple and friendly talk about general management practices and ideas at our respective courses is real productive, rewarding and making us feel good about what we are doing.

We now have another avenue that is becoming very successful which should make us proud: The GCSAA website (www.gcsaa.org/members/memcom.html) is making great strides to help and serve its members and the GCSAA discussion forums are really catching on.

The foundation and groundwork for the chat rooms was laid out years ago by the implementation of the TurfByte Bulletin Board, by Dwayne Patton and Jon Scott. TurfByte had great insight and was way ahead of its time. Superintendents who had computers in those days communicated by simply asking for an answer to a technical question, and most of the subscribers would give an answer, which showed the community spirit that superintendents have with sharing information and how unique we are in the world of golf.

The three GCSAA discussion forums are Talking Turf, which is for finding answers or sharing ideas about all aspects of golf course management; Shop Talk, which is for selling, or comparing, or to gather information from other superintendents on maintenance equipment; and Talking It Over, for superintendents to share our thoughts and ideas on just about everything not covered in the other two forums.

These three discussion forums are really doing great and they get better each and every month.

The only disappointment is that many of the participants feel that more superintendents should get involved, instead of just browsing, by posting provocative questions or responding directly by posting an answer or food for thought for our fellow supers.

More superintendents ought to go that one step further and

participate in the way we have on the TurfByte Bulletin Board.

The GCSAA's International Golf Course Conference and Show is a great time to renew old acquaintances with peers and to network to make new friends in the process. This national conference is the

biggest and best on the planet. It is interesting to note that even with all of the great number of seminars, educational talks, the big trade show and quite simply the magnitude of the conference that the most subtle learning experience is by the simple art of talking with our fellow golf course superintendents. Most

superintendent friends say that the best way to learn is to have a friendly and lively discussion with our peers about any subject, which is a real 'feel good' situation to be in. Like on the telephone, visiting in person is a no better learning experience, which are the fundamentals about what the national

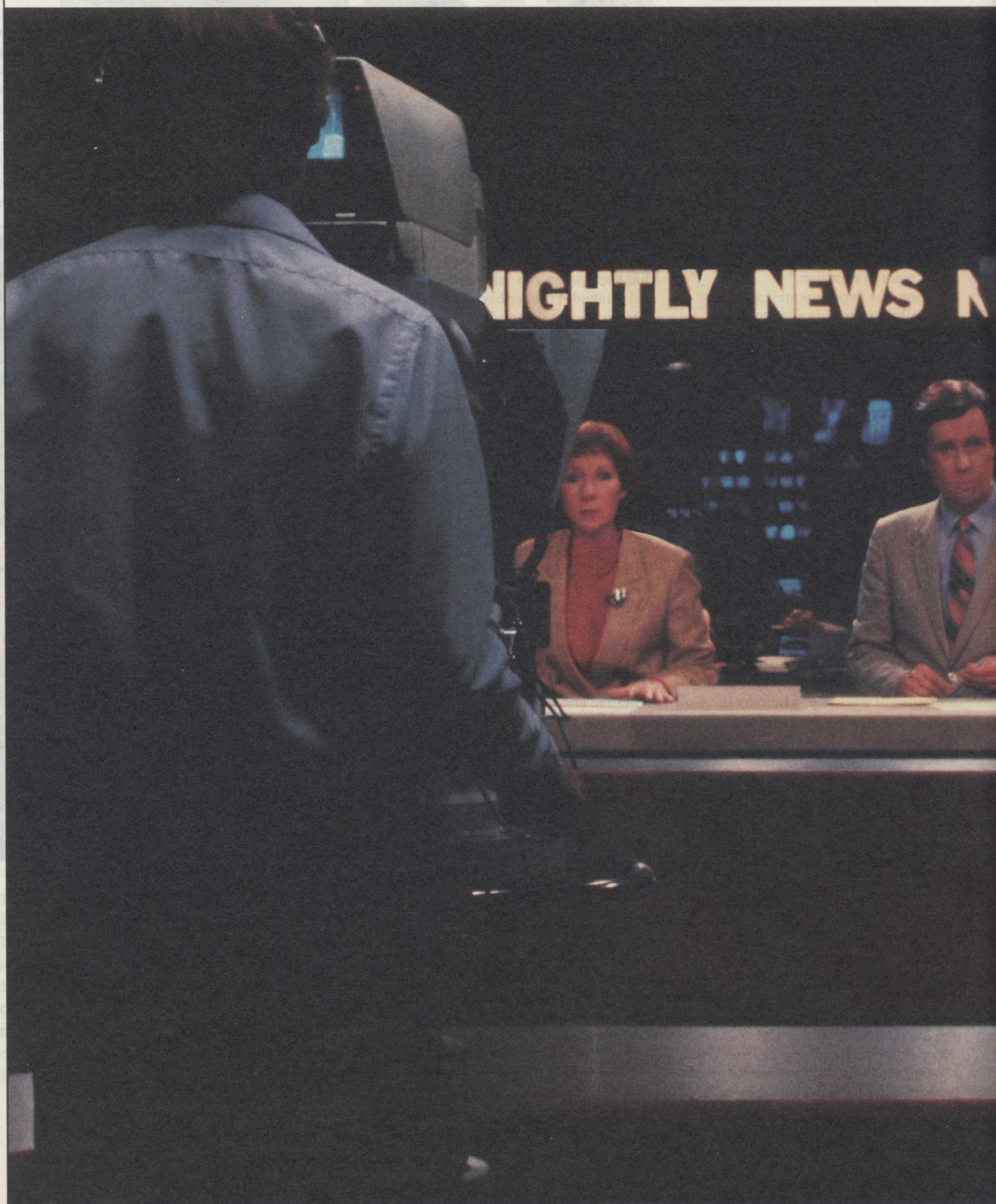
conference is all about.

Now, if we can continue on with this time honored tradition by making better use of the three GCSAA discussion forums we will all be better for it.

Continued on next page



We'll keep the pesticide industry from



GCSAA survey reveals supers' influence on decision-making, budget

LAWRENCE, Kan. — A recently completed Golf Course Superintendents Association of America (GCSAA) survey indicated members at all types of golf facilities are heavily involved in administrative and financial decisions that they execute themselves or with management.

In measuring decision-making

responsibilities, respondents were asked to rank their influence in numerous areas on a scale of 1 (having no impact at all) to 5 (being the decision-maker).

Superintendents had the greatest influence in the areas of chemical application (94.4 percent listed No. 5), mowing and maintenance schedules (93.7 percent listed No.

5) and chemical product purchase decisions (96.0 percent listed No. 4 or No. 5).

The survey also revealed superintendents are influential in expenditures for capital equipment (93.3 percent listed No. 3 through No. 5) and equipment (97.4 percent listed No. 3 through No. 5). In terms of golf

car purchases, 46.9 percent are influential in categories No. 3 through 5.

Respondents also provided information as to the latest changes in the industry that have affected job performance. Results were divided by operating budget, with the lower end being less than \$250,000 annually

Superintendents had the greatest influence in the areas of chemical application, mowing and maintenance schedules.

and the upper end at more than \$700,000 annually. Regardless of budget level, one of the most frequent responses concerned providing conditions to meet the higher expectations of golfers while keeping within budgetary limits.

Associated with that, facilities at all levels expressed a concern of finding and maintaining qualified labor to serve on golf course maintenance crews. A strong economy and non-traditional work schedule directly affect the available labor pool.

Superintendents were virtually unanimous across the board in the positive impact alternative spikes have had in their work. Keeping abreast of the latest environmental issues was also a common response of all members.

The issue of accommodating disabled golfers centered on turf repair and capital improvements. Respondents indicated that 75.4 percent had no turf repair expenses, while 7.5 percent indicated expenses were less than 10 percent of operating and maintenance budgets (17.1 percent were unsure).

As for capital improvements, 65.7 percent indicated there was no cost, while 14.3 percent indicated the cost was less than 10 percent of the capital budget (19 percent were unsure).

Savvy Super

Continued from previous page

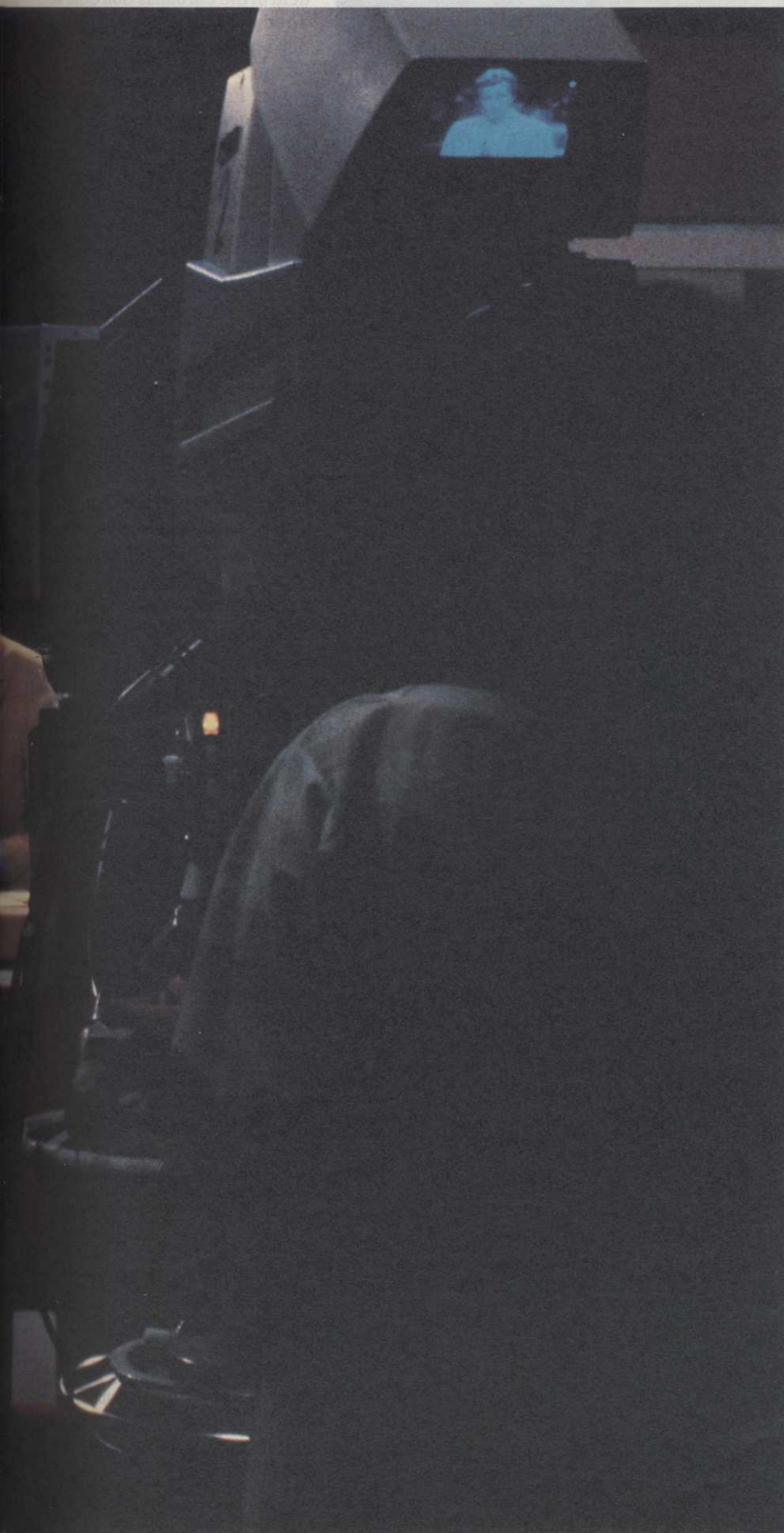
I cannot say enough about the *Leader Board* official publication from the GCSAA, which is published bi-monthly, providing information exclusively for golf course decision-makers.

The *Leader Board* always was a good publication and it has gotten even better since it became available by subscription.

It is now available, in recent years, as part of our GCSAA member package. Kim Heck is doing an excellent job of editing this great newsletter, which is very informative, for all of us to have at our disposal, in our files, to provide to course officials, with answers anytime one of the many provocative subject matters ever comes-up.

My only regret is that this newsletter does not come out monthly, only every other month, as it is that worthwhile.

becoming a victim of air pollution.



Ahh, television news in the 90s.

Tabloid journalism has sneaked its way onto the airwaves. And the pursuit of facts seems to have been replaced by the pursuit of ratings.

So the specialty pesticide industry needs a media watchdog that not only watches. But that also takes action.

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RISE. Responsible Industry for a Sound Environment.

RISE is a coalition of manufacturers, formulators and distributors from all areas of the specialty pesticide business.

In addition to promoting environmental stewardship, RISE makes sure the media doesn't report misinformation as fact.

We also hold editorial meetings with media decision-makers. And respond to negative articles or broadcasts that are incorrect. We've been very successful so far. Not surprising considering what our most powerful weapon is.

The truth.

Of course, there's still a lot more work to do. But rest assured, RISE is up to the task.

Because we know if we eliminate air pollution, the pesticide industry can breathe a lot easier.



Responsible Industry for a Sound Environment

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Washington, D.C. 20005. ©1995 RISE RISE-0047-1

Iowa GCSA elects Otter Creek's Verrips president

DES MOINES, Iowa — The Iowa Golf Course Superintendents Association (IGCSA), meeting at the 64th Annual Iowa Turfgrass Conference and Trade Show here, has elected Thomas Verrips of Otter Creek Golf Course in Ankeny as its new president.

Verrips is joined on the board

by Vice President Dennis Watters of Fort Dodge Country Club; Northeast Director Steve Fagerlind of Beaver Hills Country Club in Cedar Falls; and Northwest Director Russ Appel of Briggs Woods Golf Course in Webster City.

Serving in the second year of two-year terms are Southeast

District's Mark Henson of Ottumwa Municipal Golf Course and Southwest District's Gerald Studer of Harlan Golf & Country Club.

Superintendent of the Year was awarded to Tim Westland of Thunderhills Country Club in Peosta.

Assistant Superintendent of

the Year was awarded to Mark Pierce of Beaver Hills Country Club in Cedar Falls.

Distinguished Service Award was given to Dr. Mike Agnew, regional research and development manager for Novartis, and Doug Snook of Waverly Municipal Golf Course.

The Charlie Calhoun Writing

Award was presented to Steve Fagerlind of Beaver Hills Country Club.

The IGCSA awarded \$4,000 in scholarships. Winners were Jeff Wendel of Iowa State University (ISU), \$1,000; Brandon Smith of KCC, \$700; John Lavelle and Diane Tewes of ISU, \$500 each; Brad Bird of ISU, \$400; Aaron Patton of ISU, \$300; and Janelle Kracht, Chad Wilson and Mark Howieson of ISU, \$200 apiece.

Carolinas elect Garrett, board

CLEMSON, S.C. — Donald C. Garrett Jr. of Dataw Island Club in Beaufort was elected president of the Carolinas Golf Course Superintendents Association during its winter business meeting here.

Vice President Joel A. Ratcliff of Sedgfield Country Club in Greensboro, N.C., joined Garrett on the board along with Treasurer David S. Downing II of Wild Wing Plantation in Myrtle Beach and Secretary Rex Floyd of Wilson (Ala.) Country Club (CC).

Directors for 1998 are Dennis L. Bowsher of Spring Valley CC in Columbia; John F. Davis of Secession Golf Club in Beaufort; Alton Sheffield of North Ridge CC in Raleigh, N.C.; Mark S. Stoddard of Charlotte (N.C.) CC; Seven M. Wright of Long Cove Club in Hilton Head; Allan H. Pulaski of The Country Club at Seabrook in Johns Island; John A. Green of Blowing Rock (N.C.) CC; John K. Williams of Keith Hills CC in Buies Creek, N.C.; and William H. Maynard of Champion Hills Club in Hendersonville, N.C.

Hladik president of Sierra Nevada

LINCOLN, Calif. — Neil A. Hladik, a certified golf course superintendent at Twelve Bridges Golf Club here, is the new president of the Sierra Nevada Golf Course Superintendents Association.

Hladik succeeded Jim Husting, a certified superintendent from Woodbridge (Calif.) Country Club. He was elected to head a new slate of officers including Vice President Pete Fredeen of Brookside Country Club in Stockton and Secretary/Treasurer Gary Williams of Arbuckle Golf Club.

New directors are Husting, Tim Sedgley of Serrano Country Club in El Dorado Hills, Tom Elliott of Pine Mountain Lake Country Club in Groveland, Steve Legarra of Bradshaw Ranch Golf Club in Sacramento, Jessie Creencia of Del Paso Country Club in Sacramento and affiliate representative Nick Shebert of United Horticulture Supply.

GOLF COURSE NEWS

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GCSAA inks agreement to produce training videos

The Golf Course Superintendents Association of America (GCSAA) and EPIC of Wisconsin, Inc. have agreed to produce and market training videos for golf course superintendents and their staffs.

"Education is at the heart of our association," said GCSAA president Paul S. McGinnis. "The use of video is a proven and valuable tool to instruct people on technical methods and practices in golf course maintenance. I don't know of a better group than EPIC of Wisconsin to provide the superintendent professional this service. Its track record is excellent."

Known as the "Superintendent's Video Workshop" (SVW), the video-based training covers such topics as greens mowing, crew etiquette, safety on the golf course, irrigation winterization and spring startup,

FTGA raises \$63K for research

TAMPA, Fla. — More than \$63,000 was raised to benefit turfgrass research at the Florida Turfgrass Association's (FTGA) 45th Annual Conference & Show.

Contributions were made to the FTGA during the association's annual Awards Lunch on Sept. 6. Donations included \$5,000 from Harrell's, Inc.; \$45,000 from the Seven Rivers Chapter of the Florida Golf Course Superintendents Association (FGCSA); \$4,000 from the Everglades Chapter of the FGCSA; \$6,000 from the Palm Beach Chapter of the FGCSA; \$2,500 from the Ridge Chapter of the FGCSA; and \$1,000 from the Treasure Coast Chapter of the FGCSA.

During the Awards Lunch the association's officers and directors for the 1997-1998 year were installed. Educational scholarships were also awarded to turfgrass students at the University of Florida and Lake City Community College and the association's coveted "Wreath of Grass" was awarded to Charlie Campbell of DowElanco for outstanding contributions to the turfgrass industry.

IGM OPENS OFFICE

RICHMOND, Va. — International Golf Management (IGM) of Lakeland, Fla. continued its expansion, with the opening of a regional office here. This is IGM's third office, and it will cover Virginia, Washington, D.C., Maryland and North Carolina. The new office is at 1600 Forest Ave., Suite 190, Richmond, Va., 23229; 804-673-4600.

GOLF COURSE NEWS

safe pesticide handling and turf restoration, among others. Selected videos are translated for Spanish speaking employees.

A complete list of SVW training kits is available by contacting GCSAA at 1-800-472-7878.

HEART OF AMERICA GCSA ELECTS HIGBIE PRESIDENT

FORT LEAVENWORTH, Kan. — Trails West Golf Course superintendent Gary Higbie has been elected president of the Heart of America Golf Course Superintendents Association.

Succeeding Bill Bologna of Swope Memorial Golf Course in Kansas City, Higbie is joined on the new board by Vice President Jim Naudet of Leawood (Kan.) South Country Club and Secretary/Treasurer Woody Moriarty of Hillcrest Country Club in Kansas City.

Elected to two-year terms on the board of directors were Dave Cettmer of Lawrence (Kan.) Country Club, Jon Francis of Country Club of Blue Springs and Jeff Snell of Falcon Ridge Golf Course in Lenexa.

Directors with one year remaining on their terms are Ron Darnell of Mozingo Golf Course in Maryville, Mo., Jon Kindlesparger of Alvarado Golf Course in Lawrence and Tyler Koch of Hodge Park Golf Course in Kansas City.

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Hofstetter takes over Southeast Region for IGM

LAKELAND, Fla. — International Golf Management (IGM) has selected Gregory Hofstetter as manager for the Southeast Region.

Hofstetter, who earned a degree in agronomy from the Delaware Valley College of Science and Agriculture, was most recently a senior regional agronomist with LESCO, Inc., where he was employed for nine years.

Hofstetter will be based in IGM's Atlanta office, responsible for the Carolinas, Mississippi, Alabama, Georgia and Tennessee.

...

SACRAMENTO, Calif. — Golf course superintendent **Steve Carlton** has joined Mather Golf Course, it was announced by CourseCo., Inc.

The 18-hole public course was originally part of Mather Air Force Base, but Sacramento County assumed ownership in 1994 after the base closed. CourseCo., a Petaluma-based golf course management and devel-

opment company, operates the 40-year-old facility for the county.

Carlton, 51, spent the past five years as a consultant to Pacific Rim courses in Japan, Taiwan, Guam and Malaysia, and was superintendent at Guam International Country Club from 1989 to 1993. In Northern California, he has been superintendent at

El Macero Country Club, San Jose Country Club and Gilroy Golf Course.

A native San Franciscan who grew up in Woodside, Carlton graduated from the University of California at Davis with a degree in agronomy in 1968, and later did graduate work there in turf management.

...

ALPHARETTA, Ga. — Atlanta National Golf Club has appointed **Timothy M. Cunningham** course superintendent.

Cunningham has been at Atlanta National since 1991 and has been the assistant superintendent since 1994. He is responsible for directing all golf course

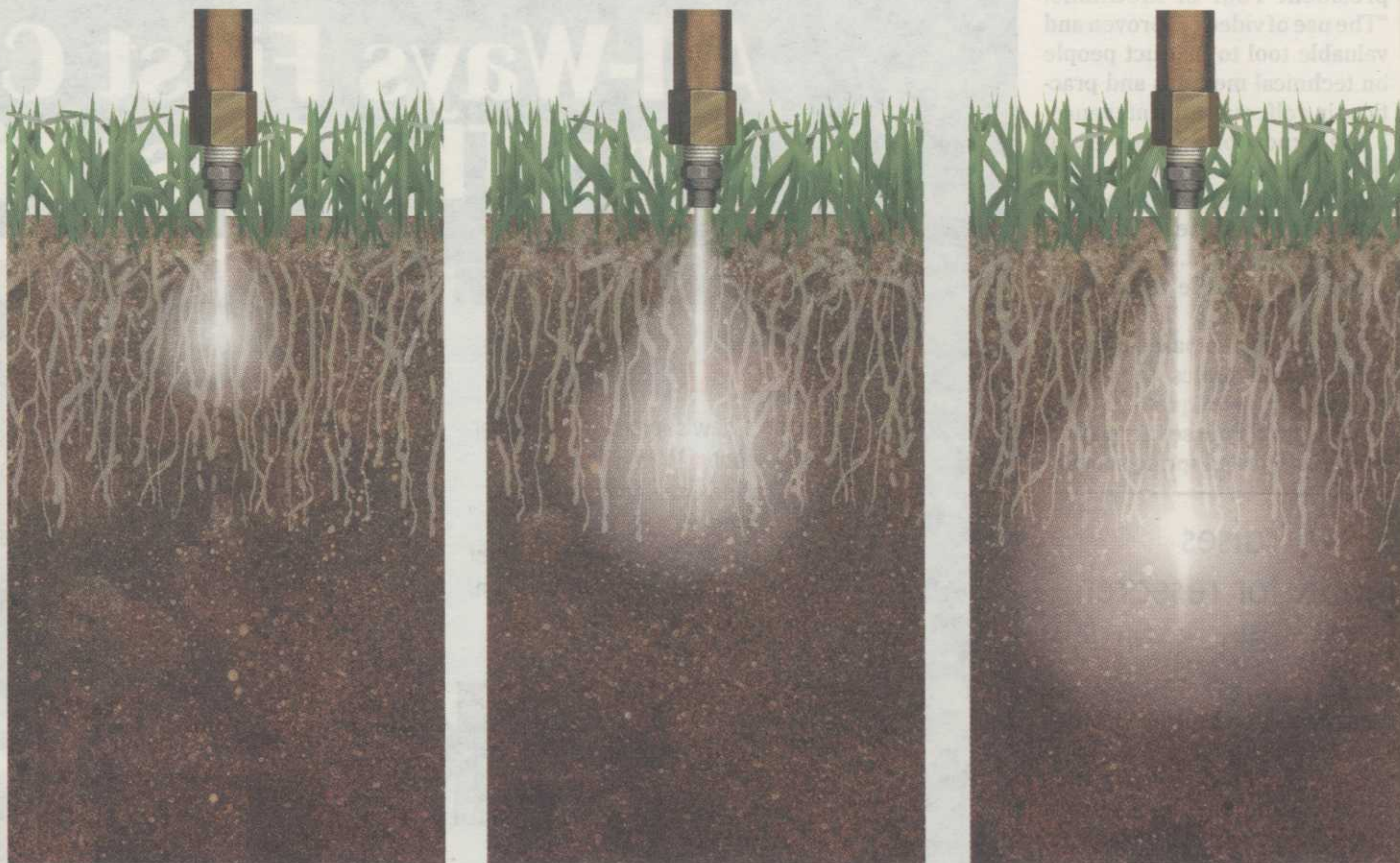
WHERE THEY'RE GOING



and clubhouse grounds maintenance and improvement work at Atlanta National, a design of Pete and P.B. Dye.

Turf Producers aim for 'Grand' membership goal

ROLLING MEADOWS, Ill. — Intent upon having at least 1,000 worldwide members by summer, Turfgrass Producers International (TPI) has announced a membership campaign that will reward the 1,000th member with a year's free membership. The member who recruits that "grand" turfgrass sod producer (Class A) member will receive a \$1,000 prize. To broaden TPI's membership representation, the "Go for the Grand" campaign encourages current members to enroll fellow non-member producers into TPI. The sod producer and manufacturer who recruits the most members will be recognized with a special "Top Recruiter" prize, while anyone who recruits even a single Class A member will be recognized as a "Grand Recruiter." TPI officials hope to announce their "Grand Member" and recognize the recruiters during the organization's Summer Convention and Field Days, July 16-18, in suburban Washington, D.C. Membership materials can be obtained from TPI by calling 800-405-TURF or faxing 847/705-9898.



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

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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.

Meadowbrook Golf Group buys IGM & GVI

Continued from page 1

GVI distributes golf course supplies and equipment to approximately 1,000 golf courses, primarily in Florida and the Southeastern United States. Golf Ventures had 1997 revenues of approximately \$11 million.

Both companies have headquarters in Lakeland, Fla. GVI

is not related to the publicly held company with the same name. Meadowbrook, which operated 17 courses nationwide prior to these most recent acquisitions, said the combined purchase price for the two companies was approximately \$14 million.

"We've grown from two employees to 1,250 in a little over

two years," said Meadowbrook President Roger Behrstock, reflecting on the Beverly Hills, Calif.-based firm's quick rise to prominence in the course management field. "The executives of GVI and IGM and the entire staff are really talented people. They will allow [Meadowbrook Chairman] Arnold Rosenstein

and I to concentrate on our best talents, which are acquisitions of projects and developments."

IGM has been expanding rapidly, having recently opened branch offices in Atlanta and Richmond, Va. "The incentive for them to come with us is the ability to have the capital for expansion," Behrstock said. "They are really good at what they do. They will put some of their people at

our offices in Chicago and Palm Desert [Calif.] giving them a presence in those markets."

James Sartain and Bill Stein were named chief executive officer and chief operating officer of Meadowbrook Golf Group Inc., respectively, and to Meadowbrook's board of directors. Sartain and Stein were principals in International Golf Management and Golf Ventures. David Miller, previously president of Golf Ventures, was also named to the board.

"Most of our management people will report to Bill Stein," Behrstock said.

Simultaneously with these transactions, Apollo Real Estate Investment Fund II acquired \$6 million of convertible preferred stock of Meadowbrook Golf Group. Upon conversion of Apollo's preferred stock, including the preferred stock previously acquired by Apollo, Apollo Real Estate Investment Fund II would own approximately 50 percent of the outstanding common shares of Meadowbrook.

"Apollo has made a cash commitment in excess of \$10 million, plus the development limited partnership we have is \$36 million," Behrstock noted. "They've given a high vote of confidence to what we are doing."

Rosenstein said the addition of IGM's and Golf Ventures' \$26 million of annual revenues is an important step in Meadowbrook's growth, and its plan to participate in the consolidation of the golf course management business.

Meadowbrook is set to start construction of a Rees Jones-designed course in Westchester, Pa., 45 minutes from Philadelphia. Meadowbrook partnered with the developer of the Tattersall Golf Community on the \$10 million, daily-fee layout being built by Wadsworth Golf Construction.

The refurbishing of Thunder Hill Golf Club near Cleveland is continuing and should re-open by the end of June, Behrstock added.

Jackson editor of Florida Green

The Florida Golf Course Superintendents Association has created a new staff position titled director of communications and has appointed *Florida Green* Editor Joel Jackson to the post.

Jackson recently retired from Walt Disney World. He is in his second tour as the editor of the *Florida Green* since 1994. In his new role, Jackson will also edit the *Greensheet* newsletter. He is also responsible for coordinating media and public relations for the association, and will assist members of standing committees to follow up and complete projects.

March 1998 35

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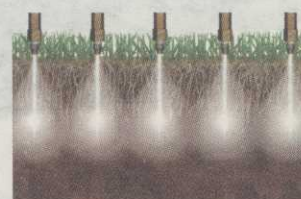


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Rotating brushes provide a clean finish with top-dressing capability for turf that is immediately playable after treatment.



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.

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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.

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1998 Environmental Steward Award-winners honored by GCSAA

ANAHEIM, Calif. — Thirty-three golf course superintendents were honored during the GCSAA International Golf Course Conference and Show here as national, regional or merit winners of the 1998 Environmental Steward Awards. The awards underscore commitment to stewardship efforts through contributions that enhance local environments.

In recognition of the winners, program sponsors Novartis Turf & Ornamental Products, Rain Bird, Jacobsen Division of

Textron and Pursell Technologies Inc., will donate nearly \$23,000 to The Golf Course Superintendents Association of America's (GCSAA) Foundation. The foundation is committed to advancing educational opportunities and environmental and scientific research for golf course management.

The 1998 Environmental Steward Award winners were named in three categories: private, public and resort golf courses. The three national winners are:

• **Private:** Peter Leuzinger of The Ivanhoe (Ill.) Club

• **Public:** Jeffrey W. Carlson of Widow's Walk Golf Course in Scituate, Mass.

• **Resort:** Mike Meindertsma of Grand Traverse Resort in Acme, Mich.

"Golf course superintendents are extremely focused on environmental issues and continually strive to foster stewardship efforts both on the golf course and in the community," said Paul S. McGinnis, GCSAA president and certified golf course

superintendent at Alta Mesa Country Club in Mesa, Ariz. "Thanks to the continued support of the program's four sponsors, the Environmental Steward Awards recognize the highest of environmental contributions."

In addition to the three national winners, 17 regional winners and 13 merit winners were selected from the seven United States Golf Association Green Section regions plus the Canadian region.

REGIONAL WINNERS

Canadian Region

Private: Blake McMaster, The Royal Montreal Golf Club, Ile Bizard, Quebec
Public: Dean Baker, Glen Abbey Golf Club, Oakville, Ontario

Florida Region

Private: Jeff Ball, Panama Country Club, Lynn Haven, Fla.

Mid-Atlantic Region

Private: Scott Schukraft, Huntsville Golf Club, Shavertown, Pa.

Mid-Continent Region

Private: Dan Dinelli, North Shore Country Club, Glenview, Ill.
Public: Tom Morgensen, Countryside East & West Golf Courses, Mundelein, Ill.
Resort: Jimmy Thomas, Hyatt Regency Hill Country Resort, San Antonio, Texas

North Central Region

Private: Donald F. Ewoldt Jr., Sand Creek Country Club, Chesterton, Ind.
Public: Fred E. "Derf" Soller Jr., Old Works Golf Course, Anaconda, Mont.
Resort: David Faucher, The Legend Course, Shanty Creek Resort, Bellaire, Mich.

Northeastern Region

Private: Joseph Alonzi, Westchester Country Club, Rye, N.Y.
Public (tie): Clark Weld, Blue Heron Pines Golf Club, Pomona, N.J.
Public (tie): James Perez, East Mountain Country Club, Westfield, Mass.

Southeastern Region

Public: Wendell T. Nealon, The Legacy of Springfield, Springfield, Tenn.

Western Region

Private: Richard Eide, Aspen Glen Golf Club, Carbondale, Colo.
Public: Raymond Davies, Crystal Springs Golf Course, Burlingame, Calif.
Resort: Edward C. "Ted" Horton, Pebble Beach Company, Pebble Beach, Calif.

MERIT WINNERS

Canadian Region

Private: Robert Burrows, Hillsdale Gold & Country Club, Mirabel, Quebec

Florida Region

Private: Robert R. Bittner, The Club Pelican Bay, Naples, Fla.

Mid-Continent Region

Private: Michael A. Sandburg, Lakeside Country Club, Houston, Texas
Public: William E. Bedford III, La Cantera Golf Club, San Antonio, Texas
Public: Luke Cella, Pottawatomie Golf Course, St. Charles, Ill.
Public: Scott A. Witte, Cantigny Golf, Wheaton, Ill.
Public: John G. Netwal, Glynn's Creek Golf Course, Long Grove, Iowa
Public: Wayne F. Brown Jr., Scovill Golf Club, Decatur, Ill.

Northeastern Region

Public: Ed Casteen, Forge Pond County Golf Course, Brick, N.J.

Western Region

Private: Mark E. Gorga, Ironwood Country Club, Palm Desert, Calif.
Public: Wayne Van Matre, Meadow Lakes Golf Course, Prineville, Ore.
Public: Jesse Goodling, Heron Lakes Golf Course, Portland, Ore.
Resort: Michael J. Arat, Keystone Ranch Golf Course, Keystone, Colo.

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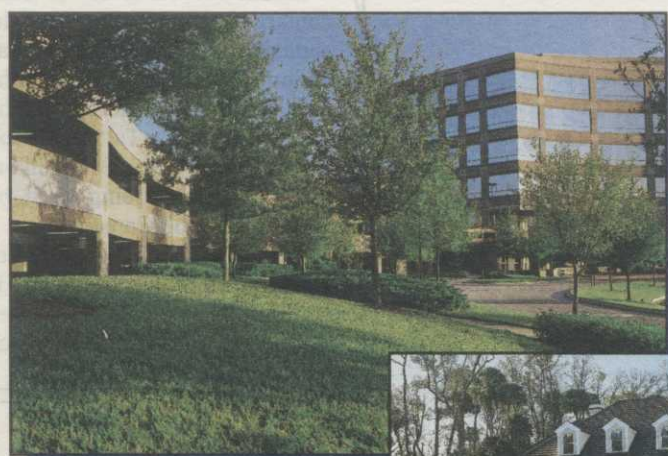
High Analysis – **CLASSIC ROYALE's** 1-1-1 formulation contains 45% primary plant food plus 6% sulfur to support proper turf establishment and ornamental nutrition.

Homogeneous Prills – no segregation of nutrients; even application. Each prill contains the stated grade of nutrients. **CLASSIC ROYALE** produces precise, uniform feeding without "hot spots" when applied through properly calibrated equipment.



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The photo "cabinet" at Country Club of the Rockies has simplified life for golf course superintendent Kevin Ross.

SHOP TALK



Space utilization is very important in the modern mechanic's shop.

'Space' use at its finest

By TERRY BUCHEN

LAS VEGAS, Nev. — Making efficient use of space in the mechanic's shop area, using good time/motion abilities, is always a fun challenge for the golf course maintenance department team. One fine example is at the Tournament Players Club (TPC) at The Canyons, where Kim Byron Wood is superintendent here.

"In between two of our garage doors," Wood said, "we incorporated a steel welding table with a storage shelf underneath, for welding rods/supplies and for different size and shapes of scrap and new steel."

The shop's arc welder and welder's helmet sit atop the welding table, whose power cord is long enough if the table must be moved around inside or out of the shop.

The Canyons' battery charger, which is mounted on wheels, fits next to the welding table when not in use, while still allowing vehicular traffic in and out of the shop area.

A 2-ton floor jack is also positioned at the end of the table when not in use. Not far from this welding table is a manually operated tire changer, where almost any size tire used on golf course maintenance equipment can be changed or repaired in no time at all, Wood said. The tools that are used on the tire changer are conveniently stored close by.

"It is a great challenge to make all of our very diversified shop equipment fit nicely into our shop, while still being close by and handy for our service technicians to use with the least amount of wasted time," Wood added.

Need to organize slides? Try the Ross way

By KEVIN J. ROSS

Early in my career, I learned to document my work on the golf course by taking photos, or more specifically, slides. After several years, I had a lot of slides but no system of organization.

It was obvious that I needed a system that would allow me to easily retrieve the slides when needed, as well as file them afterwards. I went through many trials and tribulations before settling on my present method of organization.

My first system, was basically using the small plastic slide boxes that come with slides when they are developed.

I labeled the different boxes and filed the slides according to the label on top of the box. This method required searching for the correct box; finding the slide(s) in the box; and, finally, trying to recall which slides belonged in which box for refiling. I axed this method fairly quickly.

Method number two was suggested to me by a turfgrass pathologist who had many more slides than I did. He suggested purchasing clear plastic slide organizers and putting them into a three-ring notebook. Never doubting any pathologist's word, I gave it a try.

This method was a big improvement over the first, but still not as efficient as I thought it should be.

The third and final method came to me while browsing at a local department store. I noticed those little nut-and-bolt organizers for workshops, with little sliding drawers about the same dimensions of a slide, so I dug down deep in my pocket and splurged the \$10 to purchase one.

My idea was to use this organizer similar to a file cabinet. I labeled each drawer with a specific topic, such as bunker renovation, aerification, irrigation, wildlife, etc. Inside each drawer, I placed dividers that I also labeled on the top.

For example, the aerification drawer had dividers that were labeled greens, tees, fairways and other. To find a slide on greens aerification, I would go to the drawer labeled aerification and then to the divider labeled greens.

Each drawer can hold 110 slides and there are 18 drawers per unit for a total capacity of almost 2,000 slides.

I now own several of these units that contain my entire slide collection. This method has proven quite valuable in slide organization for me. If you are having trouble organizing slides, I think you will find this method easy and efficient.

If anyone has a slide organization method or experiences they would like to share, please contact *Golf Course News*.



Kevin Ross photo

Equipment donations help Florida's IFAS Research Facility

FORT LAUDERDALE, Fla. — An equipment donation from Nucrane Machinery will help the IFAS Research Facility here continue its research for Florida's turfgrass industry.

Presented to the facility to use for one year at no charge, the machinery includes a John Deere 2653 Utility Mower and John Deere 220A Walk Behind Greens Mower. Kent Busser and Rick Levy of Nucrane Machinery made the presentation to Karen Williams, a biological scientist at the IFAS Research Facility.

"We at Nucrane feel it is imperative to support the industry that supports us," said Busser. "We are very proud of the work that the facility has done in the past and feel this contribution will only increase their productivity."

Dr. John Cisar, associate professor at University of Florida-Ft. Lauderdale, said the equipment is already making "a world of difference in maintaining our turfgrass research projects. It is vital for us to have up-to-date equipment that requires less maintenance which in turn lowers costs, making our research efforts more efficient."

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Witteveen & Bavier's book simply 'magic'

By TERRY BUCHEN

Legendary golf business guru Gordon C. Witteveen, golf course superintendent at the Board of Trade Country Club in Woodbridge, Ontario, Canada, and Michael R. Bavier of Inverness (Ill.) Golf Club, have been friends for 25 years. They have been literally globetrotting

over the last four years teaching and instructing a crash course on golf course maintenance & agronomy appropriately called "The Magic of Greenkeeping."

"Our goal, right from the start, was to teach other greenkeepers the practical side of golf course maintenance/management, sharing our experiences with our

audience and interacting to get other practical ideas to share with everyone in attendance," said Bavier. "We teach four to five seminars a year worldwide, during the off-season, by sharing our ideas as we are two very experienced superintendents. The interaction with the younger seminar participants keeps new

ideas flowing in our teachings along with proven ideas that we have used. We love interacting with people from all over the world and have had good reactions from our seminar participants.

"We took the seminars one step further by writing this book to share all of the practical, common sense ideas, in a not too technical way, so course officials or golf course maintenance supervisors/employees could

learn from our experiences," Witteveen said. "I wrote about 90 percent of the book, after conferring with Michael, who also implemented and administered the book during its development. We are teaching what we think is the right way to perform golf course management in our book and while some people might not agree with all of its content it still makes for interesting reading."

The book has some great pictures that really help tell the maintenance story in each of the chapter titles, which include: Cutting Greens, Tees, Fairways; The Rough; Bunker Maintenance; Water; Fertilizer; Topdressing; Aerating; Spraying; Flagsticks & Tee Markers; Drainage; Seeding & Sodding; Traffic & Paths; Golf Rules & Maintenance; Trees; Landscaping; Managing People; The Tools; The Turf Care Center and most interestingly The Deadly Sins & The Super Supers!

Reading of The Deadly Sins chapter provides some insight into the superintendent's profession in the past and for the future as well. The Super Supers chapter gives a few examples of the best of the best.

While I was reading this book — which is easy reading, in a not too technical fashion — it seemed to flow nicely, from Witteveen's writing style from his many years of producing numerous magazine articles, making it fun to read in the linguistics of a golf course superintendent. Green committee chairpersons, assistant superintendents, maintenance employees & turfgrass college students will get a lot out of this book as this type of practical, common-sense information is not available in many other technical books currently available.

Reading this book is like being in a classroom with these two acknowledged superintendents, who will share many of their experiences with their constituents in a friendly and sometimes humorous manner. Of particular interest is when the book gets into a story telling mode, which makes the reader feel like he or she is talking with the authors. The authors' golf course management practices, at their respective clubs, are proven winners and their use of time honored maintenance traditions, while still using modern accepted practices, is well worth reading.

On a personal note, it is very gratifying to witness golf course superintendents writing books from the practical, experienced point of view, which is a great way to learn from "the school of hard knocks," while leaving a lasting legacy for future turfgrass managers to enjoy. Stanley Metsker, CGCS, started the modern trend of superintendents preserving their legacy in 1997, which I hope will continue.

GOLF COURSE NEWS BOOKSHELF

The Confidential Guide to Golf Courses

By Tom Doak

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

\$45.00, 400 pages, hardcover.

IPM Handbook for Golf Courses

By Drs. Gail L. Schumann, Patricia J. Vittum, Monica L. Elliott, Patricia P. Cobb

Designed for both novice and experienced superintendents, this field manual will help you understand and implement successful integrated pest-management techniques. Each chapter begins with a solid introduction, followed by step-by-step lists to aid in the field application of IPM principles to real-world situations. More than 150 photographs — 32 in color — along with informative tables and drawings illustrate the key points. Actual examples and success stories are presented by superintendents from across the United States to help you plan or improve your Integrated Pest Management program. Chapters cover Site Assessment, Scouting and Monitoring, Developing Technologies for Pest Management, Getting Started and Regional IPM Portraits as well as cultural, biological and chemical control strategies, and managing insects, diseases, nematodes and weeds.

\$54.95, 300 pages, hardcover.

Guide to Golf Course Irrigation System Design and Drainage

By Edward Pira

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

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

\$69.95, 400 pages, hardcover.

The Course Beautiful

By A.W. Tillinghast

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

\$34.95, 120 pages, hardcover.

Color Atlas of Turfgrass Diseases on Golf Courses

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

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

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

\$79.95, Approx. 250 pages, hardcover.

A Wee Nip at the 19th Hole

By Richard Mackenzie, caddie mgr., St. Andrews, Old Course

The 19th Hole. It's where most of the caddies go after they have entertained, guided and led a golfer around the Old Course. It is also where they get their next round of stories, passed down from generation to generation. This charming and entertaining book will do the same as your caddie: guide you, entertain you and pass the stories down to you that surround the world's most famous golf course. All of the old stories and wonderful anecdotes are revealed as if you are in the pub yourself. Caddies have always had a certain mystique in golf's lore and it shines brightly in this book.

\$18.95, 144 pages, case.

Destructive Turfgrass Insects: Biology, Diagnosis and Control

By Dr. Daniel A. Potter, University of Kentucky

Written in clear, everyday language, Destructive Turfgrass Insects covers the biology, diagnosis and control of virtually all of the insects and mites that attack warm- and cool-season turfgrasses. No other source provides as many practical and comprehensive management guidelines for use on golf courses, lawns and sports fields. Learn how to use insecticides effectively, while safeguarding human and environmental health. Examine the strengths and limitations of biological and chemical control techniques and the use of new biorational products. Dozens of sampling and diagnostic techniques are also discussed. This book has the answers on how to control white grubs, mole crickets, fire ants, ticks, other turfgrass-damaging pests such as moles and more. It features 235 high-quality color photographs and more than 200 illustrations.

\$65.00, 400 pages, hardcover

Master of the Links

Edited by Geoff Shackelford

Golf enthusiasts will love exploring the inner thoughts of golf's greatest architects. The "why" and "how" of course layout is analyzed so that each time a golfer plays a course, they can appreciate the design and strategy meant to challenge and charm. This unique and insightful material includes the old masters from Alister Mackenzie, A.W. Tillinghast and Bobby Jones to more modern architects like Pete Dye, Ben Crenshaw and Tom Doak. A classic work covering philosophy of the true Masters of the Links.

\$24.95, 256 pages, hardcover.

Human Resource Management for Golf Course Superintendents

By Robert Milligan and Tom Maloney

This practical guide provides basic management principles and techniques which view people as the most important asset in golf course management. Five basic management functions are detailed throughout the book, using everyday situations to illustrate the key points.

Designed to serve as a quick reference, or as a self-teaching guide, Human Resource Management for Golf Course Superintendents features numerous techniques and practical examples.

Every aspect of management is covered. Learn how to improve your planning abilities, build leadership and communication skills, maximize employee performance, select and train new employees, avoid the mistakes that cause low morale and poor performance, and conduct employee performance evaluations.

Use of the methods and principles presented in this book will ensure the effective management and operation of any golf facility.

\$34.95, 150 pages, hardcover.

Turfgrass Management Information Directory: 2nd edition

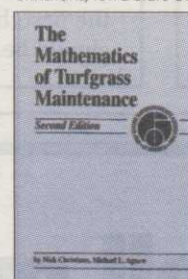
By Dr. Keith Karnok

A mandatory reference for all turfgrass instructors and practitioners, this second edition is completely revised, with six entirely new sections. Subjects include academic and certification programs; university and green industry contacts (complete with mailing addresses and telephone numbers); common turfgrass chemicals; scientific names; a glossary of turfgrass terms; conversion tables; instructional information, such as slide sets, videos and software; and lists of books on weeds, insects, irrigation, diseases and pesticides. A listing of diagnostic laboratories and soil-testing facilities is also provided.

\$34.95, 180 pages, softcover.

The Mathematics Manual of Turfgrass Maintenance: 2nd Edition

By Drs. Michael L. Agnew of Novartis and Nick E. Christians, Iowa State University



This book offers examples of the mathematical problems that golf course superintendents face and practical methods of solving them. Each chapter contains additional practice problems you can use to test your understanding of the material. The appendix includes answers to the practice problems and detailed descriptions of how to solve them.

\$35.00, 146 pages hardcover.

The Captain — George C. Thomas Jr. and His Golf Architecture

By Geoff Shackelford

The creator of Riviera and Los Angeles country clubs and author of the classic book, "Golf Course Architecture in America, Its Strategy and Construction," George Thomas has deeply affected the golf industry even since his death in 1932. Shackelford reveals the man behind the work.

\$35.00, 207 pages, hardcover, limited edition of 1,200 copies.

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Seay accepts Don Rossi Award for Palmer

By MARK LESLIE

ANAHEIM, Calif. — Saying "some of the accolades we get as architects start right in this room," Ed Seay stood in for Arnold Palmer who received the Don Rossi Humanitarian Award from the Golf Course Builders Association of America (GCBA).

A partner in Arnold Palmer Golf Design who has worked with Palmer since 1971, Seay told the annual GCBA banquet here that he first spoke to the organization in its fledgling stages in 1973. "Then you were not recognized much," he said. "Today you are not recognized as you should be — as the backbone of our industry — but pat yourselves on your back. You have made it. You're here and all of us architect and owners are very proud of your efforts."

In presenting the award in absentia to Palmer, outgoing GCBA President Paul Eldredge of Wadsworth Golf Construction Co. cited the Golf Hall of Famer as "the one who kicked off the game

of golf similar to Don Rossi kicking off our organization." Rossi was a founder of GCBA and served as its executive vice president when he died six years ago.

In a prerecorded, videotaped message, Palmer alluded to the approximately 200 golf courses on which he has been a design consultant and



said: "If there is anyone who appreciates a group of people more than I appreciate [you], I don't know where they are — because you have helped protect the integrity and the tradition of the game of golf. And I might add that I feel that you have an obligation to con-

Continued on page 41



Golf Course News publisher Charlie von Brecht (right) presents award to Bill Kubly

Landscapes' Kubly credits hardworking staff

By MARK LESLIE

ANAHEIM, Calif. — Golf Course Builder of the Year Landscapes Unlimited earned its award because of "the hard work of our staff," said its president.

Accepting the honor from Charles von Brecht, publisher of the sponsoring *Golf Course News*, Bill Kubly said his company "works hard all year to provide a quality product. I want to thank the architects, suppliers and distributors who help us all have this opportunity to have a wonderful livelihood."

President Howard Barnes accepted *Golf Course News'*

Best Small Builder of the Year Award for Quality Grassing & Services, and President Geoffrey Corlett accepted a special Honorable Mention Small Builder Award for Turf Drain, Inc.

The Builder of the Year Award has been presented for nine years and the Small Builder of the Year for two. Wadsworth Golf Construction Co., Paul Clute and SAJO as well as Landscapes Unlimited have won previous Best Builder honors. MacCurach Golf Construction was the first winner of the Small Builder citation in 1997.

Venturi puts maintenance into perspective, wins Old Tom Morris

By MARK LESLIE

ANAHEIM, Calif. — Golf course conditioning, not playing equipment, has created the biggest change in the game of golf, according to Ken Venturi.

Venturi, here to accept the Old Tom Morris Award from the Golf course Superintendents Association of America, told a press conference: "The courses are so perfect. [In the past] you had to have imagination. You had to create something that wasn't there. Now, look at Augusta National and you can putt on the fairways. That has been one of the greatest changes in golf. You can talk about conditions. That has made the game much, much different."

Saying he is inspired by tradition, Venturi spoke of Ireland and Scotland where "they play 'down' golf instead of 'up' golf."

"The ball is made to run," he said. "You can never make a green hard enough."

Irish and Scottish golf, he said, give the golfer multiple choices. "It allows you to use your imagination."

"Ask good shot-makers what they like," he said, "and they like GOLF COURSE NEWS

four things: small greens, hard greens, fast greens and narrow fairways."

He lamented that an entire field of golfers too often will play a hole in the same way. For that reason, for instance, Venturi doesn't like island greens because "they don't give you multiple choice... It doesn't give you the chance to protect a lead."

The annual Old Tom Morris Award honors individuals who have made a lifetime commitment to the game of golf, to promote the welfare of the game in a manner and style exemplified by the award's namesake, a four-time British Open champion and a golf course architect, groundskeeper and professional at Old St. Andrews in Scotland.

"Looking at the life of Ken Venturi you can see many parallels with the life of Old Tom," said outgoing GCSAA President Paul McGinnis. "They both met obstacles, and both overcame setbacks to find success on and off the course. Old Tom Morris had a passion for the game that he exuberantly shared with others so that they, too, could enjoy his experiences. Ken Venturi has

Continued on page 40

ADA an issue at GCSAA

By BOB SPIWAK

ANAHEIM, Calif. — As the future of tour golfer Casey Martin was being decided in an Oregon courtroom, a panel was discussing the Americans with Disabilities Act (ADA) at the GCSAA conference here.

As the lawyers argued in Eugene, the panel and attendees were watching a video news replay, headlined with, "Golf course cares more about grass than obeying the law."

The news replay was presented by Steve Gervais of Suncor Development Co. in Arizona, who was one of the panelists moderated by GCSAA Government Relations Counsel Cynthia Kelly Smith.

Other speakers included Greg Jones of the Association of Disabled American Golfers, Peggy Greenwell of the Access Board (a branch of the Justice Department), Jack Andre of the National Park Service, and Jerry Coldiron, superintendent at Lassing Pointe GC in Kentucky where a high profile situation involving a disabled golfer had recently been resolved (*GCN* December '97 and January '98).

Smith led the discussion with an explanation of the

Continued on page 40

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CIRCLE #155

Venturi

Continued from page 39

done the same thing. He has taught the game of golf to the modern world, whether doing special schools, or as a golf analyst on TV."

Telling Venturi the public has enjoyed the game through his words and actions, McGinnis said: "Although more than a century apart, there is no mistake Old Tom Morris and Ken Venturi share a special kinship as guardians of the game of golf."

While Venturi suffered a hand injury that ended his competitive career and missed out on the big paydays of modern times, he said: "I'm very fortunate... What price would you put on being able to dine with Bobby Jones and Francis Ouimet and having Byron Nelson take you under his wing, and having Ben Hogan say he would like to play with me when we play the Masters?"

He said he would like to see younger players "come up and introduced himself to an older player and thank them for being able to play today for the millions of dollars they make."

Other comments from the 1998

Old Tom Morris Award-winner:

- "I don't think I've ever played a round of golf when I wasn't humbled. I never played the perfect game. Golf is like humility. When you think you have it, you've lost it... It will teach you personality. By playing a round in competition with a person I can tell you a lot about them, about their business, their personality, how they handle life."

- Golfers are winning at

1998 GCSAA SHOW WRAP UP

younger ages today because there are no wars; and they can get points easier. "I missed three Ryder Cups because I had to wait five years to get enough points."

- "Today, someone makes \$2 million, and it's all relative. It's hard to make \$2 million when first prize is \$2,000. In 1958 I won four times and finished in the top ten 15 times and earned \$49,500... But today you don't get to sit next to a Gene Sarazen.

So it's all relative."

- "I don't think it will be an Olympic sport. We have our Olympics. I look at the Olympics as amateurs. I don't get a kick out of watching our professional NBA players winning the Olympics. That's no contest."

- "Match play will not survive over here [America] because of television. Television prevents you from having match play. If you and I are in the finals and they are

televising, and after 18 holes you have me eight down who's going to watch us play? That's the one key to match play. I've always loved match play, and that's one thing I missed as a pro."

- "Golf courses are becoming obsolete — like Marion... I would like to see a [distance] limit on the golf ball itself. And on equipment. We used to have a sweet spot the size of a nickel to hit an iron shot. Now it's the size of a lemon."

PRODUCT WRAP UP

Cushman shows Envirojet



Cushman's Envirojet

Cushman introduces its Envirojet 160 liquid injection system designed to deliver turfgrass pesticides, liquid organic fertilizers, wetting agents or polymers directly into the subsurface soil structure, at the root zone.

Because products are distributed directly from the system's tank into the soil, it virtually eliminates waste, personnel contact, run off, UV degradation, and surface and airborne contamination.

Mounted on a Cushman Turf-Truckster heavy-duty work vehicle, the Envirojet 160 utilizes high pressure pulses of water to create a small elongated hole on the turf surface. It creates subsurface fracturing, the patented "jetation" sequencing process, of up to six inches in diameter. This pattern allows for nearly 100 percent distribution of chemicals and other products within the root zone and soil structure, therefore providing effective results. For more information, contact 800-228-4444.

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Seay accepts

Continued from page 39

tinued to do that and to do it in the spirit that you have done — to build a golf course and build it correctly is very, very important."

Seay, a former president of the American Society of Golf Course Architects, said: "I don't know how to express to you what we members of the ASGCA feel about your talent, your commit-

ment, your dedication to your job. I've worked with half of you in this room and it is a tremendous feeling to know that you go after it the way you do.

"I hope that somewhere along the line every designer, every architect gives the builder the freedom of creativity. I've done a little over 300 golf courses now and I can't remember one course that was built exactly like it was drawn. The talent and the ex-

1998 GCSAA SHOW WRAP UP

pression of your shapers, foremen and superintendents on the job absolutely amaze me."

Because of environmental constraints, developers don't get prime land anymore, Seay said, adding: "We get the flood plains and the wetlands that you can't get into, which makes the job even tougher. I hope you always understand that we appreciate your problem-solving."

As two examples, he said:

- "Take Ryan Golf. They did a job, Boca West, in Boca Raton. From start to finish they moved 400,000 cubic yards of earth. We remodeled it from tee to green — every tee, every bunker, every fairway. We raised the whole golf course 3 feet. It was amazing. In 199 days they walked off, the job complete."

'There is nothing about the game of golf he [Palmer] doesn't think is sacred.'

—Ed Seay

- "We built 18 holes in the desert, moved 750,000 cubic yards of earth, landscaped \$3 million worth — trees, bushes, shrubs, cart paths, you name it. [Builder] Environmental Golf walked off in 155 days."

"You in the business understand what that commitment is, that drive to get that done," Seay said. "That's a wonderful, wonderful tactic—to take the talent you have in this room. That's what we're excited about: your commitment."

Referring to Palmer's statement that golf course builders are protecting the integrity and tradition of the game, Seay said: "He takes his job and his obligations to the game of golf seriously. You can't fail to catch his remark about obligations. He means that. There is nothing about the game of golf he doesn't think is sacred. He means what he says about tradition. And he wants people to realize how important it is to do your job, to hang in there no matter what and do your job.

"His words, tone and feeling haven't changed when it comes to tradition."

PRODUCT WRAP UP

Toro highlights new Reelmaster

The Toro Company introduced its new Reelmaster triplex trim mower with comfortable design, Toro-patented traction system and shifting reels that are significant improvements over reel trim mowers currently on the market.

The first innovation is Toro's patented Series/Parallel three-wheel drive traction system, which provides power to at least two wheels at all times. The second innovation is the ability to shift all three cutting units side-to-side, a total of 24 inches. For more information, contact 612-888-8801.

CIRCLE #202



Toro's new Reelmaster

powder formulation are low-odor in addition to being high-power. DYLOX. When you need it, you really need it. Isn't it nice to know it's there if you do? To find out more, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120. (800) 842-8020. <http://usagri.bayer.com>



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CIRCLE #104

PRODUCT WRAP UP

Jake puts 9016 in the spotlight

Jacobsen's new HR-9016 Turbo wide-area rotary mower was unveiled for visitors at GCSAA. The new, 16-foot-wide rotary mower with a 90-hp turbo-charged diesel engine and 4-wheel drive is Jacobsen's largest, most productive mower to date.

The HR-9016 Turbo features 4-wheel drive which is engaged whenever the "mow" switch is activated. The unit returns to 2-wheel drive when moving at transport speeds. On-demand 4-wheel drive is available for reverse. The mower is highly maneuverable, offering a tight 18-inch uncut circle for greater versatility and reduced trim time.

The new HR-9016 Turbo utilizes all-hydraulic drive to the three cutting decks to assure efficient, reliable operation with less service. There are no pulleys, idlers or belts. This all-hydraulic system is the same proven design Jacobsen uses on its market-leading HR-5111 rotary mower.

The three cutting decks — two wing decks and one out-front, multi-flex deck — are all rear-discharge type for even clippings dispersal. The out-front, multi-flex deck has five blades and follows ground contours to avoid scalping. The wing decks, with three blades each, are equipped with an energy-absorbing recoil system to prevent damage to the decks and frame. The height of cut range is from 1 to 5.5 inches. For more information, contact 414-637-6711.

CIRCLE #203

Terra releases GoldCote

Terra Industries Inc. has introduced new fertilizers with GoldCote, a polymer coating technology fertilizer. Terra's controlled-release fertilizers with GoldCote technology are available in urea, monoammonium phosphate (MAP) and potassium nitrate. The potassium nitrate fertilizer with GoldCote provides a balance of potassium and nitrate nitrogen needed for steady blade and root growth.

Other benefits of this balanced feeding package are improved turf quality and color as well as minimized waste and potential pollution caused by leaching and volatilization. It also reduces the salinity and potential burn common with the use of many fertilizers.

GoldCote is a multi-layered coating which has a predictable release rate controlled by soil temperature. For more information, contact 712-279-6000.

CIRCLE #204



Jacobsen's HR-9016 Turbo

Scotts ready with Contec

The Scotts Company introduced the Contec line of professional, controlled-release fertilizers. The Contec line also features consistent particle sizing which ensures more even product distribution and a more predictable growth pattern.

Contec Premium offers a high performance source of controlled-release nitrogen. The small particle size of Contec Premium disperses evenly at the short-

est greens heights, providing feeding with consistent, no-surge growth. Contec High Performance offers a product selection which produces greenup in all soil conditions, ideal for spring and fall or grow-in programs with both initial response and sustained slow-release nitrogen source.

Contec Complete Course is a nutrient solution for all turf areas due to its initial quick response combined with moderate, controlled-release characteristics. For more information, contact 800-543-0006.

CIRCLE #205

C R A B C

TAKE CONTROL WITH PENDIMETHALIN.

CRABGRASS CONTROL			
PRODUCT	Rate (lb ai/A)	% Control 97 DAT	% Control 129 DAT
PENDIMETHALIN 60WDG	3.0	97	97
PENDIMETHALIN 60WDG	1.5+1.5	98	98
BARRICADE 65WG*	0.75	100	100
DIMENSION 1EC*	0.5	99	99
TEAM .87 FG*	1.5+1.5	88	82

Ohio State University 1996

If crabgrass is a growing problem on your golf course, you're not using the right herbicide.

What you need is Pendimethalin.

No other preemergent offers a broader spectrum of control. Fact is, this high-performance herbicide

effectively controls crabgrass, most annual grassy weeds and many annual broadleaf weeds.

And Pendimethalin has excellent turf tolerance. University and field research studies have shown that Pendimethalin provides consistent, superior weed control—yet offers tremendous tolerance to warm- and cool-season turfgrasses.

Here's how it works: After Pendimethalin makes

CRABGRASS CONTROL			
PRODUCT	Rate (lb ai/A)	% Control 84 DAT	% Control 154 DAT
PENDIMETHALIN 60WDG	3.0	100	93
PENDIMETHALIN 60WDG	1.5+1.5	100	99
BARRICADE 65WG*	0.75	100	95
DIMENSION 1EC*	0.5	100	86
RONSTAR 2G*	2+2	97	24

Virginia Polytechnic Institute & State University 1996

P E N D I M E T H A L I N

PRODUCT WRAP UP

Ransomes presents new E-Plex

Ransomes America Corporation presents the new—Rest generation of the Ransomes E-Plex, the industry's first electric triplex greens mower. Named the E-Plex II, the mower's enhancements are specifically designed to boost productivity and performance. Like its predecessor, the E-Plex II is quiet, pollution-free operation makes it ideal for courses that are near residential developments.

Equipped with a powerful 48-volt industrial electric motor, the E-Plex II draws its energy from eight 6-volt

golf-cart style batteries. It can operate up to three hours on one full charge, allowing the operator to mow 15 to 20 greens—depending on terrain, temperature and distance between holes. Because it does not require a hydraulic system, oil, air filters, spark plugs, radiator or ignition components, unit maintenance is kept to a minimum.

The E-Plex II contains the following design enhancements: A patented pivoted center cutting reel that swings out from under the mower; the new cable steering system to help provide a high level of maneuverability; a speed regulator that maintains ground speed. For more information, contact 800-228-1444.

CIRCLE #206



Ransomes' E-Plex II offers three new enhancements.

R A S S ?

contact with the germinating weed seed, it disrupts the seed's biochemical processes, which makes the weed seed stop growing—and start dying—before emerging.

What's more, Pendimethalin works hard—and long. Through the entire season. That's because its low volatility and slow decomposition characteristics keep it active in the soil longer.

Pendimethalin also makes your life easier. You have the flexibility to spread it on as a dry granule,

CRABGRASS CONTROL		
PRODUCT	Rate	% Control 120 DAT
PENDIMETHALIN 60WDG	1.5	97
BARRICADE 65WG*	.48	92
DIMENSION 1EC*	.38	95
RONSTAR 2G*	3	92

Penn State University 1996

alone, or in combination with fertilizer products. Or you can use the sprayable formulations, available as a 3.3 EC, 60 WDG and 60WP.

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CIRCLE #112

AgrEvo introduces DeltaGard products

AgrEvo, a manufacturer of pest control products to the golf industry, recently announced its proprietary pyrethroid DeltaGard.

As golfers are becoming increasingly wary of the types and amounts of chemicals that are being released into their course and environment, use of low-dose insecticides is becoming the latest industry trend. Golfers are demanding that products with the lowest levels of active ingredient are used on the golf courses when chemical application is necessary.

DeltaGard is AgrEvo's brand name for the active ingredient deltamethrin, the most highly active form of the world's most potent and widely-used class of insecticides, call pyrethroids. Products containing DeltaGard can be used with exponentially lower rates of active chemical ingredient than the high-dose insecticides of the past because of DeltaGard's unique potency. For more information, contact 1-800-843-1702.

CIRCLE #207

Rain Bird unveils Cirrus central control

Cirrus, the newest computer-based central control system from Rain Bird's Golf Division, incorporates the latest state-of-the-art technologies for golf course irrigation management. Rain Bird's most sophisticated and advanced central control system, Cirrus, incorporates Global Positioning System (GPS) technology and Computer-Aided Design (CAD) to produce detailed on-screen course images.

Designed to run on the Microsoft Windows 95 operating system, Cirrus utilizes all of the features of the Stratus and Nimbus central control system series. Offered in two-wire satellite, wireless satellite and decoder configurations, the Cirrus software features a modular interface that allows Cirrus to control up to three communication technologies on a single course. For more information, contact 800-984-2255.

CIRCLE #207

ADA at issue

Continued from page 39

ADA and how it pertains to golf. Under federal law, public facilities must make every possible accommodation to handicapped persons in terms of architectural design as well as permitting the use of assistive devices. Architectural barriers must be removed provided the modifications are reasonable and cause

no undue financial burden of the facility and will not alter the fundamental nature of the activity. Kelly-Smith noted that more than 20 complaints involving golf courses have been referred to the Justice Department.

Jack Andre of National Park Service explained that his agency, a branch of the Interior Department, is designated by the Justice Department to examine and rectify complaints involving golf

courses. He zeroed in on the cart path rule which was the root of the Lassing Pointe controversy—a golfer with a heart condition sought permission to digress from the cart path and the course refused because the new turf was not ready to have cart traffic.

The law, said Andre, should be viewed, "... more in the sense of guiding principles..." and noted that to refuse any disabled golfer permission to go off the path puts

the responsibility on the course to demonstrate that the cart causes an undue burden on the course, a significant burden.

The lawsuit and publicity by Casey Martin, a Tour professional who sued the PGA to allow him to use a cart, has made more people aware of the ADA. According to Andre, "There are 49 million people out there with disabilities. Golf is entirely different from other sports. Any-

one can play the game and should be allowed to."

Jerry Coldiron, the Lassing Pointe superintendent, responded that the course had been voted the top course in Kentucky, in part because of its excellent turf, and that he had letters from both the United States Golf Association (USGA) and the University of Kentucky supporting Lassing Pointe's position of not allowing divergence from the cart paths until the turf had been properly established.

Coldiron said that to accommodate the golfer who filed the complaint, the county, which owns the course, offered to move the man's league to another municipal course 11 miles away.

Greg Jones, president of the Association of Disabled American Golfers (ADAG), disabled with polio since he was three, warned the audience that there is an aging population in the country, many of these with disabilities.

"We [ADAG] are advocates for the game of golf and the inclusion of everyone who wants to play," said Jones.

Suncor Development owns and operates seven courses in Arizona. Steve Gervais, vice president of corporate counsel, provided a video of an investigative news broadcast from the Phoenix area to point out the publicity attending conflicts between disabled golfers and courses.

A hidden camera followed a golfer with an artificial limb as he went from course to course seeking permission to use a cart on courses where overseeding had just been done. He was refused on several, which led to the headline about the course caring more for grass than the law (ADA).

Gervais pointed out that at two of the courses, the employees were new, and stressed the need for facilities to train all personnel in areas where ADA is applicable.

"How far can we go," he asked, "to determine if a golfer is truly handicapped? When is it permissible to deny carts off the path? During overseeding? When the ground is wet and carts make ruts?"

These and other questions have yet to be answered, and Gervais urged: "We need guidelines. We need assistance for uniformity on all courses."

Peggy Greenwell of the Justice Department's 30-member Access Board explained that her agency is responsible for establishing minimum accessibility guidelines for compliance with ADA. Based on the premise that the handicapped will use carts, some suggested guidelines are; breaks in the cart path curbing every 75 yards, ability to take a vehicle onto the teeing ground, and access to practice areas including hazards. On-course hazards, she said, did not have to provide access.

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CIRCLE #142



BRIEFS



SUBURBAN CLUB GETS FACELIFT

PIKESVILLE, Md. — The A.W. Tillinghast-designed Suburban Club of Baltimore County is undergoing a \$1 million improvement plan supervised by golf course architect Brian Ault of Ault, Clark and Associates. Improvements include new drainage with a holding pond on the 11th hole, recontouring fairways and converting them from ryegrass to bentgrass, rebuilding or enlarging tees, tree planting, bunker improvements, and a supplemental golf car storage building. Projects will be carried out over the next five years.

SNEVA BUILDS SECOND COURSE

LAVONDALE, Ariz. — Former Indianapolis 500 winner Tom Sneva has announced his newest golf course project, Coldwater Springs Golf Club here. "The site presents a terrific opportunity," said golf course architect Forrest Richardson. "We are basically taking a flat canvas and transforming it into a golfing roller coaster." Sneva's first project, The 500 Club, is located in north Phoenix and opened in 1990. Richardson has routed the 18-hole, par-72 course as part of a master drainage and floodwater system for the community. The course is expected to open for play in the fall.

DIABLO CREEK GETTING REDO

CONCORD, Calif. — The city of Concord has selected Golf Dimensions to provide development management and construction management services for the \$2 million renovation of the city-owned Diablo Creek Golf Course. Robert Muir Graves & Damian Pascuzzo Limited will design the renovation of the daily-fee course, originally built in 1963 as the Concord Municipal Golf Course. The design phase is scheduled for completion in May, and the completion of the renovation work is anticipated by October.

TOLL BROTHERS BUSY BUILDING

HUNTINGDON VALLEY, Pa. — Toll Brothers, Inc. has formed a joint venture with Aera Energy LLC, California's largest oil producer, to initiate development of an 840-acre community in northern Orange County, which will include more than 2,100 lots and a 200-acre public golf course. Toll Brothers spokesman is in various stages of design, planning or construction for master-planned communities in New Jersey, Pennsylvania, Virginia, North Carolina, Florida and Michigan.

Flat pipe a money-saver in greens construction

COLUMBUS, Ohio — Operating on the philosophy that it is more profitable to reduce expenses through innovation than by cheapening the product, a growing number of golf course projects are installing or remodeling putting greens with a new drainage technique.

The key ingredient is a flat, perforated corrugated plastic pipe called AdvanEDGE, made by Advanced Drainage Systems, Inc. (ADS) here. Developed in 1988 as an edge drain to be installed vertically alongside highways, AdvanEDGE reportedly has about twice the soil contact area of 4-inch round pipe, and will collect and drain water almost twice as quickly.

In the early 1990s, football stadiums began laying the pipe horizontally under the playing turf and found that this accelerated water collection from heavy rainfalls. The concept has since spread to other recreational areas, and now golf courses.

Continued on page 46



One of the earlier Hurdzan-Fry greens showing ADS AdvanEDGE pipe installed horizontally on the sub-base.

Atlantic City takes aggressive golf tack



Stephen Kay-designed Blue Heron Pines is part of Atlantic City's package.

By JOHN TORSIELLO

ATLANTIC CITY, N.J. — Atlantic City is known for its casinos, the Miss America Beauty Pageant and saltwater taffy. If the Greater Atlantic City Golf Association (GACGA) gets its way, the city and surrounding area will be known also for its golf courses.

The association is in the midst of an effort to attract golfers and grab a higher profile for its eight members: Sand Barrens, Harbor Pines, Blue Heron, Cape May National and Mays Landing golf clubs, Brigantine Golf Links, Great Bay Resort and Country Club, and Seaview Resort. The group is aggressively marketing stay-and-play packages, some in consort with casinos and hotels in the area. While a few casinos have bought into golf as a selling point, the owners of most of the city's gambling establishments have yet to embrace the game as a means to lengthen the time visitors stick around the city.

The reason? An old fear that anything which takes gamblers out of the gaming rooms is bad for business.

Despite the reluctance of some casino owners, GACGA

Continued on page 47

QA Ross Watson to keep foot in Asian door

INDOOROPILLY, Queensland, Australia — Ross Watson is a past president of the Society of Australian Golf Course Architects and one of GCN's first sources for background on Australia and Asian course development. GCN recently spent a few minutes with Watson to discuss the recent downsizing of his Malaysian office and how he sees his architecture business riding out the waves of the current economic storm. The smart money, said Watson, will be poised and ready when the inevitable recovery comes around.

Golf Course News: As an architect who has used Asia as a primary target, can you give us a snapshot of the Asian market from where you sit today?

Ross Watson: We've had an office in Malaysia for about 4 years or so. In fact, I lived there three years up until a year ago. Just a few weeks ago we downsized that operation significantly, obviously due to our read of the economic situation. Projects were, virtually, overnight, being put on hold or canceled. We made a major effort there building our niche in the market, and frankly we were looking forward to finally reaping some rewards. And then this happens. So, from where I sit, I see four years of hard work and not much to show for it at this point of time.

GCN: What did you have to do to achieve this downsizing?

RW: We went from six people, like a year ago to, say, one and a half now. We've got one local person that's full time just keeping the thing going — paying the bills, trying to collect money.

My partner or I may go up as necessary, probably a couple of weeks per month, just to finish off some projects we've been working on that have now virtually finished, so in that way we're fairly fortunate because even in this bad market and this bad economy, we'd probably be the only golf designers that are bringing on new projects in the Johor Bahru region right now. So what that means to us is that there will be no other golf courses coming on there in the next year or two so they'll only be able to talk about that one. And if things turn around, well, maybe that'll be good for us.

GCN: A lot of people in the industry are telling us to sit tight and wait for another two years and we're going to see things slowly get back on its feet. Is this your read?

RW: Whether it's two years or five years, I couldn't

Continued on page 54



Ross Watson

Flat pipe

Continued from page 45

Dr. Michael Hurdzan of Hurdzan-Fry Design here first adapted this product to the unique requirements of putting greens. David Whelchel, a project manager with Hurdzan-Fry, said anything that will make greens better and less costly to build will have bottom-line benefits to course managers.

"The flat-pipe idea just made a lot of sense to us," he said. "With its bigger surface area, it does a better job of taking water out of the bottom of the all-sand California green profile than conventional round pipe and gravel."

But the main reason the flat-pipe technique is attracting attention, according to Whelchel, is that "it saves a lot in construction costs. Although the material cost of AdvanEDGE is higher than round pipe, there are no trenches to be dug, no gravel backfill to buy, and no trench spoils to dispose of."

"Our experience," he said, "shows that the installed cost of flat pipe is about half the cost of traditional drain pipe, maybe even less. This can add up to \$30,000 to \$40,000 in savings for 18 holes."

The first Hurdzan-Fry course to use flat pipe was Westwood Plateau in Vancouver, British Columbia, Canada. Others include Widow's Walk in Scituate, Mass., and Tall Woods by the Sea in Forster, New South Wales, Australia.

AdvanEDGE pipe is normally sold with a geotextile fabric wrap to filter out soil fines. If the greens mixture and surrounding soils are relatively free from migratory fine soils, Hurdzan-Fry permits the pipe to be installed without the filter wrap. ADS can produce the pipe with narrower "sand slot" perforations, an option Hurdzan-Fry normally recommends.

ADS also offers a standard line of couplings, tees and wyes designed specifically for horizontal installation of AdvanEDGE pipe, along with standard round outlet pipe and other accessories for the golf course construction industry.

Several construction companies in the Midwest report positive results with flat piping. In St. Louis, Jack Litvay Management and Construction has built 50 such greens, and plans to try the same idea with bunkers.

"We started our construction business three years ago," said Litvay, "and my son (who has a degree in finance) said we were spending too many hours digging trenches for drainage pipe. I talked with Mike Hurdzan, got some AdvanEDGE, and it's really made a difference. The bottom of the green is easier to form,

and two men can tile five greens in a single day."

Pete Van De Hey, owner of Mid-Valley Golf Course in DePere, Wis., heard about flat pipe at a Hurdzan-Fry seminar in 1996. Doing virtually all the work himself, Van De Hey added a third nine holes to his course, each with a California green over the AdvanEDGE pipe.

"I believe we saved about \$35,000 over the cost of USGA

greens," he said, "and it is draining well. We were able to cut the greens to 1/4 inch just two months after seeding... the roots were down 10 inches. I've never seen turf come in so fast."

After 30 years of building courses around the country, Salyers Golf Construction, Inc. of Galena is installing its first flat-tiled greens at Dornoch Country Club in nearby Delaware, Ohio. Kenny Holmes, vice

president of Salyers, said it took a little getting used to.

"At first, we didn't see that we were saving that much time with the flat pipe, but as we got into it, it became obvious that this was going to save the owners money," he said. "We were using fewer people and less equipment because there were no trenches and no spoils to haul away. The sand installed in the greens cavities was a California blend, and was clean

enough so that we could eliminate the filter wrap on the pipe."

Whelchel at Hurdzan-Fry said AdvanEDGE has already proved it self as a genuine way to improve the playability of putting greens at a far lower cost.

"We're working with the USGA to keep golf affordable for average-income people," he said. "Finding imaginative new ways to use existing products is a good way to help achieve this goal."

A FEW WORDS ABOUT NEW CHIPCO ALIETTE SIGNATURE.

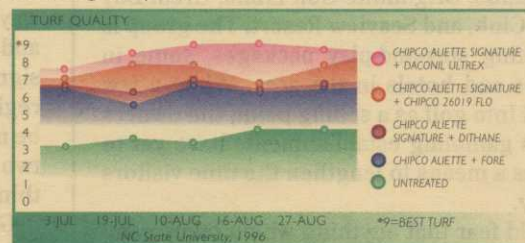
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Atlantic City

Continued from page 45

President Teddy O'Keefe says the marketing effort is working. Golf package bookings for the association's courses tripled in 1997 over the previous year, she said. While visitors' length of stay was two days involving three rounds of golf before the marketing push, that has increased from

three days and four rounds a stay.

"We've been doing this for three years and we said it wouldn't be until this year before we saw results," said O'Keefe. "We have a great opportunity ahead of us. Five years ago we couldn't have done this. But there have been three new courses built (Sand Barrens, Blue Heron and Harbor Pines) in the last couple of years and upgrades at the other courses."

She continued, "We've had help from some of the casinos and the non-casino hotels, and the convention center people are all for promoting golf. They see it as a carrot to hold in front of people to get them to book rooms. With most of the casinos, it's been a difficult job getting the message across.... They've been slow to get on board."

The nation's major gambling destination, Las Vegas, has seen

golf becoming part of its recreational image the past couple of years. Some 10 new courses have been built in the desert in recent years, bringing the total to 30, and more are under construction or on the drawing board. While Vegas casino owners weren't initially eager to have gamblers trade tokens for 7-irons, they have come to realize that golf, along with shopping, dining, tennis and water sports,

is a way to keep customers around for a week or more, said Rob Powers, public relations director for the Las Vegas Convention and Visitors Authority.

"The mindset of the casino operators has changed 180 degrees in the past 10 years," he said. "Where once it was heresy to encourage anything that would take customers out of the casino, now we see ourselves as a full-service resort destination. And golf is an integral part of the equation."

Powers said golfers are just the type of free-spending customers casinos are looking for.

"Golf, of course, provides good demographics," he said. "Golfers fit right in. They usually like to gamble and spend money and that's the type of person the casinos want."

While the colder climate may prevent Atlantic City from ever rivaling Las Vegas as a golf destination, the area nonetheless has a sound group of courses to attract players. Blue Heron Pines and Harbor Pines were designed by Stephen Kay. A second course is planned for Blue Heron. Sand Barrens was opened last year and architect Dana Fry attempted to create what he termed "a public Pine Valley," with tree-lined fairways, vast scrub bunkers and huge undulating greens.

Seaview Resort has two courses tucked into its 670 wooded acres bordering Reeds Bay. The Donald Ross Bay Course hugs the shoreline and offers superb views of the Atlantic City skyline. It will host the Ladies Professional Golf Association's ShopRite Classic this year.

Brigantine Golf Links was patterned after the great Scottish courses, Mays Landing is nestled in the pinelands outside of the city, and Greate Bay Resort, designed by Willie Parks in the 1920s and redesigned by George Fazio in 1978, is located on 160 acres overlooking Egg Harbor.

Cape May National has received plaudits for its blend of golf and nature. It is built around a 50-acre nature preserve where egrets lounge in ponds and breezes blow across tall grasses.

"We've been working hard to get the word out that we have quality golf here," said O'Keefe. "We have been advertising and circulating an eight-page newsletter. We have an agreement with Spirit Airlines to place our mailings in the seat pockets of their planes. With Hilton recently buying Atlantic City Country Club and [Mirage Hotel and Shadow Creek Golf Course owner] Steve Winn looking around, there's no doubt that golf will become even a bigger part of the Atlantic City experience."

"It takes time and we don't have a magic wand. But we will be a part of the city's future," O'Keefe promised.

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CIRCLE #110

The First Tee

Continued from page 1

YMCA. The YMCA, YWCA, Girls and Boys Clubs and Police Athletic League, who are all supporting the project, agreed with Tattersall. But to no avail.

"It was a three-ring circus," Tattersall said of the meeting, at which his proposal never got to a vote.

So when the city administration backed off, the Richmond

First Tee Foundation quickly went to Plan B: They met with representatives of Chesterfield and Henrico counties whom, George said, are "very interested in working with us."

With an anxious eye toward the clock, they began looking at possible county sites for the facility on Feb. 27. Henrico County wraps around the east, north and west sides of Richmond, while Chesterfield is to the south.

To be open next Memorial Day, when schools close for the summer, George said he has "to put a spade in the ground in May. I have to be able to sprig or sod the Bermudagrass by Aug. 15. And I have to plant the bentgrass greens by Sept. 20."

Tattersall put into perspective the importance of being the first project to be developed. "Realistically," he said, "the PGA Tour the World Golf Foundation will

provide more celebrities and more public relations for the early sites. I haven't been told that directly, but people like Tiger Woods and [Honorary Chairman] President Bush will probably be more likely to go to the first site than the 100th."

"We've been dedicated to being not one of the first sites, but the first developed site," George said. "We know the First Tee program will adopt some old

courses and maybe refurbish them. We know there are some facilities that are suffering around the country at which the PGA Tour may step in and take over. But we wanted to be the first one specifically developed for First Tee, with First Tee guidelines, and we are committed to that goal."

Indeed, Tattersall has organized a Richmond First Tee Foundation board of directors that includes the Tour's Wrenn; Bill Goodwin, previous owner of the Hogan Co; Vinnie Giles, the lead agent for Pros Inc. who represents Tom Kite, Jason Leonard and Davis Love III; Bob Ukrop, who runs the area's largest grocery chain in the area; Bootie McGurn, the champion of the Richmond city golf tournament; and several local businessmen.

The First Tee Program has been organized by the World Golf Foundation to pull young people into the game. For Tattersall, a money market investment specialist, there are two reasons for involvement: his love for children and civic pride.

For George, a golf course architect who is donating his design fee, involvement in the nation's First Tee course is "a source of pride ... an opportunity to bring light on my city, my home, to do something for kids that could possibly be a foundation or building block for other programs."

For Wrenn, the PGA Tour golfer and color broadcast analyst, it means giving his time and design consultant fees to perform public relations and run clinics.

It does the project no harm that PGA Tour Commissioner Tim Finchem is a graduate of the University of Richmond. The Tour has committed to raising \$1 million apiece from 50 donors to provide seed money for First Tee sites. The Richmond group hopes to take advantage of those funds.

First Tee administrator J.D. Daniel had told Tattersall's group that it is "way out in front" of the other projects as being the first First Tee on line. The city's decision Feb. 23 may have put that position in jeopardy. But Tattersall and George still expect to be out front in the race.

"At this point, the city has no interest in helping us," Tattersall said, "but the counties have total interest."

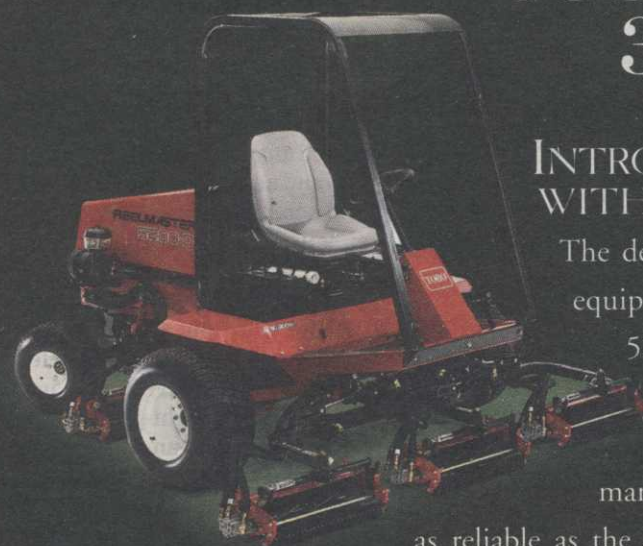
"We will be successful," George declared. "Fred Tattersall and his board will make this happen. He has already raised the money. We have the support of the Ys and Police Athletic League. We have two counties very interested. And it is the right thing to do."

"We will have the pilot First Tee program."

Deputy City Administrator George Kolb, who led the campaign against the Richmond First Tee Foundation proposal, did not return phone calls made by GCN.

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Reaching out

This package of stories is the first of an ongoing series covering new initiatives and projects developed to bring new golfers into the game, particularly youths and minorities. People wishing to submit projects, or stories for consideration should contact the editorial department of *Golf Course News* at 106 Lafayette St., P.O. Box 997, Yarmouth, ME 04096; tel. 207-846-0600; Fax 207-846-0657; e-mail: mleslie@golfcoursenews.com.

Minority Golf Assn. moves ahead in Miami

MIAMI — Don Childs Associates has been awarded the master planning and design contract for the development of a new golf training academy here that will be the teaching and training headquarters for the Minority Golf Association of America (MGAA). The project site is approximately 108 acres in North Miami, minutes away from the new Joe Robbie Stadium.

Owned by The Jupiter Group, the site

Continued on page 50

DEVELOPMENT

Wadsworths bankroll \$3.5M for inner-city juniors, handicapped

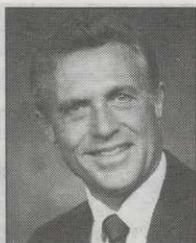
By MARK LESLIE

PLAINFIELD, Ill. — Concerned with the growing menace of crime in the country, Brent and Jeanne Wadsworth of Wadsworth Golf Construction Co. here, have created the Wadsworth Golf Charities Foundation to support programs for junior and handicapped golfers.

"The thrust here," said Brent Wadsworth, "is supporting the development of facilities that offer opportunity to the handicapped, youths and others who otherwise wouldn't have the chance to use them. At the same time we want to help channel people's spare time into an area of self-improvement rather than crime."

An outgrowth of the Wadsworth company's 20-year-old in-house Social Responsibility Program, the foundation has already helped fund three programs:

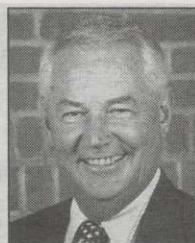
- Giving a grant to help with the purchase and capital improvements for The Children's Course near Portland, Ore. The programs will teach technique and help youths develop positive character



Brent Wadsworth

qualities, relationship skills and a larger perspective on life.

- Donating \$50,000 to the Chicago District Golf Association (CDGA), which will operate a program in connection with new The Youth Links adjacent to the 27-hole public Cantigny Golf Course. Wadsworth built the 9-hole course, which features holes of 90 to 160 yards over 20 acres. When it opens around July 1, The



Richard Slagle

Cantigny Foundation-owned facility will give priority to young people, allowing adults to play, but not when children are waiting.

- Contributing to the U.S. Golf Association's "For the Good of the Game."

With Wadsworth's funding, the CDGA's Junior Golf Program will bring in five groups of 30 inner-city girls and boys for three-day clinics.

"In many instances," Wadsworth said, "we don't have these types of facilities in the inner cities and even the rural areas. We have to spruce up the opportunities that exist."

Continued on page 50

THE ROBIN HOOD CONCEPT

Robbing from the rich to help poor

BOISE, Idaho — Robbing from the rich to give to the poor is the legacy of Robin Hood. Now the Robin Hood Executive Course being built as part of Cloverdale Golf's 54-hole development here will use that philosophy to foster junior golf.

Owner HansGeorg "Hans" Borbonus explained that the idea came about because "we are going to rob from the rich (the North and South courses) and give to the poor (the Robin Hood course)."

"This way we can subsidize the course and hopefully offer free green fees to any junior who wants to play."

Borbonus said he will form a non-profit organization to run the Robin Hood track and to organize tournaments and functions for area youths.

The golf courses will be built in stages with the North Course first, followed by the South course and the Robin Hood Course. Grand opening for the North is scheduled for fall of 1999. This course will feature a granite rock theme throughout the golf holes, walls,

Continued on page 51

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Wadsworths back special projects

Continued from page 49

The foundation has a \$3.5-million bankroll the Wadsworths hope will grow. "We want to embark on a fund-raising campaign over the next two or three years," Wadsworth said. "We don't know where this will take us. We just know it will work to the benefit of humanity."

Besides the Wadsworths and Wadsworth Golf Construction Co., there are other contributors to the fund, he said, "including family and friends who support the foundation's mission."

"We welcome anyone to donate if they have the same goals," said foundation Executive Director Richard W. Slagle, a communications expert and longtime friend of the Wadsworths, who will operate the foundation out of his Middletown, Ohio, offices.

Saying he, his family and his business have been affected by crime, Wadsworth said: "I've been very upset about this. So I've tried to couple my involvement in golf with my concern for crime in some way to provide what I consider important extracurricular activities."

He said he and Jeanne "wanted to combine our ability to help in terms of assets. And if we are able to put some of our lives into

helping even one person to avert a life of crime, we will be blessed."

Slagle said they will look to identify and direct grants to organizations that offer positive programs designed to provide cultural youth education and special-use golf facilities.

"A lot of our money will be

seed money with local communities to match funds to create programs," he said.

Wadsworth sees golf as a potential positive influence for youths who otherwise might choose crime.

"Golf does do that," he said. "Golf occupies the mind to a great extent, and it takes time,

and it's a way to vent emotions, to go after things with speed and power and all those elements of life. It's a mystery. And it provides risk-taking which, in a way, is why much crime is committed."

"If we can channel those undesirable characteristics into the sports world, I think we will gain in getting people off the streets. Golf has to offer them the same risks and elements of life — and

I think it does, more than any other sport. Other sports are generally team-oriented, whereas an individual can play golf. It's an easier access to what we are trying to accomplish."

Beyond the youthful years, he said, golf is a game for a lifetime.

Interested people can reach Slagle at 3201 Milton Rd., Middletown, Ohio 45042; telephone 513-424-3701; facsimile 423-4388.

Minority Golf Assn. busy organizing

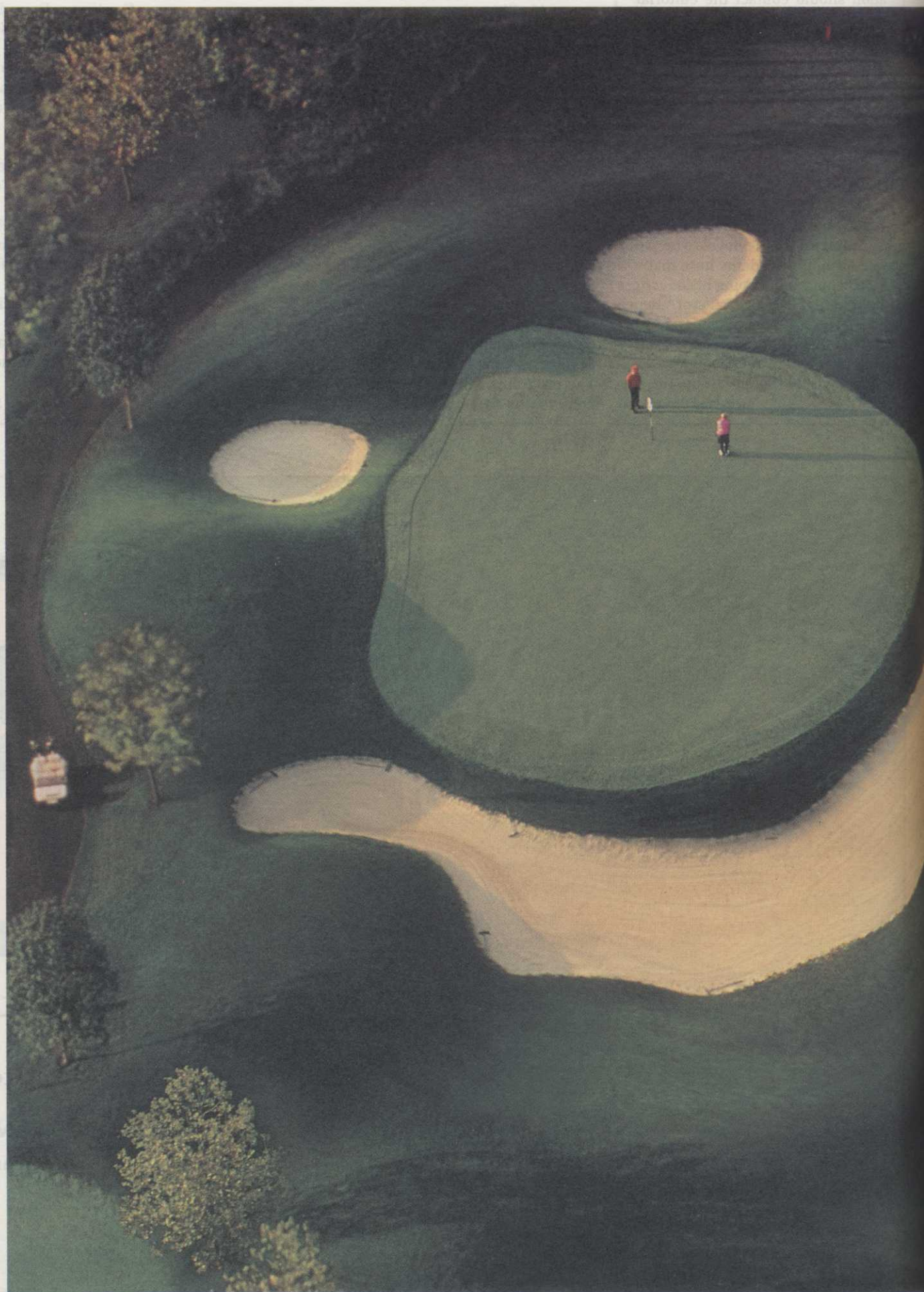
Continued from page 49

will also feature 250 residences.

MGAA Director John David has been an active proponent for various golf programs and teaching facilities. Programs are in place in New York, Dallas, Tampa, New Orleans, Louisville and New Jersey. The facility here will feature a practice range with 50 tee stations, a four-hole training course with one par-3, two par-4s, and a par-5, a nine-hole short course, and putting and chipping practice facilities.

The MGAA will use the facility to train minority teaching professionals, develop special programs and activities to support allied organizations such as the PGA, and train aspiring minority golfers. The academy plans to house 30 to 35 people.

"This will be the pilot site in which we have an opportunity to develop golf programs for youth residing in urban areas effectively," David said.



Nat'l Assn. of Junior Golfers ushering in 'Junior Golf Decade'

It's cool — and big business is taking note. Junior golf is striking courses around the globe, crossing socio-economic factors and bringing the sport into neighborhoods worldwide. More than offering youths new alternatives for their free-time, the sport ranks high in the "coolness" factor.

The trend-setting youth market is speaking and corporations are listening to the consumer group which is known to spend \$100 billion annually.

"What's happening right now is for real," said Steve Jubb, director of the PGA Foundation. "It is changing the game of golf before our eyes and its changing

golf for the better. But as an industry, we must face the challenges that are brought with the wave. Our challenge is to provide opportunities for everyone, everywhere to enjoy this great sport."

Whether considered the "Tiger Effect" or an idea that has met its time, the coming decade

is being termed the "Junior Golf Decade." Throughout 1997, more than 2.7 million U.S. boys and girls, ages 5-18, participated in the sport.

Corporations around the country have begun to tap into a market that plays a major role in family buying decisions, with most purchases based on brand

name insistence by these kids. Sponsors know that positive buying experiences in youth translate into adult brand loyalty.

Junior golf projects are receiving support from some of the sport's big names such as the USGA, the PGA and LPGA. A group call the National Association of Junior Golfers (NAJG) has been uniting corporations with junior golf programs and organizations across the country, serving as the network for junior golf and corporate marketing efforts. In fact, in 1997, NAJG initiatives reached an estimated 1.5 million youth.

"The National Association of Junior Golfers is able to provide services to youth and junior programs as a direct result of corporate support," said Executive Director Tom Griffin. "The NAJG has an immediate need to develop more corporate relationships that will enable us to carry on our service to children worldwide."

Tournaments such as the Pepsi Little People's Golf Championship are expanding annually and proving to be popular venues for business marketing. Whether supplying products and services or contributing funds to a program, junior golf ventures have become the latest way for corporations to reach a market that until recently had remained relatively untapped.

"The NAJG offers a great opportunity for Sanford to capitalize on our flagship's brand 'Sharpie' marker while supporting and helping young people broaden their experiences through the game of golf," said Robert S. Parker, president of Sanford, on the company's involvement with the NAJG.

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Robin Hood

Continued from page 49

streams and bridges. The highlight will be an abandoned gravel pit where two golf greens converge, separated by a 50-foot waterfall and pristine lake.

Construction features include a five-lake circulation, with beautiful streams serving as overflows. One pump circulates water from the lower lake to the waterfall and the rest is done by gravity.

The South Course and Robin Hood Course are in the design stage. The length of the North Course is over 7,200 yards, and the South Course will be more than 7,100 yards from tip to tip.

The project began to take shape last May when Borbonus hired Rob Huff, a former PGA European Tour professional from the OB Sports operation of Angel Park Golf Course in Las Vegas. The design was created by Cloverdale Nursery and Dan Whiteside and Russ Dillon.

Pine Valley neighbor to sport Fazio-designed, daily-fee counterpart

By MARK LESLIE

PINE HILL, N.J. — Operating on the premise that "golf is a passion," entrepreneur Eric Bergstol is about to build a golf course in a borough neighboring the world's acknowledged best course, Pine Valley. And it will be designed by the man many consider the best mod-

ern-day architect, Tom Fazio.

"Pine Valley is unique to anyplace in the world," said Bergstol, whose Bergstol Enterprises has built a number of residential and commercial projects and began building golf



Tom Fazio

courses in the 1980s. "It's spectacular. We hope that because of Tom Fazio we can have a spectacular public course — something that will interest people and give those who can't play Pine Valley, the feeling of it."

Of the new course, Pine Hill, Fazio said, "The object is to build a course as good as anything there is — a modern-day Pine Valley for modern golfers."

Pine Hill, Bergstol said, "is different but the same" from its famous neighbor less than a mile away.

"One thing that's spectacular

on this property," he said, "is that from its highest point you can see right into Philadelphia. Pine Valley is on the other side of the hill, in the lower end... Pine Valley is considered one of the toughest courses in the world. We can't do that with a public course. You can create similar features, but you're going after public golfers. Tom does this better than anybody in the world. He makes it look difficult but play fair, giving you beauty and aesthetics but not killing you. That's Tom Fazio's gift to golf."

"Because the environment is the same," Fazio said, "Pine Hill has sandy ridge property and has the same type of trees, same sand, same percentages of elevation changes. So you look at the playability characteristics, how you fit them for public course players as well as being concerned about operations, number of rounds of play, hazard placement and degree of difficulty."

"One thing not many people consider when they think about Pine Valley is contour of the greens. They are very strong. And we won't have penal bunkers and unraked bunkers like Pine Valley's."

While Pine Valley has one set of tee markers, Pine Hill will probably have five, Fazio said.

Bergstol, whose company was part of the development team at the Fazio-designed Hudson National, built and owns New Jersey National adjacent to the U.S. Golf Association's Golf House headquarters. He first built Minsceongo Golf Club, a private facility in Pomona, N.Y., 10 years ago.

"Golf is a passion," Bergstol said. "If you're a developer and building roads and buildings and blacktop — and everything's straight and flat — and you have the opportunity to build a golf course and use a bulldozer, it's like you're painting with a dozer. I take a lot of pride in it."

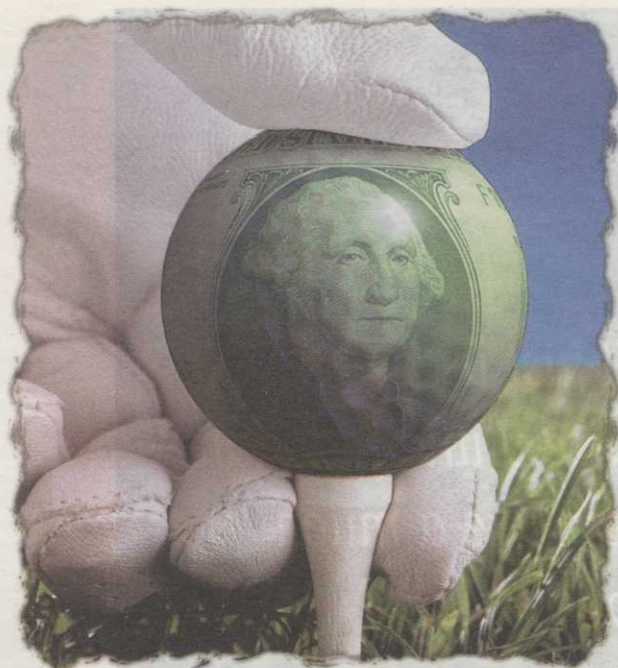
"I love nature and golf courses that are natural, beautiful and challenging. I'm a one-handicapper and I like being involved in all aspects of it."

The Pine Hill property was once an amusement park and ski area sporting a 100-foot drop, Bergstol said, adding the property will be "all-golf" using all the 270 acres.

The developer is in the midst of the permitting process and expects to begin construction in a year. He is staying busy in New Jersey, building Pine Barrens golf course in Lakewood.

Meanwhile, the only other New Jersey project on Fazio's resume is the acclaimed Galloway National and his designers are jockeying for position to get involved in Pine Valley's neighbor.

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The American Society of Golf Course Architects (ASGCA) will present the 1998 Donald Ross Award to Judy Bell, president of the United States Golf Association (USGA).

The Ross Award, which is presented annually to an individual who has made a significant contribution to the game of golf and the profession of golf course architecture, will be given to Bell at a banquet on April 27 at Riviera Country Club in Los Angeles during the 1998 ASGCA annual meeting.

Bell to receive Donald Ross Award

"Judy Bell has devoted many years to the selection and preparation of tournament sites," said ASGCA President and long-time friend Alice Dye. "Her work in the USGA's selection process that presents great golf courses for tournaments has helped millions of people, especially those watching on television, appreciate the artistry of golf course architects. Her appreciation of good strategic design is

rooted in the game of golf that she plays so well and loves so much."

In 1987 Bell, of Colorado Springs, Colo., became the first woman named to the USGA Executive Committee. She served as USGA treasurer in 1991, secretary in 1992-1993 and vice president in 1994-1995 before being elected president in 1996.

As president of the USGA, she oversees golf's governing body in this country. She

is in charge of directing its professional staff and more than 1,200 volunteers.

An excellent amateur golfer, Bell won the Broadmoor Women's Invitation in 1957, 1958 and 1960. She was twice chosen for the U.S. Curtis Cup team (1960 and 1962), and served as captain in 1986 and 1988.



Judy Bell

Maurer creates design company

HOPEDALE, Mass. — Howard Maurer, a land planner and golf course architect with more than 15 years of experience, has formed Howard L. Maurer Golf Course Architecture and Land Planning, with company offices at 18 Hammond Rd. here.

Maurer has worked on 145 proposed projects in the golf, resort, residential and commercial real-estate development. His services will include golf course and practice facility design, golf/residential and golf/commercial real-estate master planning, and assistance with permitting activities for both golf and real estate-related projects.



Howard Maurer

For the past 15 years Maurer has been associated with Matarazzo Design of New Hampshire and Cornish, Silva and Mungeam of Massachusetts. As project manager, senior project manager and design director for Matarazzo Design, he supervised the design of golf/real-estate projects and represented clients before municipal planning boards and conservation commissions. As a design associate for Cornish, Silva and Mungeam, he represented the firm in design, permitting and construction administration activities with more than 45 clients.

An alumnus of State University of New York College of Environmental Science and Forestry at Syracuse, Maurer is also a graduate of the Winter School for Turfgrass Managers at the University of Massachusetts in Amherst.

He is working on the design and planning of an integrated golf and housing community in Rhode Island; a par-3 golf course on the Massachusetts/Rhode Island border; a large-scale, master-planned resort and vacation community with potential for multiple golf courses in western Massachusetts; a practice facility addition and master planning for Wayland (Mass.) and bunker renovations at Hopedale (Mass.) Country Club.

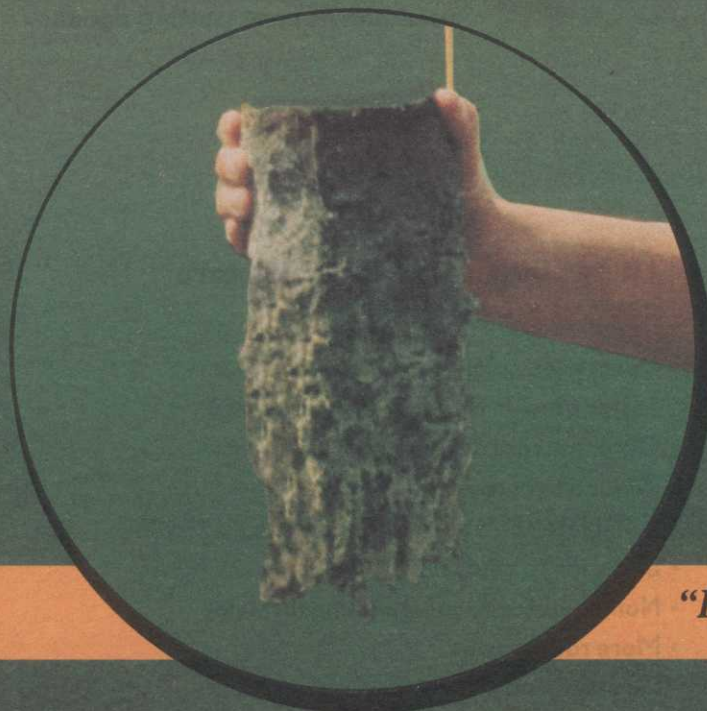
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CIRCLE #133

Q&A: Watson

Continued from page 45

possible put a finger on that. But you know, everybody you talk to says just wait for six to twelve months, then 12 months to a year. Some of them are rather pessimistic in saying it could be five. One needs a crystal ball, actually. The bottom line is that you're either going to set yourself up to give the market away

or you can position yourself so they you can be ready for when the market gets going again. That's what we'll try to do.

GCN: How do you plan to do that?

RW: Well, we do have an office there. We've just moved it across the road into a very small area. The local person that we've had on staff for four years continues to work for us ... so we can finish those couple of projects

we've got going.

GCN: In the meantime, what's the situation in Australia? Has any of this trickled down?

RW: Australia has been pretty much in a semi-recession since the mid 80's when the Japanese came to Australia and created an artificial market when they saw all that money to spend. They saw Australia as an opportunity to come in and start golf resorts, and we had a real mini-boom —

a boom we'd never experienced before. When the bubble burst, that stopped. So Australia has been struggling along ever since. What's happened the last few years is a little more well-thought-out real estate development with the odd golf course here and there. And we've kept in touch with that and in fact, we're fairly well positioned back here in Australia now.

GCN: As of the end of 1997

you had a number of courses that were in planning or design stages. I would like to get the status of those projects. The Tee Trees Golf Course on the Gold Coast of Queensland?

RW: I had a meeting with them the other day. It should open sometime this year.

GCN: Chhnang Golf & Country Club north of Phnom Penh, Cambodia?

RW: It's subject to finance. It's not dead, it's not alive, it's sort of blah. I can't say much more than that. It was subject to a Malaysian developer. We've worked with him for years, and he was hopeful that he'd secure the actual finance for the project. I haven't heard anything in the last few weeks which means obviously they haven't gotten the financing placed but it's also not dead.

GCN: Belitung Indah Resort Golf Course, Belitung Island, Indonesia?

RW: Well, they don't even communicate with us. When they don't communicate, it means they don't want to lose face and they either owe you money or something like that so it basically means that that's on hold indefinitely. That's how I would put it.

GCN: Massai Golf Course, Johor Bahr, Malaysia?

RW: We started clearing and even started earth works, and they just paid us most of what they owed us and said let's forget it. It was a joint venture arrangement, and it appears that the joint venture is halted because of the current situation. We're just viewing that as a dead project unfortunately. It was a good project, too.

GCN: How do you see Asia riding this crisis out?

RW: Well, the biggest problem in a bull market situation is everybody is gunning for their shot. They tend to look at everything in the short term. Let's get in and get as much as we can while the going is good and who cares about the future. But I think that is finished. The smart operator will think about the future, and probably there'll be a bright future if and when the smart developer comes in and picks up some or all the developments that were badly planned and replan them. In fact we've got one project that probably will happen in another twelve months.

It's an existing 18-hole golf course that will be downsized to a 9-hole course but with triple tees and double greens and some sort of Mickey Mouse theme. The idea being they'll get some more salable real estate. And instead of selling membership, the golf course will be purely 100 percent for the residents of that particular estate. So I guess the answer is, in any of these situations, there are great opportunities. The smart developer will get in there and gear himself up for when the timing is right.

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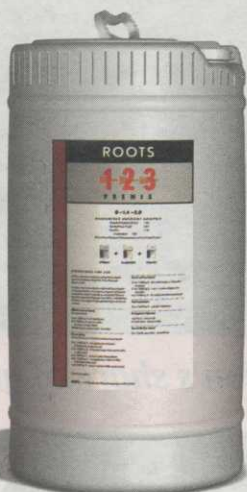
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Portuguese development slow but unabated

By MARK LESLIE

CASCAIS, Portugal — Elegance. The word entails grace, beauty, polish. It means being aesthetic, tasteful, luxurious. And golf course architect Arthur Hills uses it to describe Oitavos Golfe Clube in this community outside Lisbon — one of several golf courses under construction or being planned in this country.

Elsewhere, construction crews have finished the last two holes of the second nine at Belas Clube de Golfe in the foothills outside Lisbon, an as-yet-unnamed 36-hole project is planned in southwesternmost town of Sagres, a foreign developer is planning a leisure resort with 36 holes of golf in Alvalade between Lisbon and the Algarve coast, and developers are seeking permits for one seaside and one tidal river project in the Algarve south of here and one property north of Lisbon overlooking the ocean.

This all bodes well for developers and businesses here.

"Percentagewise, Portugal has more golf growth in the last few years than anywhere," said American Rocky



Sites like this at San Lorenzo Golf Club keep developers interested in continuing to build projects in southwest Portugal's Algarve region.

Roquemore, who has designed eight of Portugal's 40-odd golf courses including the recently opened Golden Eagle Golf and Country Club in Rio Maior. "When the recession started in Europe in 1990 or '91 golf just about shut down, whereas there had been a boon before. But Portugal stayed steady, building a couple or three courses every year."

Although golf projects have historically

been at resorts, some now are being built as high-end private clubs.

One of those is Oitavos Golfe Clube. Sitting on a property overlooking the ocean, Oitavos Golfe Clube will be the centerpiece of a development offering a hotel and high-end homes. The developer is Miguel Champalimaud, whose family has long owned the land and who intends for the course to be the best in Europe.

Construction is expected to start around mid-April.

The site, said American Hills, "is beautiful. It sits high among sand dunes overlooking the ocean a couple hundred yards away. Four or five holes are gently rolling, and the other 12 or 13 are among the dunes."

"We won't move much dirt at all. There's ample acreage for us to maneuver around the dunes and keep them intact."

Oitavos Golfe Clube is expected to open in 1999, some 70 years after the Champalimaud family planned it in the 1920s.

Continued on page 56

Golf Strategies lands airport 18

ZHUHAI, China — Golf Strategies have been selected to design a new 18 hole golf course as part of the planned Zhuhai Aerotropolis development near Zhuhai's new international airport.

The development is a joint venture between Gold Bond Enterprises Co Ltd of Hong Kong and the Zhuhai Airport Group Corporation.

The 85 hectare site is quite open and is within 200 metres of the ocean. It comprises an area of old shoreline and sand dunes with casuarina vegetation, together with a large section of reclaimed land. Included within the site is a 2.8 hectare archaeological significant site which will be protected as part of the project.

This area is unique in that it contains habitation sites of early man dating back some 6,500 years. Site investigations have revealed a significant number of artifacts, as well as remains of shipwrecks which may provide evidence of the earliest known Chinese use of sea-going vessels.

The golf course will be routed around this protected area to allow further studies to occur.

The 18 hole course is envisaged as a traditional links course which will be enhanced by the breezes of its maritime setting. A number of lakes are planned within the course to serve multiple purposes, including: acting as attractive course features and hazards to play; acting as water storage bodies for irrigation; acting as nutrient stripping basins/wetlands to cleanse course run off; and acting as

Continued on page 56

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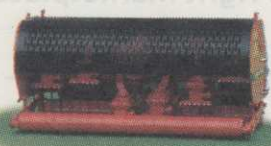
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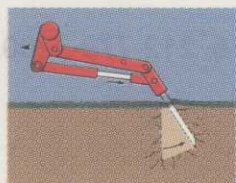
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Portugal

Continued from page 55

When complete, it will contain a practice facility and golf school and boast bentgrass greens and Bermudagrass fairways.

In Sagres, the southwestern-most point on the continent, British golfing great Nick Faldo will team with American Steve Smyers to design two 18-hole courses as

the foundation for a 1,000-acre second-home golf community.

Developer Albert Hung of Singapore-based RSK, Asia's largest architectural company, hopes to start construction toward the end of the third quarter of 1998 and open both courses on the first day of the New Millennium: Jan. 1, 2000.

The exclusive, 400-home community will devote more than 500 acres to the two courses, with no

housing along the fairways.

Sitting about 5 kilometers from the ocean, the facility will offer "two dramatic yet totally different styles of courses," Smyers said.

"One part of the property is like Scottish moorland, with large hills and all types of native shrubbery and grasses—sort of barren but a rolling and dramatic setting. The other is in a low-country setting with marshes, pine trees and cork trees."

Since Hung intends to host a major golf event there, Smyers said he and Faldo "are taking into consideration the top world-class players and the way they play. And like anything else, we're considering the way the average player plays. We believe we will design courses that will attract women and elderly golfers."

The leisure resort in Alvalade between Lisbon and the Algarve will boast 36 holes of golf de-

signed by Brit Martin Hawtree.

Hawtree called it a "huge site, situated on a reservoir," which will help add water-based activities to its amenities. A hotel and rental cottages are planned for the project, which will begin construction in mid-summer 1999, with a projected opening in 2001.

Meanwhile, the private Belas Clube de Golfe is the first in the area with wall-to-wall bentgrass. "You can putt on the fairways. It sets the standard for the neighborhood," said Roquemore.

While the first nine holes opened the summer of 1996, the full 18 are expected to open by June, and perhaps as early as April.

Calling the course one of the more expensive he has ever done, Roquemore said: "The property was solid marble. We carved more marble than Michaelangelo ever saw. We crushed it down to prison-size rocks so we could cover it with 6 inches of sand."

Construction of the high-end private track consumed three years.

Placing the course distance at 6,800 yards, Roquemore said: "Don't let the shortness deceive you. If you miss the green you're in the rocks."

...

Meanwhile, Roquemore has signed three other design projects in Portugal, all in the permitting process: Quinta do Ria on the seaside at which Portuguese developer Jose Lisboa will include a hotel only; a river-side facility being developed by Englishman John Knott; and an as-yet-unamed project in the Algarve developed by Brit Harry Baden-Powell, grandson of the founder of the Boy Scouts.

Golf Strategies

Continued from page 55

a significant habitat for wildlife providing a source of fill material to allow building up and shaping for the golf holes.

The development will include and 18 hole championship golf course, golf practice facilities, clubhouse, course maintenance centre, serviced apartments and residential allotments.

Golf Strategies' principal Neil Crafter will head up the design team with support from design associate and landscape architect Paul Mogford.

"We are very pleased to have been chosen by Gold Bond to design this new course," said Crafter. "This will be our second project in China and we look forward to contributing to its success," said Crafter, the current President of the Society of Australian Golf Course Architects.

Construction of the course is expected to commence in mid 1998.

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Venezuelan development takes off

By MARK LESLIE

ISLE DE MARGARITA, Venez. — For a country with 22 golf courses, six new ones means a jump of 27 percent. With new oil money and gambling being added to the economy, golf course development is in a boom in Venezuela.

On Isle de Margarita northeast of Caracas, which will soon have gambling, a Robert Trent Jones Jr.-designed golf course is planned. Larger, and some say prettier than Aruba, this resort island attracts people from throughout the Americas.

Meanwhile, entrepreneurs are taking advantage of the newly discovered oil fields of eastern Venezuela. A joint venture of Venezuelan and Canadian companies is building La Encantada Country Club in Puerto la Cruz, Estado Sucre, the mainland closest to Margarita. And an 18-hole private course, Altos de Golfe, with temporary memberships for transient (mainly oil) workers, is under construction in Maturin, an hour's drive inland from the coast.

The three other facilities are:

- The country's first Planned Unit

Development, called Vira Vira on the outskirts of Barquisimeto, in which the nine-hole course is designed by Arnold Palmer Design Co. and the land planning is being handled by Edward D. Stone Jr. & Associates of Ft. Lauderdale, Fla.

- An unnamed 18-hole project on the coast near Rio Chico about 1-1/2 hours north of Maturin, which is expected to get under construction this year.

- A nine-hole par-3 golf course designed by Stone & Associates, in association with the new resort hotel Cumana Goto in Cumana on the coast due east of Caracas and south of Isle de Margarita.

Venezuela is "still feeling the effects of the monetary devaluation of the mid-1980s, but they seem to be on track now," said J. Christopher Commings of Sunshine Design in Jacksonville, Fla., who will design the course in Puerto la Cruz west of the Orinoco River delta. "There are some good opportunities here and elsewhere in South America.

"Venezuela has a new oil region in the vicinity of the Orinoco River. And this project is almost strictly driven by the oil interests and trying to market to those people and their executives and visitors."

La Encantada Country Club is a mixed-use project, with 400 residential home sites and villas, a conference hotel and the private country club, Commings said. It is a joint venture between Venezuelan promoter Daniel Michelena and The Tillyard Group, a construction management firm in Toronto, Canada, led by David Ostos, vice president of international development.

Construction of the main entry road begins in March, and ground will be broken on the course in July or August. Developers hope to start grassing in 2000 and open the facility in the spring of 2001. An estimated \$7 million will be spent on the golf course alone, Commings said.

With its highest point about 450 meters above sea level, the property has a commanding view of the ocean and islands off the coast. Stretching over 400 acres, it has "tremendous possibilities — as well as big challenges," Commings said.

"We are running the terrain and traversing up and down the slopes. We have been able to separate the front and back nines from on high and low portions of the site, and that will help our phasing concept. The hotel and clubhouse sit in the middle of the site."

Rocky Roquemore, the American designing Altos de Golfe for Venezuelan developer Astral, said that project also is driven by the presence of oil.

"Maturin is an oil boom town," he said. "It is packed with men."

Since there is no other golf club in that region of Venezuela, he said, Altos de Golfe will partly serve the domestic market as well as foreigners. Developers plan to sell 50 to 60 houses to Venezuelans and also build hotels and monthly rental units.

Earthmoving just began and grass

should be planted this year, leading to an opening in 1999.

The project in the city of Porlamar on Isle de Margarita is being developed by a division of Hilton Hotel, which operates one of three hotels in the area and is planning a major structure of timeshare suites on the ocean as well as a marina and vacation homes.

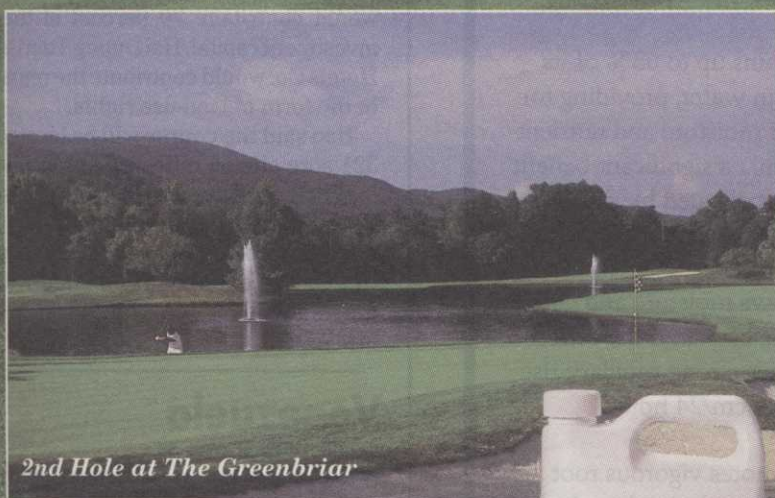
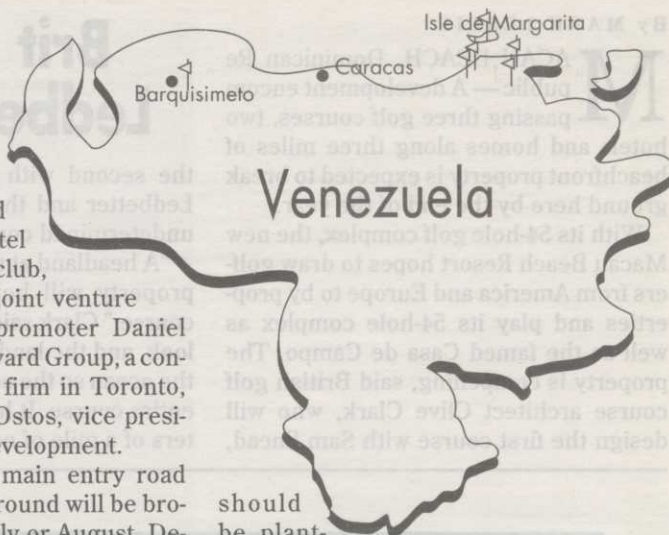
While the project contains this extensive resort element, the course is on "a core site," meaning no residences about it, according to a spokesman for Robert Trent Jones II International.

"We have views of the ocean from one to two miles away because the property is pitched slightly down to the water," said RTJ II Vice President Steve Schroeder.

The Cumana Goto project is under construction and due to open by year's end. In addition to the nine-hole course, it will include one main hotel with condominiums/apartments, tennis courts and other typical amenities.

Vira Vira is a planned community, which Palmer project architect Joe Veal said is the country's first Planned Unit Development. This means all the amenities — tennis, golf and social clubs are the main

Continued on page 58



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By MARK LESLIE

MACAU BEACH, Dominican Republic — A development encompassing three golf courses, two hotels and homes along three miles of beachfront property is expected to break ground here by the end of the year.

With its 54-hole golf complex, the new Macau Beach Resort hopes to draw golfers from America and Europe to by properties and play its 54-hole complex as well as the famed Casa de Campo. The property is compelling, said British golf course architect Clive Clark, who will design the first course with Sam Snead,

the second with golf instructor David Ledbetter and the third with an as-yet-undetermined consultant.

"A headland at the northern end of the property will be devoted to one golf course," Clark said. "It will have a cliff-top look, and the land gently slopes down to the ocean so the ocean is in view over the entire course. It has a half to three-quarters of a mile of ocean frontage. And the

other two courses are alongside the ocean. It's a huge site."

Amsterdam, Holland-based Golf Ag One is developing the property and has been working with European governments to finalize tax-effective purchasing agreements for Europeans.

Clark said he expects Golf Ag One to fast-track the second course, beginning construction shortly after the first is com-

pleted. It will be Ledbetter's first venture into course design.

Clark will visit the property again in early summer to begin the design process with Snead. He said the site is very similar to Casa de Campo's, but boasting both beachfront and cliff-top.

Is it a challenge to design courses so close to the Pete Dye-designed Casa de Campo track, nicknamed "Teeth of the Dog"?

"Yes," he said, "we want to produce something of a high standard because Casa de Campo is so good. In terms of cliff-top golf Casa de Campo is about as good as anything in the world, very much on a par with Pebble Beach."

The layout will measure as long as 7,000 yards from the back tees, Clark said.

Golf Ag One hopes to attract some form of professional involvement with a tournament of some type.

Vietnam project OK'd

HANOI — Vietnam's government has approved a \$22.1-million joint venture between Gateway Development Ltd. and a local firm to build an 18-hole golf course in the northern province of Hai Hung. Construction is expected to start in April.

Hoang Van Bao, vice-general director of the venture said the foreign partner, which is registered in the British Virgin Islands, would contribute 70 percent of the total investment capital. Hai Duong Tourism and Hotels Co. would contribute the remainder in the form of land-use rights.

Bao said the course will be located on a 321-acre site 50 miles east of Hanoi.

Work on a number of golf courses in Vietnam is already under way, but some have hit problems because of sensitivities in the country associated with acquiring land for construction from farmers.

Venezuela

Continued from page 57

three — are being built first, with housing construction following.

Palmer is designing a nine-hole course, which will expand to 18 holes in the second phase of the project, probably in two years.

Ground could be broken as early as April and a summer 1999 opening is expected.

"The property is basically dome-shaped and sits on a large knob," said Veal, "and the golf course skirts around the lower part. It has good elevation, with beautiful views over an agricultural valley and the city of Barquisimeto."

Developers face the problem of few Venezuelan golfers. "As they start building facilities like this they expect the demand will skyrocket," Veal said. "I think you will see a boom in golf here for sure. Arnold Palmer Design is attracting real-estate developers who can get instant credibility before the course is built."

While the future is not certain, these projects go a long way in relieving the pressure for more golf holes in a country where the latest surge of development was in the 1960s when Dick Wilson and Joe Lee designed layouts here.

"I know some local people are skeptical about the economic future here," said Sunshine Design's Commins. "But keep in mind, in terms of scale, 'a lot' of opportunities here might mean 20 courses."

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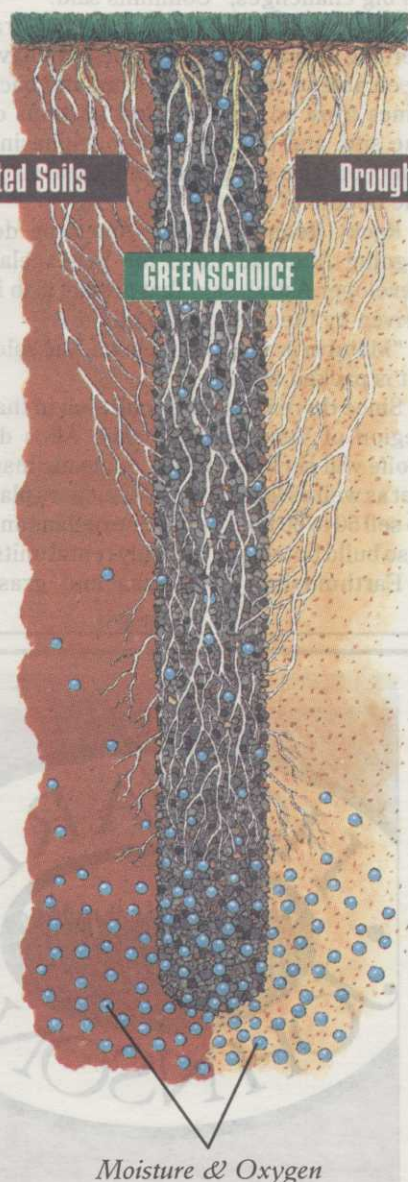
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Then, poinsettias; now golf as well

ENCINITAS, Calif. — Encinitas was a quiet little seaside community and the population of San Diego was one-third what it is today, when Cary Bickler dreamed of designing a golf course on the Ecke Flower Ranch. Now, golfers can play Encinitas Ranch Golf Course, which opened on the flower ranch on March 1.

"I lived on a country road across from the Ecke flower fields, a spectacular site for a golf course, where I would stand visualizing green, rolling fairways," Bickler said. "Then I would go to my office, and back to the reality of being a young designer starting a golf course design practice, hoping the phone would ring."

Time marched on. The flower fields continued to grow and so did Bickler's golf course design practice. While the Southern California population multiplied and demand for real estate spiraled, the secluded agricultural fields remained hidden, high on a mesa, overlooking the Pacific Ocean and the La Costa Spa and Country Club below. Three years ago, Bickler opened his mail and found a Re-



Encinitas Ranch Golf Course's 430-yard 17th hole, looking back from the green. On the drive, golfers face a forced carry over a canyon.

quest for Proposal from the city of Encinitas for the design of an 18-hole course on the very property where he had stood dreaming 27 years earlier.

In honor of Encinitas' worldwide recognition for flower-growing, Bickler has designed the 11th, or "Flower Hole," at the entrance to the golf course. Golfers will be greeted by the colorful array of

flowers which local growers will display year-round as a proud symbol of the City's commerce.

"When the opportunity to design the course presented itself, I was elated," Bickler said. "My dream came rushing back to me, and the time had come. I knew the job was meant for me."

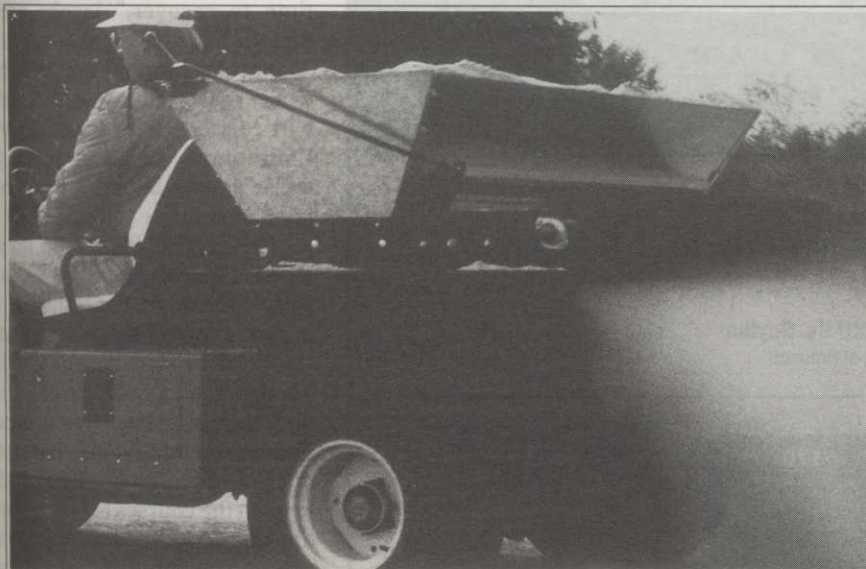
The Encinitas Ranch Golf Course is in

North San Diego County at the Leucadia Boulevard exit, on the east side of Interstate 5. It is just 15 minutes north of Torrey Pines Golf Course. It is located on the only remaining ocean-view property of its kind along the coastline of San Diego County.

Bickler's long acquaintance with the site and recognition of its natural elements directed his design in preserving the "coastal sea ranch theme." His goal was to give the appearance that hundreds of years of winds had shaped the mound-

ing. Bickler drew detailed plans, but to further emphasize his concept of a "timeless look," he also gave shapers his favorite black-and-white photos of windblown sand dunes. Natural features include red sandstone bluffs that accentuate the lay of the land, and native vegetation which weaves in and around the course. Windrows of mature eucalyptus and Torrey Pine trees border some of the fairways, as do the flower fields which will remain in production.

The course is situated on 18 acres, with two agricultural lakes that come into play on four holes. The 6,812-yard, par-72, daily-fee course has four sets of tees so golfers can select the distance according to their ability.



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CIRCLE #153

Weed, Pete Dye team at Amelia Island Plt.

PONTE-VEDRA, Fla. — Bobby Weed was awarded design of a new nine holes and redesign of nine existing holes in conjunction with Pete Dye at Amelia Island Plantation to create a new 18-hole layout called The Ocean Links.

"Five holes will parallel the Atlantic Ocean, and golfers will be able to see, hear and almost feel the salt spray as they play," Weed said of the site. "It is going to be spectacular."

Weed and Dye will collaborate in the redesign of the existing nine holes, for-

merly The Ocean Side, which Dye originally created.

"We will take full advantage of the breathtaking ocean vistas in our design," Weed elaborated. "We are always aware of the environmental concerns and have worked diligently with the state and federal agencies to gain permission to recreate dunes and plant additional sea oats and other indigenous vegetation along the dunes."

The Ocean Links is slated to open in the fall.



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CIRCLE #158

Hearn leading design course to Scotland

EAST LANSING, Mich. — Golf course architect Ray Hearn is teaming up again with his alma mater, Michigan State University (MSU), this time for a summer tour of the great courses of Scotland. The Old Course at St. Andrews, the Turnberry Golf Links and Royal Dornoch are three of the stops where partici-

pants will experience a blend of golf and course-design seminars.

The June trip comes on the heels of last summer's MSU-sponsored, sold-out tour of the great courses of Ireland. This time, participants will visit Scotland. Hearn, president of Raymond Hearn Golf Designs, Inc., of Plymouth, will co-host the expedition with Prof.

Warren J. Rauhe, director of MSU's Landscape Architecture Program.

"Scotland is so rich in the fabric and history of golf's development," said Hearn. "From the courses like St. Andrews and Dornoch to the characters such as Old Tom Morris, Donald Ross and Alister Mackenzie, it's a

place where you can never exhaust the list of topics to study."

This year's trip culminates the dream of Rauhe to take an academic look at Scotland's great courses while enjoying their splendor.

"What sets this venture apart from standard golf trips to the U.K. are the university certification program and the attention to detail which will make the journey so memorable," he said.

While in Scotland, Rauhe will oversee the academic portion of the program, including daily discussion and sessions on individual hole and course design, course routing and historical seminars.

It all begins with U.S. departure on June 12 and ends June 20, with return travel from Glasgow. There will be forays to such courses as Cruden Bay, Carnoustie and Prestwick.

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Player

Continued from page 1

the 27-hole Ria Bintan project on the island of Bintan. It is scheduled to open in May, although developers may delay opening until the golf market improves.

Two Player projects in The Philippines are on hold and another two scheduled to begin construction this year will likely be added to that list, Jacobs continued.

The Golden Greens project in Delhi, India, has been on hold for six months and will likely remain on the shelf into the near future, he added.

"The industry is going to take time to recover," Jacobs predicted. "There is a major oversupply of golf courses, especially where real estate is involved, and particularly in Indonesia and The Philippines. Japan is moving ahead slowly, but projects there take a long time to complete."

"The golf bubble moved from Japan to Taiwan in the late 1980s. They sold many memberships, but in two to three years that market was dead. From there it moved to Thailand, but most courses were tied to real estate. Speculators bought memberships, but not many golfers. The developers had to open the courses to public play to make up for the lack of golfers and the membership structure started to collapse."

"The Philippines is the latest problem area," he added. "It was just a matter of time before things came to a halt. Their currency lost half its value and the people who invested [in golf] were in trouble."

The Japanese golf boom of the late 1980s had a more solid foundation than ventures undertaken in other Asian countries, Jacobs explained. The Japanese had a firmly established golf tradition, large population and strong economy. But other Asian countries lacked Japan's golfing history. Membership values were driven upward by expectations of increased real-estate values and the status of golf memberships.

Will golf developers learn anything from this unfortunate situation? Not likely, Jacobs replied.

"I don't think developers will moderate their actions in the future," he said. "There's no coordination of effort from country to country. Before you know it, you have an oversupply. It's human nature."

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BRIEFS



CASPER APPOINTS MAURAGAS

VIENNA, Va. — Billy Casper Golf Management, Inc. appointed Robert Mauragas to the position of Regional Golf Operations Manager, a capacity in which he will direct the implementation of myriad programs for several Mid-Atlantic region golf properties under the company's operation. Mauragas will work with on-site, golf course personnel in managing projects related to golf operations, customer service, capital improvements, turf management, equipment/supplies, MIS, financial and activities reporting, training food and beverage, and merchandising. Since 1988, Mauragas, a PGA member, was head golf professional at Fiddler's Elbow Country Club, an exclusive 54-hole private facility in Far Hills, N.J. He also participated in Fiddler's Elbow's development and construction of 18 new holes designed by Rees Jones.



Robert Mauragas

KEMPER NAMES LESNIK GM AT BANDON

CHICAGO — Kemper Sports Management has named Josh Lesnik general manager of Bandon Dunes, a 54-hole, 2,000-acre oceanfront development under construction on Oregon's South Coast. Lesnik has served as Kemper's marketing director for the past several years. The first course at Bandon Dunes, designed by Scottish architect David McLay Kidd, is scheduled to open in June 1999.



Josh Lesnik

MYRTLE BEACH RESORT RENAMED

DALLAS — Patriot American Hospitality, Inc. and Wyndham International, Inc. announced that the Myrtle Beach Hilton Oceanfront Golf Resort converted to a Wyndham resort on February 1. The property will be renamed the Wyndham Myrtle Beach Resort and undergo an \$8.5 million renovation. Patriot American acquired the resort last August and owns the proprietary Wyndham brand. The 385-room property includes Arcadian Shores Golf Club, a Rees Jones championship design.

GOLF COURSE NEWS

Cobblestone acquires two new properties

DEL MAR, Calif. — Cobblestone Golf Group, Inc., the Del Mar-based golf course ownership and operating company recently acquired by Meditrust, has purchased Sabal Point Country Club in Longwood, Fla., near Orlando and The Champion's Club of Apalachee Farms near Atlanta.

Sabal Point is an 18-hole semi-private club. The purchase from American Skiing Company, which operates numerous ski resorts and affiliated golf courses throughout the country, represents Cobblestone's third acquisition in Florida.

The Champion's Club of Apalachee Farms is also an 18-hole semi-private club. It was purchased from Fairway Properties, L.P. and is Cobblestone's second holding in the Atlanta area.

The two acquisitions expand Cobblestone's portfolio to 27 golf properties in six states.

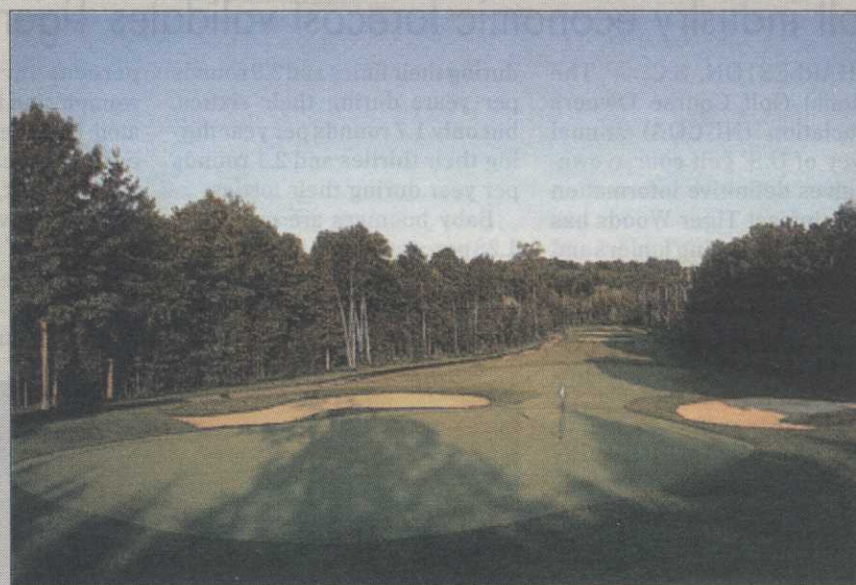
"We are very excited about the purchase of both Sabal Point Country Club and The Champion's Club of Apalachee Farms and expanding our portfolio of golf courses in the Southeast Region," said Cobblestone President Bob Husband.

In January, Cobblestone Holdings, Inc., parent of Cobblestone Golf Group, Inc., reached an agreement to be acquired by Meditrust Companies. Meditrust is a paired shared real estate investment trust and among the nation's largest health-



ACQUISITIONS

Continued on page 68



ClubLink's King Valley GC outside Toronto recently picked up a number of public relatives.

ClubLink makes major move into Canadian daily-fee course market

By PETER BLAIS

KING CITY, Ontario, Canada — ClubLink Corporation has acquired 10 public courses and 450 neighboring acres of developable land in the Greater Toronto Area. The new facilities nearly double ClubLink's holdings to 22 courses and substantially increase the course operator's presence in Canada's daily-fee market.

The acquisitions totaled \$43 million, which will be paid from existing cash, debt and \$3.5 million in ClubLink shares, noted Bruce Simmonds, president and chief executive officer of ClubLink.

The new ClubLink properties include:

- Blue Springs Golf Club (27 holes) located near ClubLink's existing Greystone Golf Club and RattleSnake Point Golf Club on Toronto's west side. "Strategically it is important to us because the west end is an explosive growth area," Simmonds said. "Presently that market is undeserved by high-end, daily-fee courses. ClubLink is also building an upscale, 45-hole facility in [nearby] Oakville called RattleSnake Point that will open in early 1999. We're now far and away the dominant player in western Toronto with 120 holes once RattleSnake opens."

- Georgetown Golf Club (18 holes) and Bolton Golf Club (27 holes) are also

Continued on page 67

Assumption of risk still a dicey issue

By EDWARD EVERETT VAILL

For years, participants in potentially dangerous sporting activities accepted that their pastimes were protected by the legal doctrine of "assumption of risk," which held that if the participant knowingly or implicitly assumed the risk and was injured, there was no liability. That isn't entirely true, anymore. In the wake of some of California's recent legal rulings, it is apparent that assumption of risk is a complex legal area in which the stakes for potential liability to sports operators can be very high. The point is, the provider is never automatically absolved of responsibility in participant

injuries.

Two interesting California cases demonstrate the gamut of interpretations of this law and serve to reinforce the need for recreational operators to identify and prevent safety problems, and for participants to use common sense. In some instances that isn't enough, and the issue of fault must be decided in the courts, often at a daunting cost to defendant and plaintiff.

In one troubling 1995 lawsuit, the plaintiff was hit on the head by a golf ball and sued the golf course operator for negligence. A frequent golfer on this particular course, the plaintiff claimed he was injured near the 5th tee, because the operator had removed a diseased pine tree that had protected the plaintiff in the past from balls flying from the 4th tee. The appellate



EDWARD EVERETT VAILL practices business, antitrust, entertainment and insurance litigation with the Los Angeles-based firm of Shaub & Williams.

Continued on page 68

Fuller seized opportunities, made his own

By PETER BLAIS

William "Billy" Fuller, 48, has what many superintendents would consider a dream job. "You don't sit back and plan every activity that happens in your career," Fuller said. "Some of those things just evolve. Opportunities come up and I've been very fortunate in that regard."

Fuller is senior agronomist/associate for Cupp Design, making him responsible for meshing agronomic technology with the golf course architectural firm's design and construction programs.

His involvement begins with the first day of planning a new course, and includes such items as qualifying turf selections, evaluating equipment



Billy Fuller

Continued on page 65

Golf industry economic forecast validates Tiger's impact

CHARLESTON, S.C. - The National Golf Course Owners Association (NGCOA) annual survey of U.S. golf course owners gives definitive information on the impact Tiger Woods has made on introducing juniors and minorities to the game of golf, and provides a forecast for 1998.

According to the survey, published in the association's *Golf Business* magazine, increases in play by junior golfers as well as golfers of black and Asian ethnicity contributed to one of the best years ever for course owners.

Michael K. Hughes, NGCOA's executive director, said: "Virtually every golf course that has a junior program has reported significant growth in participation this past year which can now be directly attributed to Tiger Woods. It is encouraging to see that his appeal cuts across many demographic groups."

According to the survey, junior golfers played approximately 36 percent more rounds in 1997 than they did in 1996. Course owners reported the number of juniors playing their course increased by 14 percent while the number visiting the driving range increased by 19 percent. Rounds played by juniors increased from 6.1 percent to 7.7 percent of total play in one year. A number of courses with strong junior programs increased junior play by 100 percent.

A breakdown by ethnicity shows that more than 85 percent of golfers are white. This percentage is down from almost 88 percent two years ago due to the increased play by minority groups. The most significant change occurred in 1997, when black players increased from 4.4 percent of the golfers to 4.9 percent, and Asian/Pacific Islander players increased from 4.5 percent to 5.6 percent.

Women are also figuring prominently in the increased demand. Approximately 10 percent more women were playing golf in 1997 than in 1996. Female play increased in all age groups, with juniors playing 221 more rounds per course, seniors playing 395 more rounds per course, and adult non-seniors playing 610 more rounds per course.

The aging population is also very favorable for golf demand. Because older golfers play more golf, and because the population is aging, the demand for golf will increase. The survey respondents indicated that seniors played 8 percent more golf in 1997 than 1996. Over the next five years, the population aged 10-69 will grow 0.97 percent per year, but the demand for golf will grow 1.28 percent per year. This is because the average person plays 2.7 rounds per year

during their fifties and 3.9 rounds per year during their sixties, but only 1.7 rounds per year during their thirties and 2.1 rounds per year during their forties.

Baby boomers are causing a 1.28 percent annual increase just due to aging, the increased popularity of the sport at the professional level is helping drive a 10

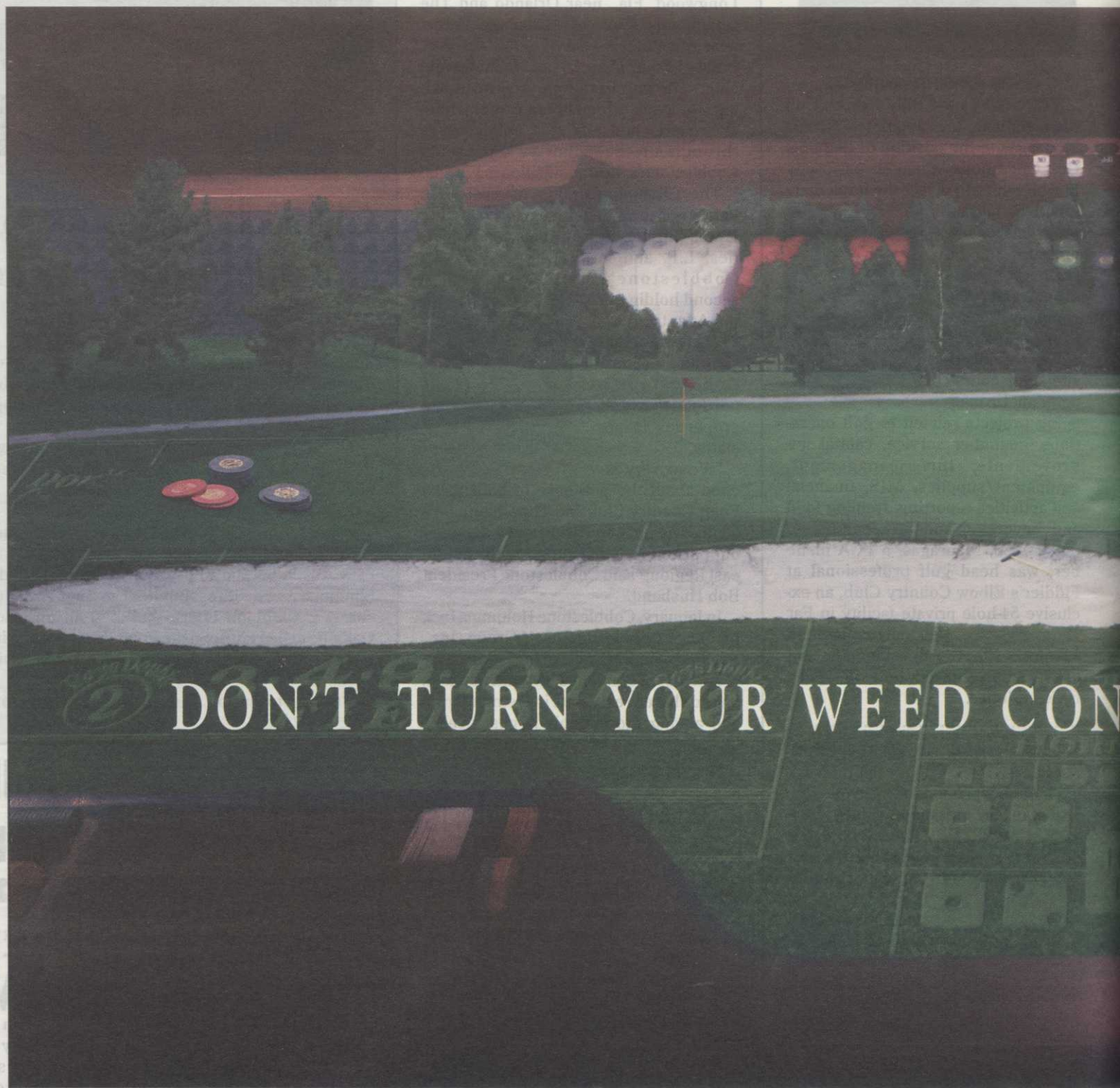
percent increase in play by women, and the publicity generated by Tiger Woods is significantly increasing play among junior, black, and Asian golfers. The survey was distributed to all members of the NGCOA in the United States. Almost 46 percent of the respondents were daily-fee courses, 24 percent pri-

vate, 22 percent semi-private, and 8 percent resort courses.

All information and data were compiled by the golf consulting division of The Meyers Group, John Burns, senior managing director. Burns can be reached at The Meyers Group's, Irvine, Calif., office at 714-263-8755. For copies of the final report, contact Golf Business at (803) 722-6400 or fax (803) 722-7022.

GOLF TRUST BUYS FLA. LINKS

CHARLESTON, S.C. — Golf Trust of America Inc. will buy Emerald Dunes Golf Course in West Palm Beach, Fla., for \$22.4 million in cash and operating units. The price includes GTA operating units valued at about \$6.1 million.



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RDC adds three courses to management portfolio

PARSIPPANY, N.J. — GATX Capital Corp. selected RDC Golf Group, Inc. to manage the Tusawilla Country Club in Winter Springs, Fla., and the two courses that comprise The Golf Club at Cypress Creek in Ruskin, Fla. Affiliates of GATX recently assumed ownership of the clubs.

RDC Golf Group, whose name was recently changed from RDC Golf Management, will oversee all aspects of the clubs' operations.

The addition of these facilities increases RDC's presence in Florida to five courses at four locations, including two clubs in Orlando.

RDC operates 14 courses on the East Coast. "RDC's goal is to add between three and five courses per year to its portfolio through purchase, lease and management" stated RDC Vice President Matthew Galvin. "In 1997, we added four courses and so far in 1998 we have added three."

NGP restructures management

SANTA MONICA, Calif. — National Golf Properties Inc. announced that its president, Richard C. Price, has resigned as an officer and director of the company to pursue personal interests.

The company announced that James M. Stanich has been elected president of National

Golf Properties and appointed to the company's board of directors. Stanich previously served as executive vice president of corporate operations at American Golf Corp. and was a member of its executive committee.

Prior to joining American Golf in 1990, Stanich practiced law at the firm of Sheppard, Mullin, Richter and Hampton in Orange County, Calif., where he specialized in real estate, banking and finance.

In a related action, the company announced that Paul W. Major has been elected executive vice president. Major previously served as the company's senior vice president of acquisitions and has overseen the acquisition of 58 golf courses representing an aggregate investment in excess of \$300 million.

Prior to joining the company in 1993, Major was a corporate lawyer at Latham & Watkins in Los Angeles, where he worked extensively on the company's formation and initial public offering. Major will continue to oversee acquisitions for the company.

National Golf Properties, a real estate investment trust specializing in the acquisition and ownership of golf course properties, currently owns 123 courses geographically diversified among 26 states.

American Golf, one of the largest operators of golf facilities in the world, operates more than 260 golf courses throughout the United States and the United Kingdom. American Golf operates 118 of NGP's golf courses pursuant to long-term triple net leases.

NGCOA, IMA strike credit card processing deal

MT. PLEASANT, S.C. — The National Golf Course Owners Association has formed a strategic alliance with IMA Payment Systems Inc. to provide NGCOA's 2,500 members with low-cost credit card processing through its Smart Buy program.

"As an industry leader, IMA offers NGCOA members expertise in automated payment services, as well as a certification program to protect courses against no-show charge disputes," stated Michael Tinkey, NGCOA's Smart Buy director. "Our in-house competitive review ranked IMA number one in service. This, coupled with their long-standing relationship with VISA and MasterCard will lead to future co-marketing opportunities for our members."

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NorthStar Capital/Koll Resorts form joint venture, buy 2 Houston tracks

NEW YORK — NorthStar Capital Investment Corp. and Koll Resorts International have formed a joint venture, Koll NorthStar, to acquire, develop and manage golf courses.

"We plan a substantial program of acquisition and development in order to build a portfolio of upscale championship courses

together," said Rick Renick, former vice president of golf operations for Koll resorts who has been named president of Koll NorthStar.

The joint venture has made its first acquisition, paying \$7 million for the Tennwood golf facility outside Houston.

Southern California-based

Koll Resorts, which has been particularly active in developing Mexico as a golf destination, has contributed its golf management and reservation systems contracts to the joint venture. These include contracts covering the Koll-developed Palmilla Golf Club and The Ocean Course at Cabo del Sol, two Jack Nicklaus

signature courses in Los Cabos, Mexico that have both hosted Senior PGA TOUR televised events. The Cabo del Sol course has been ranked by Golf Magazine as one of the top 100 courses in the world. Koll also provided management for the MetroWest Golf and Country Club in Orlando, Fla.

GEI undertakes Las Vegas Golf Club upgrade

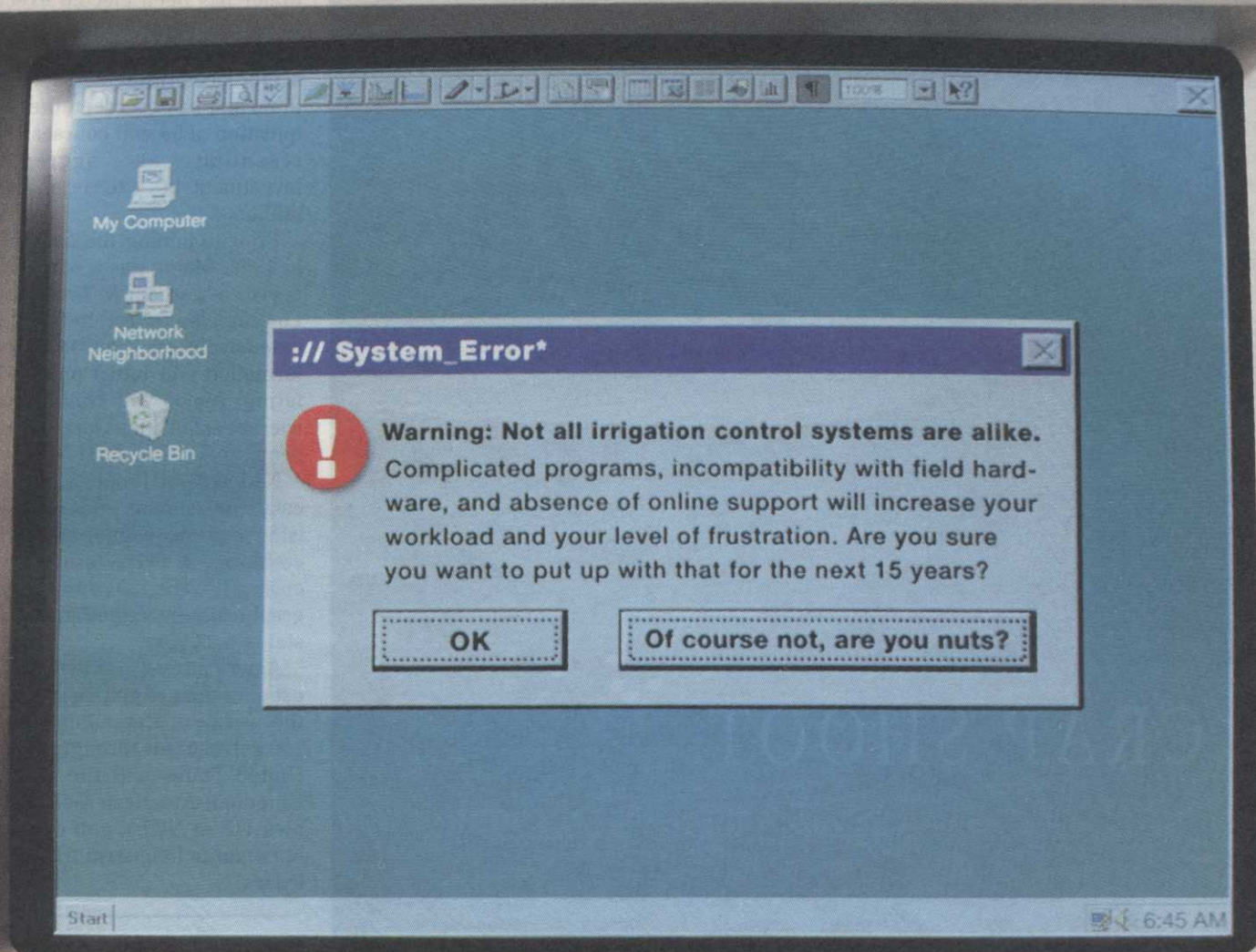
LAS VEGAS — Golf Enterprises will make more than \$4.4 million in improvements to the Las Vegas Golf Club, the city's oldest municipal course, during the next year. Construction has begun on new perimeter fencing, while other major enhancements - including the addition of an expansive \$2 million California Mission-style clubhouse facility - are already underway.

Designed by Tom Bell in 1947, Las Vegas Golf Club features a par-72, 6632-yard layout, full-service pro shop, snack bar and night-lit driving range. The new clubhouse, which is being designed by noted architectural firm IDS/B, Inc. Architecture & Interiors of Dallas, will include a banquet room, grill/bar, golf shop, locker rooms and a 150-seat tournament pavilion; a new entryway featuring wrought iron gates; a new lake constructed between holes three and four; more than 1,200 new trees planted during a four-year period; enhanced/rebuilt greens and tees; a new irrigation system and drainage upgrade; a new continuous, eight-foot wide cart path; new pull carts, additional parking, a new maintenance building; and enhanced maintenance services.

Additionally, Golf Enterprises will now make it easier for residents to get on course by reserving 80 percent of tee times for residents, an increase of 15 percent.

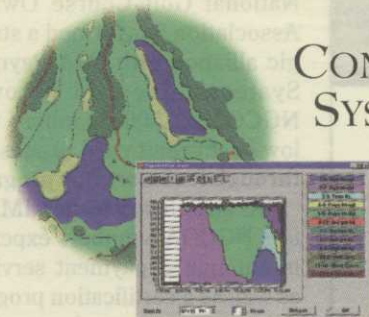
TROON GOLF ANNOUNCES LA CANTERA MANAGEMENT TEAM

SAN ANTONIO — Carl Bielstein, director of golf at La Cantera Golf Club; Bill Bedford, director of agronomy and the golf course superintendent; Bryan Gathright, director of instruction for La Cantera Golf Academy; and the other staff members have joined Troon Golf and will continue their roles at La Cantera Golf Club. Troon assumed operations of the 18-hole, 72-par La Cantera golf facility on January 1 through an existing alliance with Westin Hotels & Resorts.



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Billy Fuller

Continued from page 61

requirements, designing irrigation systems, selecting qualified golf course superintendents, evaluating overall construction specifications, estimating construction costs, post-construction management and overseeing maintenance operations.

It's fascinating work, but not exactly what he had in mind as an undergraduate at North Carolina State University. After spending three years studying civil engineering at the Raleigh campus, Fuller changed gears and graduated in 1972 with an agronomic degree emphasizing turfgrass management.

"The economy sort of went sideways in the late 1960s," Fuller explained of his move from engineering to turfgrass. "Guys coming out of engineering classes in front of me were getting desk jobs as secretaries, practically."

Over the next 17 years, he served six courses as superintendent and/or director of outdoor maintenance, gaining extensive experience in new construction, course renovations, and grow-in. Those facilities included Seabrook Island Golf Club in Charleston, S.C.; Wildewood Country Club in Columbia, S.C.; Palmetto Dunes Golf Club in Hilton Head Island, S.C.; Kiawah Island (S.C.) Resort; and Augusta National Golf Club in Augusta, Ga.

Fuller became recognized as an expert on creeping bentgrass management in the Southeast. That expertise was in large part responsible for Augusta hiring him to oversee its conversion from Bermudagrass greens to bentgrass. Fuller was the head man at Augusta from 1981 through 1986.

But his dream was to become part of a major design and development firm.

Fuller met Bob Cupp in the late 1970s while they were working on Jack Nicklaus-designed Turtle Point at Kiawah and the two became close friends. Cupp left Nicklaus in 1985 to open his own firm. "During my time at Augusta, Bob and Jack worked with us on projects from a design point of view," Fuller recalled. "When Bob left Jack, he said, 'When my business gets large enough, I'm going to call you and offer you an opportunity to come in with me.'"

Fuller left Augusta in 1986 to accept Cupp's offer to become general manager at a project Cupp was designing, Port Armor Golf & Country Club at Lake Oconee, Ga. In addition to overseeing the entire Port Armor operation, the position also allowed Fuller time to start his own consulting business, working with designers on post-construction programs related to design and construction at other facilities.

Fuller incorporated himself as William R. Fuller Inc. and consulted on

other projects for Cupp and Tom Fazio. Fuller's post-construction expertise involved those items that impact ongoing maintenance — i.e. maintenance facilities, equipment inventory, purchasing schedules, grow-in and course specifications as well as locating superintendents, establishing landscape programs, evaluating irrigation designs and grassing plans.

"The idea was to be an additional entity in the process to carry the owner forward with his program," Fuller said of his consulting business.

In August 1988, Cupp asked Fuller to join him full time. "The unique thing about our firm is that we take an owner from Day 1 through grow-in," Fuller explained. "Most design firms are pretty much done when the contractor demobilizes and the grass is on the ground. The architect usually goes away at that point and just comes back for the grand opening. He may have helped select a superintendent, but then it's up to the superintendent to see that the course grows in."

"But grow-in is not taught in the schools, nor is it something you can read about. It's more an experience thing, although maybe one day I'll write the book... I did not sit in a classroom and figure any of this out. When I took my first job at Seabrook Island, for all I knew I was going to be there a long time."

But then the phone rang and the guy from Wildewood made an offer. Four years later, the phone rang and the opportunity came to go to a bigger situation [Palmetto Dunes] with different kinds of challenges. Kiawah Island was a chance to be part of a development where they built a new Nicklaus course.

"Design, construction and grow-in were always very intriguing. Every time I moved I was a part of those things. Even at Augusta, do you have any idea how much renovation goes on there every summer? I realized after awhile that I really wanted to be involved with the design part of the business. Augusta came along and I put my consulting idea on the shelf for awhile. Then Bob came along and here was my chance to take it off again."

Asked about the possibility of superintendents moving into the design field, Fuller noted how few people actually make a living designing courses and the even smaller number of firms offering agronomic services.

"It's just not an easy deal to penetrate," Fuller said. "You may spend 20 years trying to get into a position where someone will give you that money [the millions of dollars required to build a course] and you may or may not have the opportunity... Then you look at the number of people who inherit the opportunity from Dad. You can evolve into the business, but it's tough."



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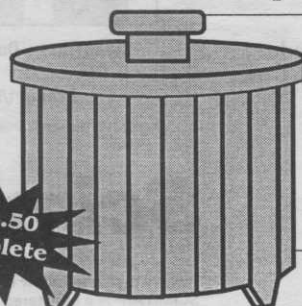
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Clubhaus moves ahead on British, German fronts

LONDON — Clubhaus PLC, a London-based course management firm, is moving ahead with plans to acquire golf facilities in England and Germany.

The company has exchanged contracts to acquire the entire issued share capital of Tytherington Limited, a company that operates an 18-hole

course and a large health and leisure complex at Tytherington near Macclesfield, Cheshire. The vendors are PGA European Tour Courses PLC and Seddons Estate Limited.

The consideration of £4.7 million will be satisfied by the issue of 121,951 Clubhaus new ordinary shares at 82 pence to

Seddons Estate Limited, £3 million pounds to be paid in cash and by the assumption of bank debt of £1.6 million.

Clubhaus is also raising another £3.25 million from the placement of almost 3.97 million Clubhaus new ordinary shares, representing 5 percent of its current issued share capital. The

shares have been placed with institutional investors. The funds will provide additional resources for Clubhaus to develop its existing assets and reduce gearing.

The board of directors considers the acquisition and associated fund raising to a large extent completes the first stage of the group's development. There are no current plans to make further equity issues in the fore-

seeable future.

In Germany, Clubhaus recently entered an agreement to acquire a controlling interest in the holding company that owns Nippenburg Golf Club in Stuttgart. Nippenburg hosted the last three German Open Championships and was recently included in *Golf World's* list of top 50 European courses. The club is located on 230 acres and includes an 18-hole course, clubhouse and driving range.

The acquisition brings an established membership base of 600 and will allow Clubhaus to build on its current German operations in Frankfurt and Hamburg.

"The increasing membership base and the maturing golf course represent an opportunity to turn the club into a profitable business and to exploit the DM 35 million investment made in the club over the past five years," said Clubhaus Managing Director Charlie Parker.

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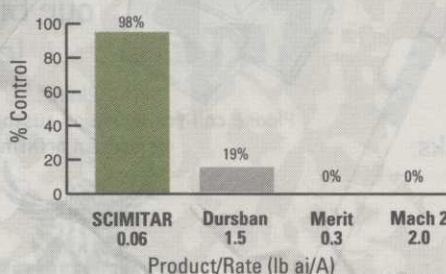
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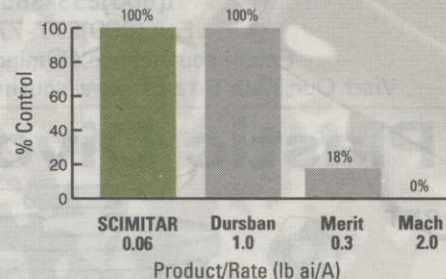
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Source: S. R. Alm, et al, University of Rhode Island, Kingston, RI, 1997.

Control of Adult Black Turfgrass *Ataenius* Weevil



Source: H.D. Niemczyk, Ohio State University, 1996.

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Dakota Mgt. takes over Sioux Falls municipal layouts

SIoux FALLS, S.D. — The city of Sioux Falls and Dakota Golf Management, Inc. have signed a long-term contract for management services at the city's three municipal courses.

Dakota Golf, founded by PGA professionals Terry Comstock and Tom Jansa, has managed the courses since 1995 when the city decided to privatize operations. The new contract is for four years, with a four-year extension based on satisfactory performance.

"The new contract will allow both the city and Dakota Golf to continue to make real improvements at the courses," said Dakota President Terry Comstock.

The city owns three courses with a total of 54 holes. Elmwood Golf Course is a 27-hole facility, with an 18 hole course designed by Larry Packard and a nine-hole course that has been redesigned by Comstock and Jansa. Elmwood was listed on *Golf Digest's* original list of "America's 200 Toughest Courses."

Kuehn Park Golf Course is a par-30 executive course that opened in 1976.

The city's newest golf course is Prairie Green Golf Course, which opened in 1995.

The three golf courses together hosted a total of more than 130,000 rounds in 1997.

Under the agreement, Dakota Golf will continue to manage all aspects of golf course operations. The courses are completely funded by user fees, including capital improvements and the costs related to the building of Prairie Green.

GOLF COURSE NEWS

ClubLink

Continued from page 61

near Greystone and RattleSnake Point. The same family owned the two courses for the past 25 years. Georgetown has an additional 125 acres that could be developed into housing, more golf holes or both.

• Gormley Green Golf Club (36 holes) and Rolling Hills Golf Club (54 holes) are located near ClubLink's Emerald Hills Golf Club and DiamondBack Golf Club. Situated on 650 acres, Simmonds said the combined Gormley Green and Rolling Hills facilities represent the largest golf operation on one piece of land in Canada. ClubLink plans upgrades to at least two of the courses within the next 10 years.

ClubLink, in partnership with GolfSouth, operates another 24 courses in the Southeast and Midwest United States. ClubLink has another four Ontario properties in various stages of development.

Asked if ClubLink intends to expand its Canadian operations outside Ontario, Simmonds replied: "Right now Ontario is the engine of growth in Canada. It is by far the largest province with 36 percent of the Canadian population. It is the country's business, financial and manufacturing center. We like Ontario's political and financial prospects, so we're not too inclined to go elsewhere until we've built a bigger base here."

ClubLink operates private, daily-fee and resort facilities. Over the next five years in Ontario, Simmonds said, the company would like to expand its 10 private facilities to somewhere around 20; its 12 daily-fee operations to roughly 30; and its two resort properties to five. "All together, we'll be looking at 50 to 60 golf courses in Ontario in the next five years," he predicted.

As for other areas of the country the company may consider, ClubLink's president said: "The areas we'd look at would have a strong corporate community. That's our target market, especially on the private side. Golf is exploding in Canada as a means of corporate entertaining and charitable fundraising. We're tapping into the strength of that market."

"Montreal and Calgary are probably the next areas we'd consider," the ClubLink executive said. "Vancouver is a bit of a funny market. It's had an overheated real-estate market for some time. And, frankly, we don't like the politics of British Columbia at the moment. They have a socialist government and they are also somewhat susceptible to the problems of Asia because of the influence of Asia on their economy."

Brightstone Management in acquisition mode

WILLIS Texas — Brightstone Management is in the buying mode," said David Pate, chief operating officer and director of golf for Brightstone Management, LLC.

Brightstone started in 1996 by Darsheg Chen, president and chief executive officer, with the purchase of Gulf Hill Golf Club and Resort in Ocean Springs, Miss. The company has since bought several courses, mostly in Texas. The company's stated goal is to acquire six to eight courses in the next two years.

In January, 1996, Brightstone purchased Texas National Golf

Club in Willis, which serves as Brightstone's headquarters.

Brightstone acquired Northcliffe Golf and Country Club in Cibolo, Texas in August 1997. The 18-hole course is a Joe Finger design opened in 1978. The goal is to recreate Northcliffe by installing a new irrigation system, sand traps, renovation of the pro shop and clubhouse, a golf teaching facility and eventually a bed and breakfast. Brightstone purchased Rio Colorado Golf Course in Bay City, Texas in December. It is an 18-hole course designed by Gary Player in 1991.

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PGATTA selects board members

PONTE VEDRA BEACH, Fla. — The PGA TOUR Tournaments Association (PGATTA) recently elected new officers. Formerly known as American Golf Sponsors, PGATTA is an organization for all PGA TOUR tournaments, with tournament directors the primary members.

Elected to two-year terms were Dwight Drinkard, FedEx St. Jude Classic as president; Peter Calihan, Phoenix Open as incoming vice president; and

Tony Piazzi, LaCantera Texas Open as secretary/treasurer. Assuming board positions are Ms. Johnnie Bender, Michelob Championship at Kingsmill; Bill Paul, Bell Canadian Open; Kym Hougham, Quad City Classic; Tom Strong, Greater Milwaukee Open; Lou Russo, AT&T Pebble Beach National Pro-Am; and Jim Wiser, The Memorial; Immediate Past President Tommy Wulff, Freeport-McDermott Classic.

Assumption of risk

Continued from page 61

court agreed with the plaintiff, determining the operator owed a duty of care to the plaintiff in the design and maintenance of its golf course and should not have removed the tree. (One wonders how the court would have ruled had the golf ball hit a branch of the diseased tree, causing it to fall on the plaintiff.)

In its ruling, the appellate court

differentiated between the duty of a golfer, which is to not intentionally injure another player or engage in reckless conduct totally outside the range of the ordinary activity involved in golf, and the duty of a golf course operator. The court found that the operator must provide a reasonably safe course, and minimize the risk that players will be hit by golf balls, for example, by the way the various tee, fairways and greens are aligned or separated.

Fortunately, such judgments against operators are rare. The courts usually hold that liability for unintended accidents must be eliminated to ensure that the fervor of athletic competition will not be chilled by the constant threat of litigation.

We see this doctrine applied in a 1996 superior court decision involving a rock-climbing accident in which the plaintiff's husband was killed during a rock-climbing class. The complaint alleged that the decedent's fall was the result of the instructors' negligence in placing four rope anchors into a single-crack system resulting in the release of the climbing rope holding him. The court found that "inherent in the sport of rock climbing is the fact a fall can occur at any time, regardless of the negligence of one's co-participants."

As the law in California stands, co-participants in sporting activities — golfers, for example — are largely found not to be liable for causing sporting accidents, even if the golfer does not yell "fore," unless their conduct was reckless or intentional. In the operator or instructor-student setting, liability is generally not found unless the instructor acts recklessly or with intent to injure, or in controlling the sporting "playing field," the operator or instructor fails to provide a "safe environment." It is important to remember, however, that when the risk causing the accident is not inherent in the particular sports activity, the chance of operator liability increases.

Cobblestone

Continued from page 61

care real estate investment trusts. Meditrust has a market capitalization of more than \$4.5 billion.

Cobblestone Golf Group, Inc. and Cobblestone Holdings, Inc. recently extended their tender offers for all of the outstanding 11.5-percent Senior Notes due 2003 of Cobblestone Golf Group, Inc. and all outstanding 13.5-percent Senior Zero-Coupon Notes due 2004 of Cobblestone Holdings, Inc. until 5 p.m., New York City time, on March 6. The tender offers were being extended to coincide with the expected consummation of the merger with Meditrust.

GOLF COURSE NEWS

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.

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For more information about Quelant™-Ca call
Nutramax Laboratories' at: 800-925-5187



The Nutramax Company
nutramax
LABORATORIES, INC.
AGRICULTURE DIVISION
Baltimore, Maryland



Chinese market

Continued from page 12

Zhuhai. One distinct advantage that a local developer has over outside investors is that they can buy the land outright and they can utilize their "guanxi" — or their connections. As with other Chen Brother developments in the area, the scale of this project is monstrous.

The 36-hole J. Michael Poellot (JMP)-designed golf course will sit on a 280-acre site, with another 260 acres reserved for the obligatory residential and resort development. The golf course alone cost US\$70 million — mostly due to the mountainous terrain of the site — total earth movements will approach 4.5 million cubic meters.

Work began in November of 1996, and seeding of the front nine will begin this spring. The entire project is due to be completed in 1999.

Not to be outdone by other projects in the area, the Mission Hills Group in Shenzhen continues to astound everyone with their rapid expansion of the already colossal project. Apparently a 36-hole TPC Jack Nicklaus layout was not enough, as two additional Brian Curley/Ozaki/Faldo-designed layouts are currently under construction.

The Ozaki course is almost done and will be seeded by April. This layout promises to be fantastic, with many outstanding water features. It will also include — the first on a golf course in China — a tunnel that bores through the mountainside to connect the 12th and 13th holes.

Meanwhile the Faldo course is still being shaped and it will be another year before it is completed. It will be a hillside, stadium-style course and will have its own clubhouse and maintenance facilities. These new additions bring the total acreage of the project up to a ridiculous 6,000 acres which is protected by a 37-mile cinder block wall.

The enormity of the project is not everything, it is the only thing. Even with the relatively strong market in the Shenzhen area, one must wonder if flagging membership sales can justify a 72-hole layout.

Moving on, two Malaysian investors have recently opened golf courses in the area. The Bougainvillea Golf Club, which is twenty kilometers north of Guangzhou's Baiyun International Airport, opened on October 5, 1997.

The primary investor is the Trade House Group, a housing development firm which is fronted by HRH, Sultan Azlan Shah, the ruler of Perak.

They currently have 9 holes open and will have the 18-hole Golfbuild-designed course completed by the end of this year.

The progress of course construction has been rapid, with the front nine taking only nine months to complete. This is primarily due to heavy investment and to the connections provided by Sultan Azlan Shah. While the construction process has been relatively smooth, the membership process is moving slowly as less than 100 have been sold.

South of Guangzhou, in the Special Economic Zone of

Zhuhai, lies the Lakewood Golf Club. Nestled away in the hill-sides, the soon-to-be-completed 36-hole JMP-designed golf course is a masterpiece.

The development of the club has been undertaken jointly by the Lamdeal Holdings Group and Long Yi Industrial Company of Zhuhai. The 380-acre project comprises of the golf course, planned resort and residential communities, and the recently

completed Formula-1 race track (the first in China).

The golf course was constructed by Instagreen, a Malaysian company that holds a majority stake in Lamdeal Holdings. The 18-hole mountain course opened in the beginning of 1996 and the lake course will be fully operational by May of this year. The next step will be the construction of a permanent members clubhouse and the development of residential and

resort facilities.

Although they currently only have 600 members, they boast a healthily diverse membership profile and are offering special memberships to local Chinese businessmen.

Moving back across to Shenzhen, the recent completion of the Sand River Golf Club has upped the ante in the inner city golf market.

Continued on the next page

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Chinese market

Continued from previous page

Although the seaside location posed some construction difficulties, they have created a wondrous golf course. The IMG-designed 9-hole academy course has been playable since August of 1995, and is floodlit for night golf. The first nine holes of the Gary Player championship 18-hole layout opened in April of

1997, and will be fully operational later this year.

Construction began in 1993, and has progressed slowly due to the construction challenges and the shuffling of investment and management teams. Sand River is now owned by Chinese businessman Zeng Wei, who bought out the original owner Serge Poon.

Further, CCA International backed out of their management

commitment to the club causing additional internal turmoil.

However, Club Vice General Manager Tony K.C. Ip and Course Superintendent Steven Alexander have done an outstanding job getting the club up to par. Most of the land is reclaimed sea mud which was difficult to build on: "after building the sea wall and pumping out a lot of mud we still had to rely on 100 percent compaction,"

claimed Alexander.

The effort was worth it. The course boasts unique tidal pools, diverse bird life, mangrove areas, lush paspalum fairways and hundreds of palm trees that were shipped in from Hainan Island (another first).

With such an outstanding golf course so close to the heart of Shenzhen and just minutes away from the Disneyland-like "Window on the World" this project

has a strong future as long as the financial and managerial functions of the club can pull through.

Closer to downtown, the Shenzhen Golf Club has received the message and has recently started an improvement campaign. As the oldest golf course in Shenzhen, it enjoys the advantage of prestige, but it has admittedly fallen behind the growing standard of golf courses in the area.

According to Brenda Ng, the Assistant Club Manager, "The opening of the Hong Kong border prompted the redesign, and as competition has gotten stiffer, we realize the need to make the course more challenging."

The US \$13 million construction project is significant for golf development as this marks the first re-design of a golf course in China. The original 18 holes (A and B) were built by Isao Aoki and the other 9 holes (C) were built in 1990 by Peter Tang. Turf and drainage conditions on the golf courses are in dire need of improvement.

In order to make these changes, they have hired Nelson Haworth to redesign the layout (see GCNI January/February 1998) and Steven Alexander's new company, Global Golf Engineering Limited, to do the construction work. They will be re-routing many of the holes, tightening the layout, adding more contour to the fairways, increasing the amount of bunkering, and creating more challenging greens.

According to Steven Alexander, "being able to work within an existing layout and an already beautiful landscape is a tremendous opportunity, since nature will automatically dictate the design."

The work will take approximately two years with construction crews concentrating on 9 holes at a time.

As the golf market in this area has grown it has undoubtedly placed increasing pressures on existing clubs. However, the new clubs in this area are by no means in the clear. They face a market which is slowly becoming saturated, making membership drives more and more challenging.

The fact of the matter is that they can no longer rely on Asian investors and golfers to snap up memberships since the rest of Asia is tightening their belt straps. Further, the courses can expect little assistance from the local Chinese market, which at the moment cannot afford to play golf on a large scale.

However, location is everything. The golf market in this area is becoming increasingly accessible due to improved local infrastructure — a new bridge is planned between Zhuhai and Hong Kong and a port highway between Shenzhen and the port of Shekou is under construction.

Continued on page 78

GOLF COURSE NEWS

PopQUIZ...

SUBJECT: Milestones in the Development of Laboratory Support for the Construction of USGA Greens

1. Which commercial laboratory developed the use of water release curves to select USGA rootzones and shallow depth sandbased turf systems for optimum agronomic and environmental performance?

2. Which commercial laboratory in 1992 pioneered the industry to shift to the use of organic matter by weight versus volume blending, which is the most significant change in the testing for USGA Greens and sand based turf systems in the last 30 years?

Adopted by the USGA 1993 Recommendations

3. Which commercial laboratory pioneered the use of variable tension rootzone evaluation for sand based rootzones which minimizes the chance for turf failure and demonstrated that the use of 40cm tension testing requirement was inappropriate for the evaluation of USGA Greens?

Adopted by the USGA 1993 Recommendations

4. Which commercial laboratory pioneered the use of the uniformity coefficient of sand as an evaluation tool to select rootzone construction materials for perched water table golf greens?

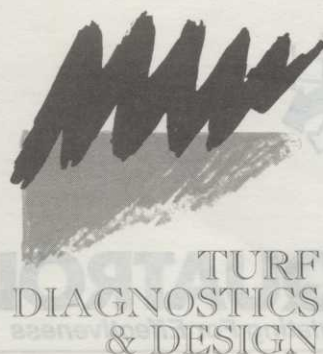
Adopted by the USGA 1993 Recommendations

5. Which commercial laboratory developed and field tested in 1992 the industry standard for quality control of the construction of sand based perched water table systems?

6. Which commercial laboratory shared five years of documented commercial laboratory and field development research with the USGA Green Section, which represented the bulk of the new changes in the 1993 Recommendations, in an effort to improve the quality of golf greens and minimize the environmental impact of golf courses?

TD&D, Inc.	Brookside	Thomas Turf	Hummel	Tifton
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BRIEFS



VERMEER APPOINTS CROWE

PELLA, Iowa — Vermeer Manufacturing Company recently appointed Craig Crowe to the position of manager of marketing training and events.

For the past three years, Crowe was a regional manager covering dealerships in the southeast area of the United States. Crowe's new responsibilities include the development of all training programs for Vermeer's global industrial dealer network, customers, and corporate marketing staff.



Craig Crowe

CRNOKRAK JOINS PARCAR CORP.

REEDSBURG, Wis. — Columbia ParCar has named John Crnokrak as its new vice president of sales and marketing. Crnokrak will be responsible for all sales and marketing of Columbia ParCar including new market opportunities, new product development and planning. Crnokrak joins Columbia ParCar from Baker Manufacturing Company.



John Crnokrak

ANDREWS ADDED TO NORTH

STAR SALES STAFF

ST. PAUL, Minn. — North Star Turf Supply has named Shane Andrews to its sales staff. Andrews, a former golf course superintendent, will cover a sales territory that includes west central Minnesota and a portion of the Twins Cities metro. Andrews is also a integral member of the New Golf Team with his strong background in new golf construction and grow-in. He most recently held the position of golf superintendent at Mississippi Dunes Golf Club in Cottage Grove.

ZENECA COMPLETES ISK DEAL

WILMINGTON, Del. — Zeneca Agrochemicals has completed the acquisition of the worldwide chlorothalonil business of Ishihara Sangyo Kaisha, Ltd. (ISK) (See *GCN* Feb.'98). It is also confirmed that Zeneca has completed the acquisition of distribution rights outside Asia Pacific to four of ISK's recently introduced products: the fungicide fluzinam, the nematocide fosthiazate and the herbicides, flazasulfuron and nicosulfuron.

Scotts acquires 80 percent of SSI, 'gene gun' license

MARYSVILLE, Ohio — The Scotts Company announced that it has acquired an 80 percent interest in Sanford Scientific Inc. (SSI), a leading research company in the rapidly advancing field of genetic engineering of plants.

SSI holds the exclusive license to use biolistic ("gene gun") technology in the commercial development of genetically transformed turf grasses, flowers and woody ornamental plants, which include rhododendrons, azaleas, roses, shrubs and decorative trees.

In addition, SSI has developed and licensed a broad portfolio of genes and genetic process technology with significant commercial potential.

This technology augments Scotts' genetic improvement program by allowing researchers to create desirable varieties of plants with value-added traits far beyond the capabilities of conventional plant breeding techniques. Targets of Scotts' research effort include disease and insect resistance, herbicide tolerance and other consumer-relevant traits, such as turf grasses that require less mowing and flowers with novel colors and fragrances.

Scotts estimates that it will commercialize certain genetically transformed plants within a few years.

Scotts acquired its interest from SSI founder and president Dr. John Sanford, who with his wife, is retaining a 20% interest and will remain with SSI. Sanford led the team of Cornell University scientists who invented the gene gun technology

Continued on page 73

Terra takes two in the UK

SIOUX CITY, Iowa — Terra has completed the acquisition of two nitrogen manufacturing plants in the United Kingdom for Imperial Chemical Industries PLC. The plants located in Billingham and Severnside, England, account for almost half of the UK ammonium nitrate production capacity.

With this acquisition, Terra now operates seven nitrogen fertilizer manufacturing facilities: four in the United States, one in Canada and two in England.

"Terra is excited about this expansion of our business into Europe," said Burton Joyce, Terra's president and

chief executive officer. "We've gained good facilities, a skilled and dedicated workforce, and a substantial share of a new market for the company. We're all looking forward to the development of our new business-Terra Nitrogen UK."

Terra Distribution also continued to increase its fertilizer product offerings in 1997 with the addition of blending facilities located in pivotal geographies. The company said that these facilities allow Terra to meet customers' specific fertilizer needs by providing secondary and micro-nutrient packages, custom blends and impregnation of

Continued on page 72



PURSELL CUP GOLF CHALLENGE NETS THOUSAND FOR DIABETES

The 1997 Pursell Cup Charity Golf Challenge, an annual golf tournament for the benefit of juvenile diabetes, raised more than \$60,000, tripling the amount collected from the 1996 inaugural event. Pictured above is David Pursell, LPGA member Kelly Kuehne and the legendary Sam Snead at Greystone Golf Club in Birmingham, Ala.



NEW PRODUCT OF THE MONTH

WAUKESHA, Wisc. — Ortho-Kinetics Inc., a 35 year-old company established in the design and production of compact electric vehicles in the commercial and medical equipment markets, has launched its Fairway Golf Cars division. The company said that its Model 8000 single rider golf car can improve pace of play by 25 percent. The 8000 is equipped with a proprietary digital power system ensuring superior power, reliability and performance. The Fairway 4850 may be the answer to providing accessibility to handicapped golfers in accordance with the ADA. The 4850 is equipped with a height adjustable pivoting seat with a tilting mechanism for an unobstructed swing from a seated position. For more information, contact Ortho-Kinetics at 412-542-6060.

Ransomes' updated E-Plex II plays in Sweden

By TREVOR LEDGER

HARROGATE, England — In an atmosphere of takeover "wariness" Ransomes has launched its all new "E-Plex II" electric greensmower replacing the original E-Plex which has proved so popular, in Sweden especially.

While impending financial gymnastics kept the city folk guessing, Ransomes presented its latest family addition at BTME '98 Harrogate.

The 48 Volt battery Pack offers enough power for approximately 3.5 hours usage which will see a maximum of 20 greens mowed on a single charge. The second generation of Ransomes' electric mowers includes refinements learned of experience; for example, the drive has a distinct hydrostatic feel to it and you can have power steering if you so wish.

The popular perception of Sweden as an ecological trailblazer is upheld with its devotion to electric equipment — over the last three years, 65 percent of Ransomes greensmower sales in Sweden have been E-Plexes. There is no danger of fuel or oil spills, there are no emissions, there is little noise and the running costs have been quoted at around 12 pounds per year.

In the UK, courses have been a little slower to warm to the E-Plex than in Sweden, but there are takers. Gleneagles uses one to mow around the Hotel alarmingly early every morning and is sensitive to its guests comfort; an unnamed course in Essex had a noise abatement order slapped on it by disgruntled neighbors and has made the switch to electric.

With the takeover deal final, Textron now holds 100 percent of the electric greens mower market.



Garrick/Fairmount firm relationship

CLEVELAND — The Garick Corporation has announced that its partner of over nine years, Fairmount Minerals, supplier of golf course sands, has agreed to purchase 100 percent of The Garick Corp.

Fairmount said that the acquisition of Garick will enhance synergies between the two companies, especially in the area of bulk materials to the landscape, nursery, garden center, golf course and construction industries.

"We're very pleased to have the people

of The Garick Corporation join our Fairmount Family," said Chuck Fowler, president and chief executive officer of Fairmount Minerals. "The Garick product lines and focus on the customer matches well with the markets and customer-oriented service of Fairmount, particularly in the golf course, turf and landscape markets," Fowler said.

Gary Trinetti will continue on as general manager and vice president of the Garick business.

AgrEvo receives registration for DeltaGard

MONTVALE, N.J. — AgrEvo announced that DeltaGard GC Granular Insecticide, the company's new water-soluble granular formulation insecticide, has received approval for use in the golf industry.

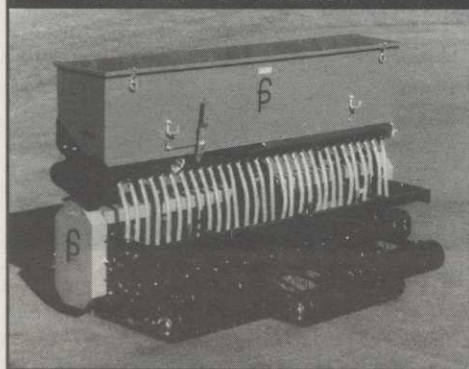
According to George Raymond, marketing manager at AgrEvo, DeltaGard GC was designed to provide lasting residual action and broad spectrum control of many surface insect pests with just 0.1% active

ingredient — up to 50 times less active ingredient than what is required by traditional granular formulations.

It provides comprehensive no-odor treatment for turf insects such as adult annual bluegrass weevil, adult bill bugs, chinch bugs, mole crickets and adult black turfgrass atenius. AgrEvo developed and is the sole manufacturer of the pyrethroid deltamethrin, the active ingredient in DeltaGard.

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— Carey Mitchelson, Course Superintendent, Twin Lakes G.C., Oakland Township, MI

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CIRCLE #162

Turf Drain Inc.

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- To learn all facets of Golf Course Remodelling including drainage, reconstruction and finish work with advancement available to dedicated and skilled individuals.
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1. To participate in all work required in drainage installation, green, tee and bunker construction such as land clearing, staking, earth preparation, irrigation installation, finish grading, cart path installation, fertilizing, seeding, sodding and aesthetics.
 2. To work when and where directed.
 3. To work with supervisors, other staff and clients in a co-operative, professional team oriented atmosphere.
 4. To continually upgrade skills and knowledge.
- Working Conditions:**
1. Work schedule is varied and demanding due to the nature of the remodelling business.
 2. Strong company support.

CIRCLE #166

Eco Soil stays on latest acquisition roll

RANCHO BERNARDO, Calif. — Eco Soil Systems Inc. has entered into a binding letter of intent to acquire Cannon Turf Supply Inc., a golf and turf products supplier with operations in Illinois, Indiana, Kentucky, Michigan, Ohio and Wisconsin, for a combination of cash and Eco Soil common stock.

"This merger significantly strengthens Eco Soil Systems' distribution subsidiary, Turf Partners, and contributes to the geographic areas in which it operates," said William Adams, chairman and chief executive officer of Eco Soil.

"Cannon Turf, with annual revenues of approximately \$15 million, has a strong management team that is committed to customer satisfaction through its professional sales and service staff," said Adams.

The parties expect the acquisition to be complete by March 15. Consummation of the transaction, however, is subject to certain conditions, including execution of a definitive merger agreement, Eco Soil Systems' satisfaction with the result of a due diligence investigation of Cannon Turf and the receipt of consents from third parties that are required to complete the transaction.

In related news, Eco Soil has also entered into an agreement to acquire Benham Chemical Corp, a golf and turf products supplier with operations in Michigan, subject to standard closing conditions.

The final closing was expected to occur on March 1. Benham Chemical operates warehouses in Detroit and Saginaw, Mich., and has annual revenues of approximately \$7 million.

"The combination of Benham Chemical with our existing Midwest distributor and Cannon Turf Supply, another distributor we have agreed to acquire, makes the Midwest operations of Turf Partners an outstanding launching pad for new BioJect sales," added Adams.

Terra/UK

Continued from page 71
fertilizers with control products.

The introduction of the new Terra fertilizers with GoldCote by the professional products group of Terra Distribution is an important strategy for growing their fertilizer business in the turf market.

"We're using our distribution assets as well as fertilizer and agronomic expertise to customize products and services to meet our turf customer needs," states Robert Yarborough, manager of Terra Professional Products, Northern Division. "One example of this is the GoldCote fertilizers designed for the golf course market."

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CIRCLE #149



E-Z-GO introduces Workhorse ST-350

E-Z-GO Textron has announced production of a new multi-purpose off-road utility vehicle. The Workhorse ST-350 features a 11 hp, 350 cc, twin cylinder, 4 cycle, overhead cam engine, a 13-cubic-foot load bed with heavy duty bed liner and an 8000-pound payload capacity.

The Workhorse ST-350 represents a new direction for E-Z-GO. It was designed to meet a variety of off-road utility needs.

Some of the important features on the ST-350 include oversize tires, greater ground clearance, a special suspension system designed to handle rough terrain and a heavy duty wrap-around front bumper with brush guard. For more information, contact 706-798-4311.

CIRCLE #209

John Deere installs new fairway conditioner.

Recently launched as an optional attachment for the established John Deere 3215A and 3135A fairway mowers, the new Deere fairway conditioner incorporates a contra-rotating grass tender conditioner, which is gear-driven rather than belt drive. This enables the attach-

ment to provide a better, cleaner finish by grooming, recutting and dispersing grass clippings more evenly, particularly in wet conditions, without leaving unsightly clumps of grass on the fairway. For more information, contact 309-765-8000.

CIRCLE #211

J.R. Simplot launches SuperTurf

The J.R. Simplot Company, manufacturer of the Best family of fertilizer formulations for the golf course and professional turf industries, introduces SuperTurf. SuperTurf is engineered to deliver the results commonly associated with controlled-release fertilizers for approximately the same cost as quick-release blends.

Designed to last up to three months, SuperTurf combines Best's Turf Supreme with Polyon polymer and TriKote polymer/sulfur-coated urea prills to produce a 55 percent controlled-release, 25-5-5 product.

Polyon helps SuperTurf release nitrogen osmotically in accordance with turf nutritional needs or temperature conditions, which helps prevent the premature nutrient release. For more information, contact 800-992-6066.

CIRCLE #210

Textron/Ransomes

Continued from page 1

of January 26. Ransomes only had a reported 89.68 percent of its preference shareholders on board at the end of the previous week. Ransomes was able to gather the appropriate amount of votes at the eleventh hour.

For Textron/Jacobsen, the Ransomes acquisition is consistent with the company's strategy to expand on a global basis, allowing it to leverage new manufacturing capacity and distribution networks.

"Look at the players in the market now," said Carl Burtner, president of Textron's Golf and Turf Group. "If you're not big your going to be out."

According to Burtner, Textron plans to keep the brand names in the spotlight as lines are trimmed and Jacobsen and Ransomes technologies are melded together.

"There's a number of line-fills for us, there's a number of things that just dovetail right into the Jake and E-Z-GO lines," said Burtner. "Each player has some very strong suits, so obviously we're not going to be duplicating. We're going to take the best each has to offer and try to come up with the best product line there is."

It's time for action.

We've been talking about IPM and experimenting with ways to be more environmentally responsible. Now that a product like BIO-TREK 22G has come along, there's no excuse for fighting common turf diseases the old way. We waited until we saw the disease, then slammed it with chemicals. Now, with BIO-TREK 22G, we can prevent infection long before we'd ever see it.

BIO-TREK 22G is a beneficial fungus that colonizes the roots and fights off pathogens like *pythium*, *rhizoctonia*, *fusarium*, and *sclerotinia*. Plus - it's EPA approved and safe for use even around water. A lot of golf courses have already tried it and proved the overwhelming success of BIO-TREK 22G.

Last year we experimented. This year we go for it.

BIO-TREK 22G™



WILBUR-ELLIS

IDEAS TO GROW WITH®

For more information, contact your Wilbur-Ellis representative or your BIO-TREK 22G distributor.

CIRCLE #154

Scotts/SSI

Continued from page 71

in the 1980s and he continues as a leading expert in the field.

"I am confident that Scotts' powerful brands and leading market positions provide the best commercial platform from which to launch exciting new products using SSI technologies," said Sanford.

SSI operates an advanced genetic research facility in Waterloo, New York, and actively collaborates with other leading genetic scientists.

"We view genetically transformed

plants as playing a valuable role in our world-wide brand development strategy over the next few years," said Charles Berger, Scotts chairman, president and chief executive officer.

Biologics technology involves the delivery of desirable genetic characteristics by high-velocity injection into cells.

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CIRCLE #159

Toro shows new Sand Pro

The Toro Company has introduced its Sand Pro 5020 featuring an 18 horsepower engine. It is equipped with Toro's patented three-wheel drive Series/Parallel traction system that virtually eliminates spinouts in forward and reverse. A 3-stage air filtration system provides clean air to the engine keeping it running longer and stronger. The operator-in-mind design increases comfort with tilt steering and adjustable seat. For more information, contact 612-888-8801.

CIRCLE #212

Jacobsen unveils Aero King 30

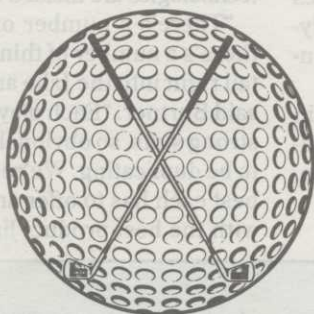
Jacobsen has introduced its new Aero King 30 greens aerator. The new Aero King 30 is powered by an 18-hp Briggs & Stratton Vanguard and offers a 30-inch coring width and a true, 4-inch coring depth. Depending on factors such as soil type, moisture content, past aeration practices and type of tine used, the new Aero King 30 is even capable of coring depths below 4 inches.

For high productivity and versatility on golf greens, the operator can choose from two hole patterns: the standard 2.5-inch x 2-inch and an optional 2.5-inch x 3-inch. The unit aerates up to 14,375 square feet per hour with the standard hole pattern, and up to 21,500 square feet per hour with the optional pattern. For more information, contact 414-637-6711.

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CIRCLE #164

Leslie comment

Continued from page 12

-ness? In his keynote remarks at the International Golf Course Conference and Show in Anaheim, Tour golfer Peter Jacobsen declared that people who operate golf courses should be doing so solely for the betterment of golf. He, in fact, chastised management companies for not having that aim as their key reason for existence. Disregard any thoughts of profit margin.

Jacobsen was speaking to several thousand golf course superintendents, their spouses and others in the industry. And he received whopping applause for that remark.

Excuse me, but "Da!"

Listen, "the betterment of the game" is a wonderful concept, an applause-able concept. If the movers in the industry do not have the game at heart, golf will be done harm to. But to put it alone in everyone's reasons for existence is to achieve the very opposite: put the game in jeopardy.

No organization or business can operate at deficit margins and survive long. Even the First Tee courses will be planned to eventually operate on their own.

How close did Arnold Palmer come to being a golf course builder rather than a professional golfer?

In his pre-taped remarks in accepting the Golf Course Builders Association of America's (GCBA) Don Rossi Humanitarian Award, Palmer told of the time when he was having problems with his game and was having a good time operating a bulldozer.

He said it gave him pause to consider a career. However... "Having spent a little time on a bulldozer, and knowing how much I enjoyed it, and sort of having a little problem with playing golf. It was golf or the bulldozer... well, playing golf won out."

European market

Continued from page 3

On the demand side, nearly 3 million golfers all over Europe had registered as members of a golf club by the end of 1997. There are no reliable European counts on the number of regular golfers not belonging to a golf club. The clubs increased by more than 1 million new members in the course of the last seven years, which means a growth of nearly 60 percent in golfers.

The countries with the highest numbers of club golfers are England (847,794), Sweden (434,010) and Germany (296,370).

Supply and demand compared, 1997 was the year with the fewest new courses opened (145) and the highest count of new golf club members (193,447) over the decade so far.

These figures reveal the fact that the European golf market now definitely has finalized its turnaround from what formerly used to be a supply market to a market that is now lead by demand.

It is the golfers telling the developers and managers of golf courses now what kind of courses, in which locations, with what kinds of fees, they want and which will be able to operate successfully.

Take a look at the golfers vs. golf courses ratio in some European countries and you will understand what I mean:

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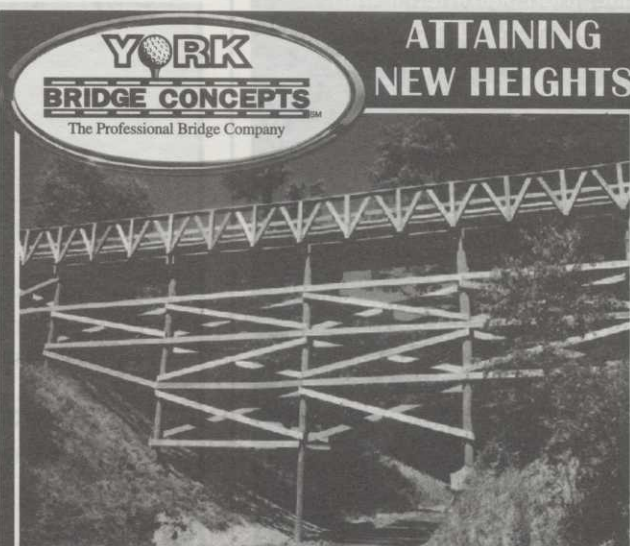
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Shapers, Site Supervisors, Irrigation Personnel, and Assistant Supervisors required—Projects in the North East and Europe. Send resume to: Intergolf, P.O. Box 209, Dobbs Ferry, NY 10522 Fax: (914)-693-9506, Phone: (914) 693-2024.

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2-3 — GCSAA Seminar on Managerial Productivity in York, Pa. *

3 — GCSAA Seminar on Enhancing Your Value as a Professional Golf Course Superintendent in Gaylord, Mich. *

3-4 — GCSAA Seminar on Managing People for Peak Performance and Job Satisfaction in St. Louis, Mo. *

3-5 — New England Regional Turf Conference in Providence, R.I. Contact 401-848-0004.

4 — GCSAA Seminar on Employee Safety Training in Gaylord, Mich. *

6 — GCSAA Seminar on Wildlife Management and Habitat Conservation in Cleveland. *

7-10 — Canadian International Turfgrass Conference & Trade Show in Calgary, Alberta, Canada. Contact 800-387-1056.

9 — GCSAA Seminar on Turfgrass Stress Management in Birmingham, Ala. *

10 — Community Tree Conference in Amherst, Mass. Contact Dennis Ryan at 413-545-6626.

10 — GCSAA Seminar on Preventive Maintenance of Turf Equipment in Johnstown, Pa. *

10-11 — GCSAA Seminar on Managing People for Peak Performance and Job Satisfaction in Minneapolis. *

11 — GCSAA Seminar on The Microbiology of Turfgrass Soils in Cincinnati. *

17 — GCSAA Seminar on Enhancing Your Value as a Professional Golf Course Superintendent in Lake Harmony, Pa. *

17 — GCSAA Seminar on Wetlands and Golf Courses in Manchester, Vt. *

17-18 — GCSAA Seminar on Spanish for Golf Course Management I in Palm Desert, Calif. *

18 — GCSAA Seminar on Time Management for the Golf Course Superintendent in Rockport, Maine. *

18-20 — Maine Turfgrass Conference and Show in Rockport.

24 — GCSAA Seminar on Irrigation Water Quality in San Antonio, Texas. *

24-25 — GCSAA Seminar on Golf Greens: History, Theory, Construction and Maintenance in Philadelphia. *

April

25-30 — American Society of Golf Course Architects Annual Meeting in Los Angeles. Contact 312-372-7090.

May

4-5 — Equipment & Engine Training Council annual meeting in Milwaukee. Contact Virgil Russell at 512-442-1788.

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.

August

1-4 — Georgia GCSA Summer Conference in Augusta. Contact Karen White at 706-769-4076.

* For more information contact the GCSAA Education Office at 800-472-7878.

Golf Course Marketplace

To reserve space in this section, call Trish Hoffman, 207-846-0600

NOTICE OF INTENT AND REQUEST FOR INTEREST

The Idaho Division of Environmental Quality (DEQ), in cooperation with the Environmental Protection Agency, is currently planning and designing for the final remediation and closure of an approximately 200 acre portion of the Bunker Hill Superfund Site known as the Central Impoundment Area (CIA) pursuant to the authorities and requirement of the Comprehensive Environmental Response, Compensation, and Liability Act. The CIA is located adjacent to the city of Kellogg in Shoshone County, Idaho. DEQ has considered future land uses which could be incorporated into the final design of the CIA and has preliminarily determined that the construction and operation of golf facilities is a viable potential use. DEQ intends to plan and design final closure of the CIA to accommodate golf course facilities if sufficient interest is demonstrated by person(s) capable and willing to commit to financing, design, construction and operation of a golf course facility. Accordingly, DEQ requests that any such interested person(s) contact its contractor TerraGraphics at the below address and phone number for further information and instruction. Written statements of qualifications and interest are requested by March 25, 1998 at the below address: TerraGraphics Environmental Engineering, Inc., 108 W. Idaho, Kellogg, ID 83837, phone (208) 786-1206, fax (208) 786-1209

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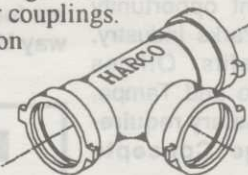
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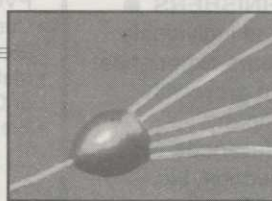
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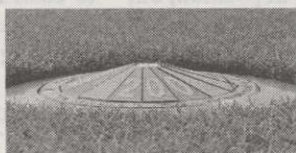
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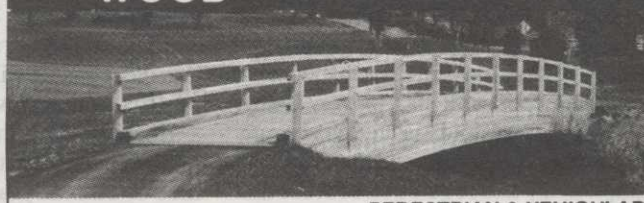
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Europe

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Statistically, each individual golf course in Sweden hosts no less than 1,142 golf club members. The average number for Europe is 540 golfers per course (not taking into account the number of holes of the courses). Norway's courses are also packed with a ratio of 833 golfers per course, whereas tourist destinations like Portugal (117 members per course) or developing countries like Hungary (219 members per course) will be able to offer lots of slots to travelling golfers paying green fees.

This figure of courses either being packed or still looking for players also tells us where there is a significant further demand for new golf courses and where, on the other hand, developers should think twice before starting another new project.

The fact that there is a general slow-down in the opening of new courses shows us that after a period of rapid golf course growth in the beginning of the 90s, often enough described as the 'golf course boom', the establishment of new golf courses has entered a new phase of more carefully considered, and appraisal led, new developments.

Beyond the figures, Europe is now witnessing a trend toward more demand-oriented course development.

It seems that, after a while, European industry players have finally grasped what the NGF meant with its "player/facility development pyramid" issued years ago. It is no longer exclusively the high-end championship and regulation courses that are built. There are more and more executive courses and golf academy facilities being opened up to the new golfers, meet-

ing their demands and availability of cash.

In Germany, for instance (golfers vs course ratio: 555), quite a few new courses are being built on lower budgets.

Beyond the figures, Europe is now witnessing a trend toward more demand-oriented course development.

There are quite a few executive courses now in the areas surrounding bigger cities (Munich, Rhine-Ruhr-Area) which

are financially very successful. Golf academies, for instance in horse race tracks, are very popular in Germany. The "club of non-golf club golfers," a subsidiary of the German Golf Federation, has managed to

attract some 9,000 new golfers over the last few years — 3,500 out of which have converted to club golfers in the meantime, adding to higher frequency of use on the regulation courses.

The future of the golf course industry in Europe has become more solid than was predicted over the last couple of years, times that witnessed bankruptcies and takeovers galore all over Europe.

Consumer orientation, matching courses to the golfers' demand and the understanding of the industry as a hospitality business should yield sustainable success to those who keep the golfing customer satisfied.

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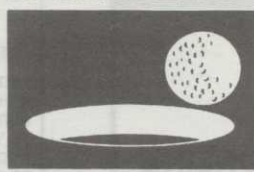
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Chinese market

Continued from page 70

All of these courses are in position, but it is clear that it will be some time before returns on their investments are realized.

Heading west, the Spring City Golf and Lake Resort sits in the Southwestern province of Yunnan just outside of the city of Kunming. The project is being developed by a handful of independent investors and by Keppel Land, a leading Singapore Government-linked conglomerate.

Spring City is truly a unique golf club. The Jack Nicklaus mountain course is already completed and the Robert Trent Jones II course is currently under construction. Both courses are links style, fitting into the surrounding mountain terrain beautifully.

At 7,000 feet of elevation, the climate is comfortable year-round and is well suited for the all bent-grass layout. They have just held their "soft opening" in January and will be officially opening the club this spring.

The RTJ II course will have 9 holes seeded by then, and the remaining holes by the lake side will be finished by the end of the year. Eventually the resort will feature holiday villas, two hotels, and a Club Med (another first in China).

While they have not started their membership drive yet, management is confident that the location of the club, the quality of the golf courses, the outstanding climate, and the high-caliber facilities will attract members and resort guests.

In the meantime, they will have to come to grips with the fact that they are attempting to forge a new market in Kunming, a city with very little in the way of tourist amenities.

From west to east, Shanghai provides one of the most diverse populations in China. And one rife with expatriate businessmen.

The Shanghai Links Executive Community seeks to cash in on that fact. It lies just east of Shanghai in the



Pudong New area and is the flagship project for Sealand Housing Corporation, Canada. The project, which has been under construction since 1995, sits on 520 acres of reclaimed land.

The specialized expatriate community will include housing, schooling, recreation, clubhouse, health facilities, and an 18-hole links-style Jack Nicklaus golf course. The developers sense that their project will be in the center of the growth of the Pudong New area.

There are already 2,800 offices in this area and 40 financial institutions have moved or are planning moves into this area in the coming year. "During a direct survey of multinationals leading up to this investment, we discovered a unanimous trend of increased expatriate presence in Pudong and we think this is only the tip of the iceberg," said Marcus Thompson, deputy managing director of HSBC Private Equity Limited, the largest investor in the group.

The investors have made an unprecedented commitment to this project. The process of reclaiming the land took two years and cost US\$21 million, moving 60 billion cubic meters of earth. The construction of the golf course began in June 1997, and the shaping of the back nine was completed in December 1997. The planting of the first nine should be done by March of this year and will be playable by June. The entire course should be completed by the end of this year.

The Shanghai Links project, although it has been long in coming, promises to be a fine golfing facility as long as the Pudong New area lives up to its billing.

It is clear that many investors in China have gone to extremes to position themselves in a market that has not yet fully matured.

Golf development in China is a risk. It is abundantly clear that there is only so much support that the expatriate and Hong Kong carry over market can provide. The local population must be tapped and that will only happen once the per capita income of China reaches the next level.

The continued success of the Chinese economy, therefore, will ultimately determine how soon profits will be made. In the meantime, these courses must hedge their bets, maintain their facilities, and keep in mind that they are industry leaders in one of the largest potential golf markets in the world.

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ALL IN THE FAMILY
Robert Trent Jones Sr. (left) has teamed with elder son Bobby to form a new architectural entity, RTJ Golf Ventures. For story, see page 37.

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Image enhanced but golfers insist on 'green' look

By PETER BLAIS
ORLANDO, Fla. — Most golfers view superintendents as trained professionals and the person most responsible for and the person most responsible for course conditions — news course managers should find encouraging considering national efforts to elevate their image. Disturbingly, however, few golfers recognize the Golf Course Superintendents Association of America (GCSAA) as the superintendents' national organization. Also troubling was the unwillingness of most golfers to accept poorer playing conditions in exchange for reduced chemical and water use on their courses. According to a recent survey of golfers conducted by the National Golf Foundation.

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STUDY SHOWS:

Name designers
pull higher dues
and green fees

By PETER BLAIS
HARRISBURG, Pa. — Private courses designed by signature architects command higher initiation fees and higher monthly dues. A recent study by the Golf Course Superintendents Association of America (GCSAA) found that courses designed by signature architects have higher initiation fees and higher monthly dues. The study also found that courses designed by signature architects have higher initiation fees and higher monthly dues. The study also found that courses designed by signature architects have higher initiation fees and higher monthly dues.

Continued on page 3

Griffiths



Shinn Golf Club in Nigata, Japan, a new design from incoming ASGCA president, Denis Griffiths.

on course costs

By MARK LESLIE
Worried the cost of golf is starting to drive people from the game, the incoming and outgoing presidents of the American Society of Golf Course Architects have presented arguments that would lead developers to make harsh choices about their projects. Picking sides in a point-counterpoint atmosphere, Past President Jeff Brauer of Golfscapes in Houston and new President Denis Griffiths of Braselton, Ga., agreed construction costs have escalated too high but disagreed over the cure. "Ten years ago there were few upscale daily-fee projects," Griffiths said. "Everyone today is doing."

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Ciba-Sandoz deal creates new firm: Novartis

By HAL PHILLIPS
Consolidation in the chemical trade continues apace, as Des Plaines, Ill.-based Sandoz Agro and Greensboro, N.C.-based Ciba — both divisions of enormous Swiss conglomerates — have agreed to join forces, creating a \$6 billion agricultural giant. The new entity will be known as Novartis. Bill Liles, head of Sandoz Agro, is its fourth president. Ciba's president, Peter Brugg, will be Novartis' first president. The company's first product will be a plant growth regulator and fungicide. Ciba products include Banner fungicide, Finto plant growth regulator and other products. The company is expected to be completed by the end of 1996.

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