

# GOLF COURSE NEWS

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Neil Crafter and Paul Mogford of Golf Strategies on site in January examining plans for Zhuhai Aerotropolis Country Club with representatives of Gold Bond Enterprises and Zhuhai Airport Group Corp. See story page 55.

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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

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## 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

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### 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'



**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 Mclay 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

## 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







### 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

### 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."

### 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

### 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

## 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™**



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IDEAS TO GROW WITH®

For more information, contact your Wilbur-Ellis representative or your BIO-TREK 22G distributor.

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### 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.

Biolistics technology involves the delivery of desirable genetic characteristics by high-velocity injection into cells.

The technology is widely used in medical research and agricultural fields for applications ranging from immunization and cancer treatment to creation of new agricultural crop varieties, including corn and soybeans

## Magnesium For Healthy Green Turf

ProMag® 36 is a combination of magnesium sulfate and magnesium oxide, supplying both immediate and long term non-burning magnesium availability.

ProMag 36 is the choice magnesium in micro-prilled form necessary to balance calcium and potassium in the soil. Such nutrient balance increases root mass resulting in healthy green turf.

ProMag 36 is versatile, allowing direct application or blending with other plant food ingredients in a wide variety of formulations.

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