

GOLF COURSE NEWS

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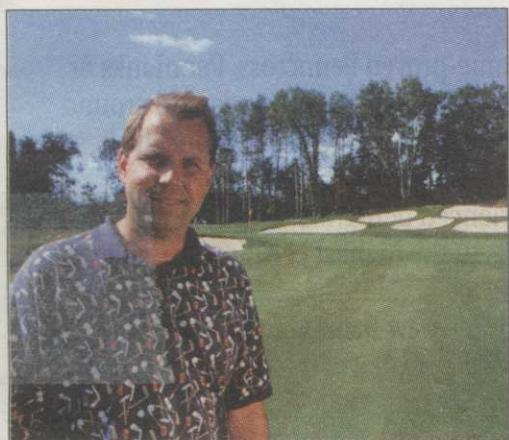
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With more than 900 courses under construction, the golf car market has never been busier 61

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ATOP TWO WORLDS

Scott Hoffman not only maintains four courses at the top-rated resort in Minnesota, he stepped into designers' shoes and laid out *Golf Digest's* 1997 3rd Best New Upscale Public Course in North America. See *Super Focus*, page 17.

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Rain Bird snags AGC exclusive

By M. LEVANS

AZUSA, Calif. — The directors of maintenance at American Golf Corp. (AGC) have changed its irrigation supplier with the recent signing of an exclusive three-year agreement with Rain Bird.

AGC estimates that it will use Rain Bird Products — from replacement sprinkler heads to the new Cirrus central control irrigation system — in 20 new course irrigation system installations this year. The arrangement could even-

tually trickle down to all 260 AGC courses.

According to AGC, it will continue a service contract with Toro, AGC's previous irrigation supplier, to maintain the existing equipment.

"There are perceptions that we go after the low bidder," said John Meyer, director of fleet management and national accounts at AGC. "That is not the case. We have 8 directors of maintenance. I look at them as the committee and say, 'Irrigation is coming up, who should get a proposal.' The only two names that come up are Rain Bird and Toro. Quality versus quality, you can't get any better in this industry."

Rain Bird won the tight battle, said AGC, with its commitment to extensive after-market service. Rain

Continued on page 63

CCA banks on PGA ETC

From wire services

DALLAS — The International Group of ClubCorp has acquired a 23-percent interest in PGA European Tour Courses PLC (PGA ETC) from Thompson Investments, Ltd. The transaction is valued at more than \$10 million.

PGA ETC is a company that owns and invests in flagship, tournament golf venues in Europe. It is listed on the London Stock Exchange and trades under the symbol (PGA). ClubCorp will also have two seats on the board of directors of the company.

Thomson Invest-

Continued on page 70



The Indian River Club: an environmental winner

Audubon cracks down

By MARK LESLIE

SELKIRK, N.Y. — Probation. Excommunication. These terms that embody enmity are now part of the lexicon at Audubon International (AI), long a bastion of teamwork and cooperation.

While the majority of the 66 golf courses in the 4-year-old Audubon Signature Program are committed to it and swear by its effectiveness, others have fallen off the bandwagon, or perhaps were never aboard, according to AI President Ron Dodson.

Lamenting the fact that he had to, first, "place on probation," then "excommunicate" one of the eight fully certified Audubon Signature facilities, Dodson said: "Our strongest program is only as strong as our weakest one, and we can't allow people to make our name look weak. We already

Continued on page 34



Estate courses on the rebound

Certainly not your average backyard. The 2nd at Rich Harvest.

By MARK LESLIE

SUGAR GROVE, Ill. — Disappointed in Augusta National's famous par-3 12th hole at Amen Corner, Jerry Rich came home to his 2,000-acre estate and built what he calls a better one. Dis-

appointed in Augusta's 200-yard-long Magnolia Lane, he built a Magnolia Lane of his own. It meanders across two miles.

This is Rich Harvest Links. This is Jerry Rich's dream — a dream that grew from the idea of a

SEE FEATURE ON
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modest couple of practice holes to a stunning facility that will open 18 championship-

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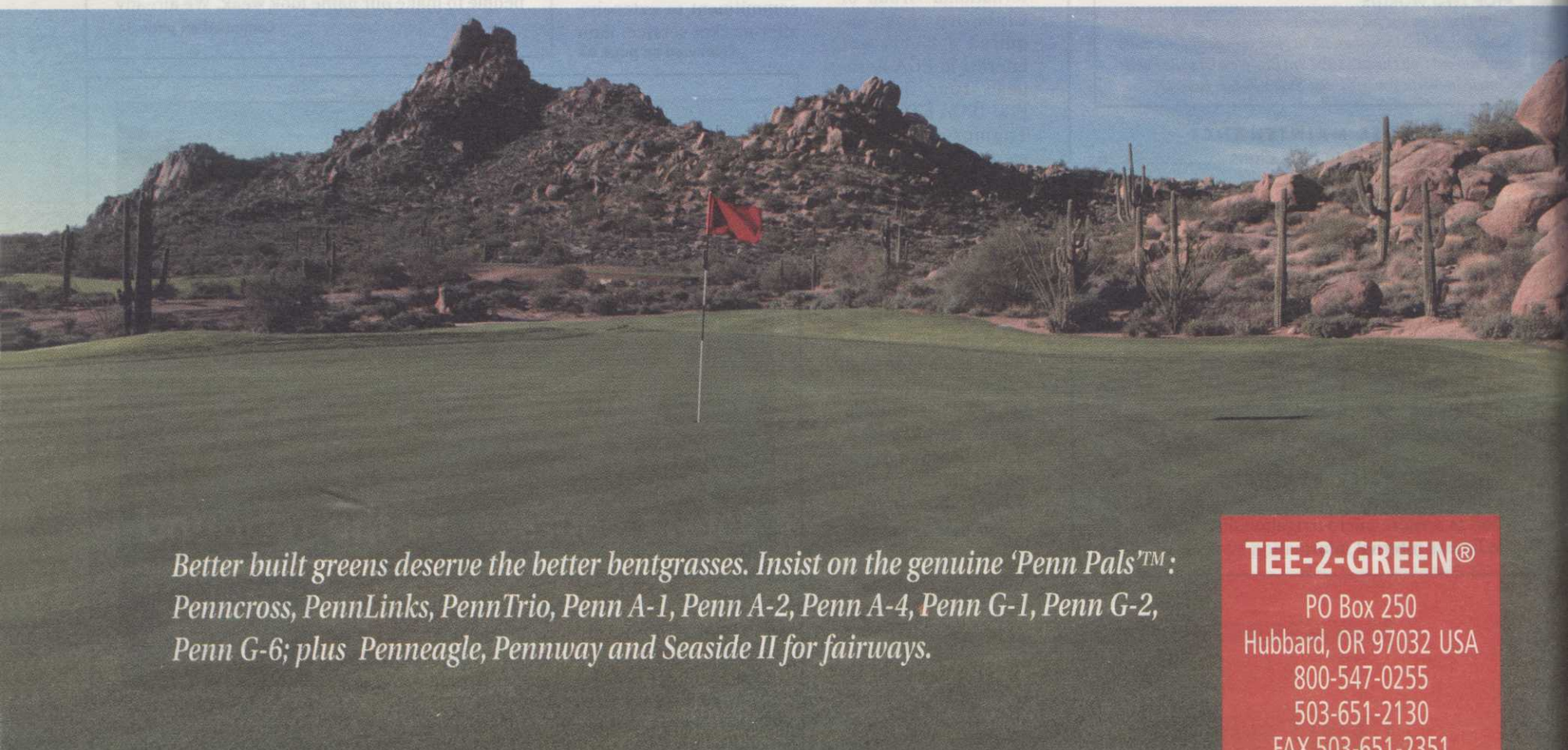
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BRIEFS

FALL CITY, Wash. — A new, private 18-hole course designed by Tom Fazio will be built on a 220-acre portion of the Aldarra Farm outside Seattle. The proposed Members Club at Aldarra will restrict membership to 416 and be a golf-only club. The course, the first designed by Fazio in the Pacific Northwest, will be built on farmland once owned by the Boeing family. An understated wood-and-stone, 15,000-square-foot clubhouse is also planned. Construction is scheduled to start this spring with a target opening date of late summer 1999.

...

YORKTOWN, N.Y. — Donald Trump's interest in developing courses in Westchester County continues. Trump is reportedly interested in developing an 18-hole layout and housing on 150 acres of land off the Taconic Parkway. Trump has already been and continues to be involved in course proposals in Westchester. His proposed \$7.5 million course and homes at the 213-acre Seven Springs estate straddling Bedford, New Castle and North Castle is undergoing environmental review. He also wants to build a luxury course and townhouses at Briar Hall Country Club, which he acquired in 1996.

NGF details green fees across U.S.A.

JUPITER, Fla. — Hawaii and Nevada are the most expensive places to play and South Dakota and Kansas the cheapest, according to a profile of U.S. golf course green fees recently published by the National Golf Foundation.

The national average is \$37.30, according to a state-by-state breakdown of in-season, weekend rates (with cart) for regulation 18-hole daily-fee facilities.

Hawaii and Nevada lead the list by a relatively wide margin at \$85.70 and \$84, respectively. At the other end are two Midwestern states, South Dakota and Kansas, at \$23.80 and \$24.20, respectively.

Looking at the data from a regional standpoint, golfers in the seven Midwestern states making up the West North Central region enjoy some of the lowest fees in the country. The average for the region is \$27.90. This is the lowest among the nine U.S. census regions. In addition to South Dakota and Kansas, this region consists of Missouri, Iowa, Nebraska, North Dakota and Minnesota.

The Mountain and Pacific regions carry the highest average in the country at \$52.40 and \$49.60, respectively. In addition to Nevada, these regions consist of California, Oregon, Washington, Montana, Idaho, Wyoming, Utah, Arizona and Colorado.

Average Weekend Green Fees/In Season/With Cart
(18-hole Regulation Daily-Fee Courses Only)

South Dakota	\$ 23.80	Texas	\$ 34.30
Kansas	24.20	Maine	34.40
Arkansas	25.00	Mississippi	34.80
Kentucky	25.30	Delaware	36.20
District of Columbia	26.00	New Mexico	36.40
Ohio	26.00	Georgia	36.80
Alabama	26.40	North Carolina	37.00
Iowa	26.80	Rhode Island	37.10
Nebraska	27.30	U.S. Average	37.30
Oklahoma	27.30	Oregon	37.70
North Dakota	28.50	Connecticut	38.30
Indiana	29.50	Massachusetts	40.30
New York	29.90	Virginia	40.30
West Virginia	29.90	Wyoming	40.40
Tennessee	30.30	Maryland	40.90
Wisconsin	31.20	New Hampshire	42.30
Illinois	31.60	Idaho	42.60
Minnesota	31.90	Vermont	42.70
Louisiana	32.50	Florida	43.20
Pennsylvania	32.90	South Carolina	43.90
Missouri	33.10	New Jersey	48.70
Montana	33.20	Colorado	51.90
Michigan	33.30	California	57.00
Alaska	33.50	Arizona	66.70
Utah	33.50	Nevada	84.00
Washington	33.90	Hawaii	85.70

Source: National Golf Foundation

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Watts, Ritts named NGF officers

JUPITER, Fla. — Edwin Watts, president and chief executive officer (CEO) of Edwin Watts Golf Shops, and LPGA Commissioner Jim Ritts have been elected to the National Golf Foundation's board of directors.

The board was re-elected, including Chairman Robert Maxon, vice president/group publisher of Golf Digest — The Golf Company; Vice Chairman Scott Creelman, executive vice president/Spalding Sports Worldwide; Treasurer Joe Louis Barrow Jr.,

president and chief operating officer of Izzo Systems, Inc.; and Secretary Cindy Davis, senior vice president/business development, The Arnold Palmer Golf Co. Creelman and Allan Solheim, executive vice president of Karsten Manufacturing Co. were re-elected to three-year terms as directors.

The remaining board members, who were not up for re-election, are Edmond S. Abrain of Titleist and Foot-Joy World Wide; Patrick O'Grady of Spalding/Etonic; George Peper of Golf Magazine; Bob Rief of Nike Golf; Grant Spaeth of Golfweb; and Charles J. Yash of Callaway Golf Ball Co.

GCSAA invests in golf's beauty

LAWRENCE, Kan. — The Golf Course Superintendents Association of America has launched its "Investing in the Beauty of Golf" campaign, an effort to raise \$3.5 million to fund applied agronomic research (research conducted on golf courses under actual playing conditions) and new educational programs.

"The GCSAA is looking to create an endowment through which we can fund the research and further education for members as they enter into the new century," said Stephen Mona, chief executive officer of the GCSAA.

According to Mona, the campaign isn't focused on simply continuing GCSAA's existing educational programs, "But developing a new program that will teach what we believe the superintendent of the next century will need to know."

This new education will then play a major role in a member's GCSAA standing.

"Essentially, there's going to be a day in the next three to five years that in order to be a Class A GCSAA member you're going to have to achieve some blend of formal education and continuing education. If you're a class A GCSAA member, and if that's going to have some meaning in the marketplace, members will have to maintain this education."

GCSAA has already raised \$2.3 million toward the goal. For more information contact 800-472-7878.

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Tee times at Ala. links by Thanksgiving Day

MONTGOMERY, Ala. — The first 18 holes of Prattville's Robert Trent Jones-designed course should be playable by Thanksgiving. It is slated to be among the top layouts in the state's Robert Trent Jones Trail course network.

Grass will be planted for the upper 18 holes this month. The layout will have few trees and resemble courses in Scotland. The clubhouse will sit on the brow of the bluff in view of the two lower courses, the Alabama River and downtown Montgomery.

Near the clubhouse will be a circular practice fairway 400 yards in diameter with six tees.

The second and third links will be laid out more traditionally, with trees and water. Completion is slated for the fall of 1999.

City officials say enough land has been acquired to add an additional 18 holes, for a total of 72 holes, in the future.

Nicklaus-designed track on schedule in Florida

NORTH NAPLES, Fla. — Construction is progressing on the first of two 18-hole championship courses designed by Jack Nicklaus and Jack Nicklaus II at TwinEagles Golf & Country Club here.

The father-and-son team have only three co-designs currently open for play with five, including TwinEagles, under construction.

The first course is being built along with the 1,114-acre community's entrance, roads, landscaping and infrastructure. Paragon Construction, a Nicklaus company located in North Palm Beach, is constructing the course, which is expected to be ready for play late next year.

TwinEagles will also be included in the Jack Nicklaus International Golf Club, which allows members to play as guests at more than 80 participating Nicklaus-designed courses around the world.

Golden Bear Club Services, a division of the Nicklaus organization, will manage the facility.

Morrish, Olympus team up in Dallas

LEWISVILLE, Texas — Olympus Real Estate Corp., the Dallas-based property-investment firm, is building a 27-hole course and academy as part of a new 2,500-acre residential and commercial development.

The Castle Hills Golf Club & Academy, with the course designed by Jay Morrish, is scheduled to open in early 1999. The first phase will feature an 18-hole course and golf academy with three regulation-length holes.

An additional nine could be constructed at a later date.

Castle Hills, which will include single-family neighborhoods, commercial space and a conference center, is reportedly the largest such development started in Dallas' north suburbs since the 1980s.

Georgia, Corps officials mull course for state park land

LINCOLNTON, Ga. — A long-range plan to transform Elijah Clark State Park into a vast golf resort with a hotel and water park is being evaluated by the Army Corps of Engineers and the state of Georgia, according to the *Augusta Chronicle*.

"We're not saying the project should or shouldn't be," said Bill York of YMS Consulting, a Marietta firm hired to study the idea. "We're saying we'd like to pursue it."

The \$25 million resort would encompass all of Elijah Clark's 447 acres, with 300 to 400 additional acres of lakefront Corps land and 150 to 250 acres of privately owned land.

The proposal, supported by Lincoln County's board of commissioners and chamber of commerce, includes a 36-hole course, marina, nature trails and wilderness areas, and a 300-room lodge/convention center. The hope is to convince the Corps and state park system to turn over lakefront land and Elijah Clark State Park to the Lincoln County Recreation Authority, which would manage the project.

Currently, the 447-acre Elijah Clark parcel is leased to the state of Georgia through mid-2016. Any transfer of the lease would require coordination with Georgia authorities.

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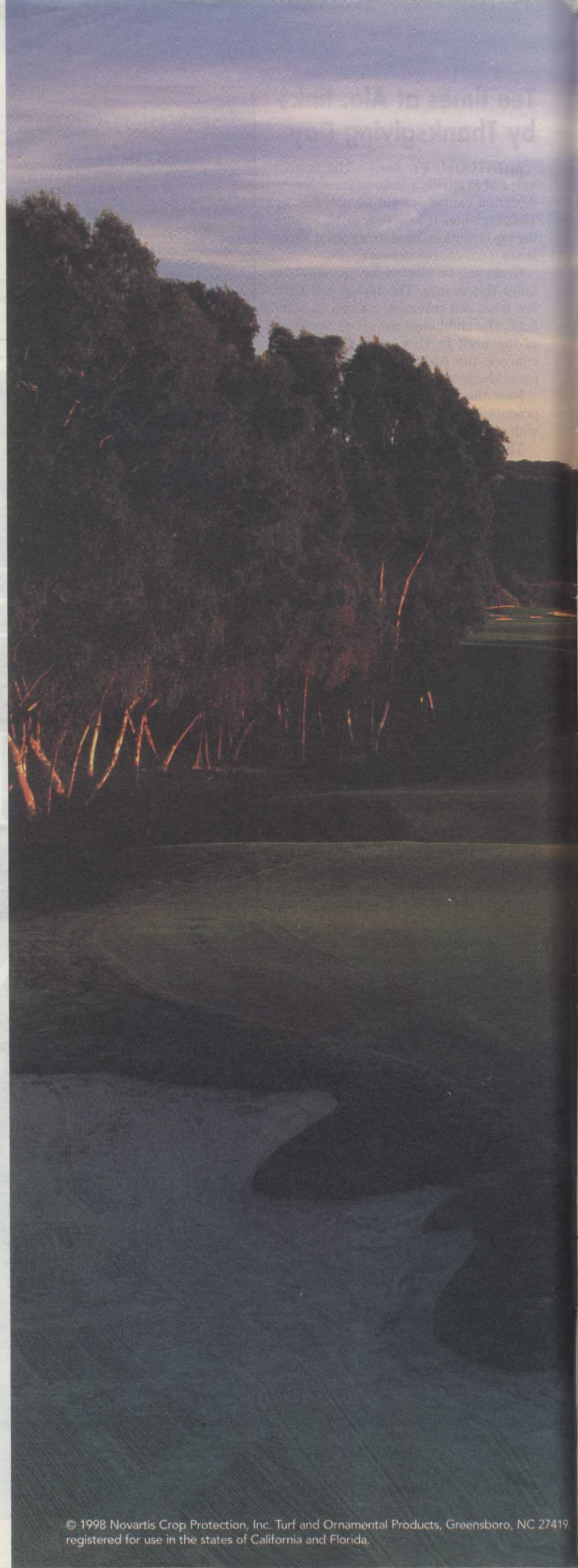
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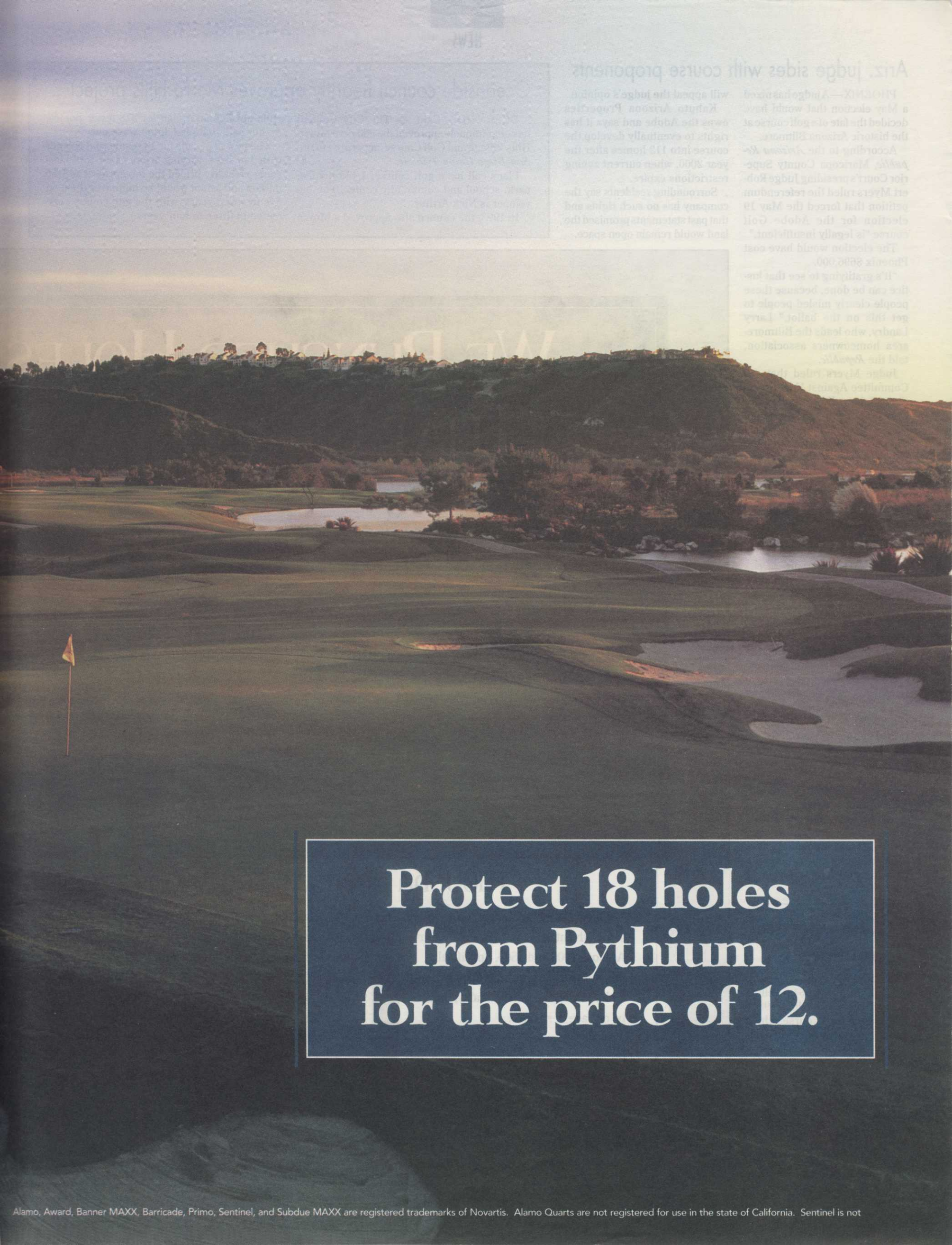


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Ariz. judge sides with course proponents

PHOENIX—A judge has nixed a May election that would have decided the fate of a golf course at the historic Arizona Biltmore.

According to the *Arizona Republic*, Maricopa County Superior Court's presiding Judge Robert Myers ruled the referendum petition that forced the May 19 election for the Adobe Golf course "is legally insufficient."

The election would have cost Phoenix \$696,000.

"It's gratifying to see that justice can be done, because these people clearly misled people to get this on the ballot," Larry Landry, who leads the Biltmore-area homeowners association, told the *Republic*.

Judge Myers ruled that the Committee Against Unconstitutional Taking did not "follow the Constitution and the laws of the state" when it challenged a Phoenix City Council decision to prevent the Adobe from being developed.

It is unclear if the committee

will appeal the judge's opinion.

Kabuto Arizona Properties owns the Adobe and says it has rights to eventually develop the course into 112 homes after the year 2000, when current zoning restrictions expire.

Surrounding residents say the company has no such rights and that past statements promised the land would remain open space.

Oceanside council heartily approves Morro Hills project

OCEANSIDE, Calif. — The City Council has unanimously approved the 600-acre Morro Hills Village and Golf Course, according to the *San Diego Union Tribune*.

Plans call for a golf course, 1,135 homes, park, school and community center. The developer is Nick Arthur.

In 1993, the council also approved a Morro

Hills development plan for 278 fewer homes. Arthur said that plan didn't work out.

The new plan calls for 13 residential villages with lot sizes varying from 4,500 to 10,000 square feet. He priced the total project at \$150 million and said it would be built over the next five to seven years, with the golf course completed in three to four years.

New layout for San Francisco

PLEASANTON, Calif. — The cities of San Francisco and Pleasanton have agreed to develop an 18-hole golf course and as many as 1,900 homes on 510 acres here.

San Francisco has owned the Public Utilities Commission-operated land, located south of Bernal Avenue, since 1930 and has been trying to develop it since 1990.

Pleasanton has strongly resisted the project for years, claiming it was too large. The Pleasanton City Council has agreed the project can go forward by late summer.

In addition to the course and homes, plans include 582,000 square feet of commercial space, elementary school, community center and parks. No developer has been selected.

AGC to upgrade Tilden Park GC

BERKELEY, Calif. — American Golf Corp. plans \$1.6 million in improvements during 1998 to Tilden Park Golf Course, which the management firm has operated for the past 27 years.

Plans include a new practice facility; replacement of the course's irrigation and drainage system; new cart paths; restaurant upgrades; and overall course enhancements and beautification.

AGC has made \$450,000 in capital improvements to the Billy Bell-designed layout over the past two years.

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Duking it out with the Vegas ducks

LAS VEGAS — This year, wild ducks invading golf courses, swimming pools and back yards to nest and raise their young is 10 times worse than in was a decade ago, according to Mel Anderson, the U.S. Department of Agriculture's district wildlife services supervisor.

His job is to capture wild ducks

from golf courses and back yards, by drugging and netting them, then returning them to the wild.

According to the *Las Vegas Review Journal*, there are at least 42 courses, parks, resorts and communities with lakes and ponds in the Las Vegas area that attract nesting pairs of mallards from the Pacific flyway, their migratory

route. They build their nests on just about any area that is shady and grassy, from the fairways of Summerlin's Palm Valley Golf Course to the Hard Rock Hotel.

Mike Cox, a Nevada Division of Wildlife biologist, estimated there are 1,000 adult, wild mallards that nest in Las Vegas in the spring, in addition to about 60 Canadian geese. Hundreds of coots and dozens of other duck

species, such as redheads and ringnecks, are also frequent visitors to the area, he added.

Anderson's technique for trapping a hen mallard and her brood is to put an immobilizing drug in the corn or bread baits that the hen eats. When she becomes drowsy, the ducklings are netted. "Then I keep them in a cage or dog carrier and take all the family and relocate them," Anderson said.

Sheep could baaa-dly delay Palm Springs development

PALM SPRINGS, Calif. — A dispute between a local developer and a federal conservation agency over an endangered sheep could threaten a golf/real-estate project.

Developer Mark Bragg, head of Shadowrock Development Corp., said if the U.S. Fish and Wildlife Service has its way, he won't be able to build the public course that is the centerpiece of his planned resort and residential development in the mountains near Palm Springs. A substantial portion of the land acquisition was financed from \$15 million in revenue bonds sold by the California Desert Public Financing Authority.

The controversy centers around the peninsula bighorn sheep, a subspecies of the Rocky Mountain bighorn that was recently added to the list of federally-protected endangered species. The Fish and Wildlife Service says Bragg's planned course interrupts the sheep's habitat, and late last year asked the developer to donate 100 acres and \$500,000 to help protect the animals, whose population has dropped by more than 75 percent in the last two decades, to just 280.

Bragg countered that he has already donated 600 acres for permanent bighorn sheep habitat out of a total of 900 acres he had available for a course. If he lops off another 100 acres from the remaining 300, Bragg argued, he won't be able to build the full 242-acre course and adjoining hotel and residential development.

Bragg told the agency earlier this year that he has redesigned the project in a way that moves it out of the agency's jurisdiction. But Pete Sorenson, USFWS division chief for the California desert, said recently that Shadowrock still needs a permit from the Fish and Wildlife Service for the project and must file a "habitat conservation plan" in order to obtain one.

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Large Hawaiian parcel made available for development

LOS ANGELES—Kennedy-Wilson Inc., a real estate investment and marketing firm, has been contracted to exclusively market a 3,000-acre parcel of land on Hawaii's Kohala Coast. The property, which previously sold for \$45 million, is expected to bring initial bids of around \$10 million.

The parcel of land is one of the largest fully approved development sites in all of Hawaii, and is currently approved for development of up to 2,650 homes and six 18-hole golf courses.

"The property represents one of the best residential development opportunities in the country," said Richard Mandel, president of the Commercial Group at Kennedy-Wilson.

The property offers spectacular views of the Pacific Ocean placed against a backdrop of the Kohala Mountains. The land features two miles of frontage on the Queen Kaahumanu. The property is close to high-end resorts such as Mauna Lani, Mauna Kea, Hapuna Beach Prince Hotel, and the new Four

Seasons Hualalai.

Kennedy-Wilson is currently accepting offers for all or part of the Hawaiian land parcel. Kennedy-Wilson has successfully sold \$3 billion of properties on behalf of Asian sellers over the last few years.

Intrawest closes Copper Mtn. track for major renovation

SILVERTHORNE, Colo. — The Eagles Nest Golf Course will be closed until the year 2000 for major renovations by its new owner, Intrawest of Vancouver. Intrawest's Jeff Wynne said the planned \$3 million to \$5 million upgrade, designed by architects Michael Hurdzan and Dana Fry in collaboration with PGA Tour player Tom Lehman, will create a "world-class resort

golf course" at Copper Mountain.

Eagles Nest is a 1,200-acre, partially-developed golf community on Silverthorne's north side. The course opened in the mid-1980s. Intrawest bought the Silverthorne course and several other Eagles Nest parcels in August.

Work is scheduled to start on the renovation this spring with a target reopening date of June 2000.

Judge refuses to lower Nev. fees

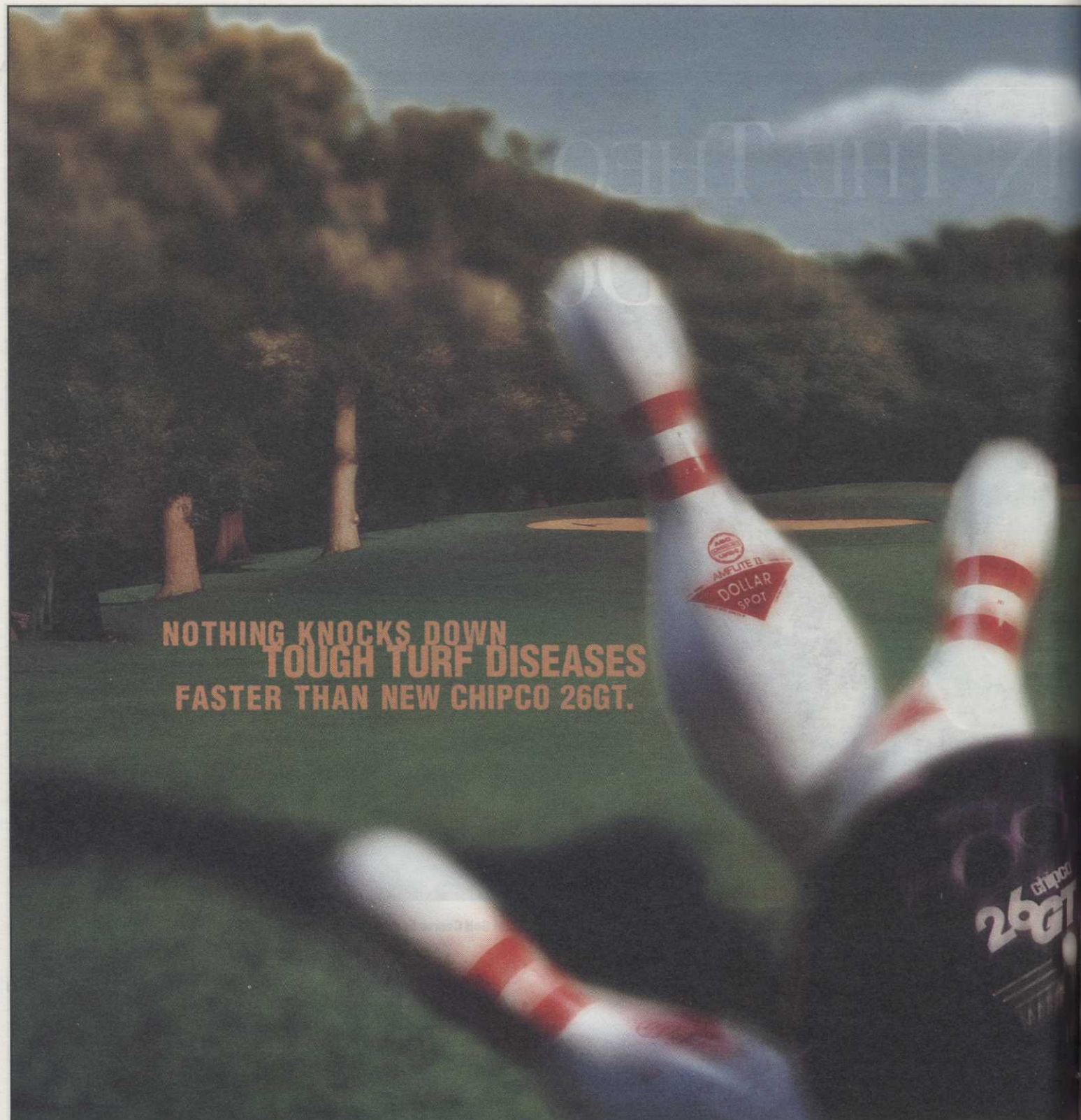
LAS VEGAS—A district judge has refused to grant a preliminary injunction that would have reduced fees at the Rio Secco Golf Club, according to the *Las Vegas Review-Journal*.

The Rio Hotel and Casino bought the course from Silver Canyon Partnership in August for \$25 million and decided the course would be reserved for hotel guests and casino patrons only. Homeowners at Seven Hills in Henderson objected to that decision and filed a lawsuit. Hotel officials in October responded with a plan that non-hotel guests could play the course for \$300 a round and hotel guests \$190.

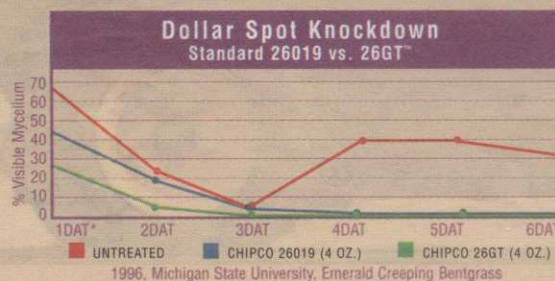
Silver Canyon advertised the property as a golf course community and sold off chunks to subdevelopers, who in turn sold to individual home buyers.

According to the *Review-Journal*, the Helmer Co. of Nevada claims to have built and sold the Meridiana subdivision on the understanding that the course would be available to home buyers upon payment of fees.

Helmer sought an injunction that would have required Rio officials to charge between \$100 and \$150 for all golfers. District Judge Mark Gibbons denied the request in early April, saying Helmer had failed to show that it would suffer irreparable damages without the injunction. A trial is scheduled Sept. 14.



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Pine Tree State adds new Walker-designed layout

SCARBOROUGH, Maine—Nonesuch River Golf Club has opened for its first full season of play. The new 203-acre facility, located outside Portland, features an 18-hole championship course, 2,500-square-foot clubhouse and practice range.

Developer Daniel Hourihan, together with a group of investors, recently took over ownership of Nonesuch River. The 6,300-yard, par 70

layout was designed by Tom Walker of Golf Design Studios in Palm Beach, Fla. Walker is responsible for a number of courses throughout the country including Hilton Head (S.C.) National and Black Moor in Myrtle Beach, S.C.

Course construction at Nonesuch River began in early 1996. The course features bentgrass fairways and greens.

DEP denies Conn. town's bid

BLOOMFIELD, Conn.—The state Department of Environmental Protection (DEP) has denied the town's request to build a \$6.9 million municipal course at Wintonbury Reservoir, according to *The Hartford Courant*.

Town Manager Louie Chapman had asked the DEP to allow the town to lease the 247-acre parcel

instead of land it has leased for recreational purposes since 1969 in the Blue Hills Reservoir.

But DEP Commissioner Arthur Rocque Jr. recently denied the town's request. "I do not believe that development of a golf facility on the subject property would be appropriate," Rocque said in his letter to Chapman.

Rocque told the *Hartford Courant* he denied the request for three reasons. The land is predominantly wetland, its wildlife has been managed by his department and it is located in flood plains.

The town's recreation director, Harold Barenz, and Chapman met with DEP officials before the November referendum in which voters approved borrowing money to develop a course at Wintonbury. They said they did not get the impression that the DEP would deny the proposal.

Chapman said he hopes to meet with Rocque again to ask him to reconsider the land swap. Rocque said he is willing to listen.

If the town instead wants to build the course at the Blue Hills Reservoir, the land it leases from the DEP, it should consult with DEP officials first, Rocque said. The leased land is 30 percent wetlands, Rocque said.

Town officials say they are already considering making a town-owned parcel at Samuel Wheeler Reed Park into the golf course. The change would mean that the town has to return to voters to seek approval for building the course on the 159-acre parcel.

Mass. muni set to start building

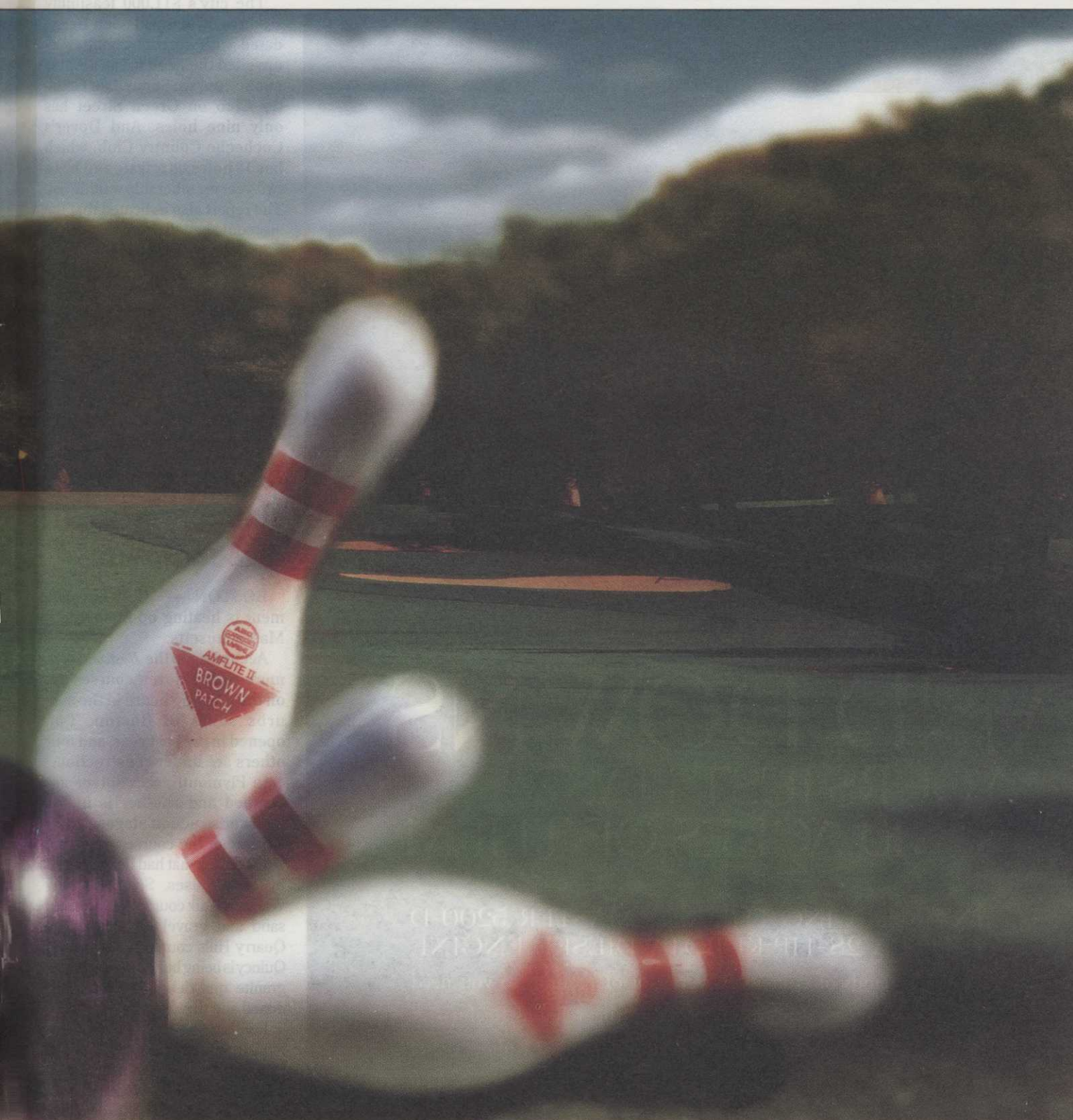
PEABODY, Mass.—Legislation recently passed in the state House and Senate that will allow the city to establish an enterprise fund to make a proposed 18-hole golf course self-supporting.

Construction on the \$5.5 million track could begin as early as this fall, with a possible opening in the summer of 2000.

The design team Cornish, Silva and Mungeam, has completed the schematic design. The final design, including plans for greens and tees, should be completed this summer. The firm will coordinate permitting, oversee the bid process, supervise construction and provide bid documents for the selection of a contractor.

The city signed a lease with Eastman Gelatine for part of the land to build on. Additional funding has been generated from a \$500,000 grant from the Department of Conservation Services.

The course is expected to host 50,000 rounds bring in more than \$1 million a year in revenue after the first five years.



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Planned N.Y. facility targeted for summer groundbreaking

OAKFIELD, N.Y. — A group of investors hope to begin work on Fox Hollow Run Country Club this summer pending final approval by the town board.

The proposed club will include a 300-yard driving range, practice green, pro shop, restaurant and a nine-hole, par-36 course. The facility would be on 60 acres of land owned by the family of

Michael Dilcher, who is heading the project with partners Tim Spiotta and Terry Downs.

The site will be completed in three phases, with the first to begin following the anticipated permit approval by the county and town boards in May or June. The project could be delayed if either planning board recommends site plan modifications or permit conditions.

N.H. course to bring in hefty profits

SOMERSWORTH, N.H. — This southeastern New Hampshire city has received the go-ahead to apply for state and federal permits for the proposed construction of an 18-hole, public course, with construction to possibly begin in the spring of 1999.

In addition to the permits, city

officials have hired a consultant to assist them in deciding who will build and run the Lily Pond Golf Course.

Construction costs are expected to run between \$2.5 million and \$3 million, depending on the clubhouse design. It will cost \$55,000 to \$100,00 just to ready the area for construction.

The city's \$11,000 feasibility study — which will soon be updated with current changes — unveiled the need for an 18-hole public course. Sunnydale Country Club on Green Street has only nine holes. And Dover's Cochecho Country Club, which has 18 holes, is private and has a two-year membership waiting list. The report also indicated that the city could benefit from as much as a \$200,000 yearly profit.

So far, all of the expenses for the project, including the feasibility study and course design, have been funded through timber cuts of city-owned land. Timber revenue will also be tapped to pay for the various permits that are needed.

Course action simmering south of Beantown

BOSTON — Golf development is heating up in southern Massachusetts.

According to the *Boston Globe*, more than a dozen courses are on the drawing board in the suburbs south of Boston. Two opened in the past year, and four others are under construction.

In Plymouth, six courses are planned and another is in the final construction stages.

Some of the courses are being built on sites that had been scarred by earlier uses. Scituate's new Widow's Walk course is on a former sand and gravel operation. The Quarry Hills course in Milton and Quincy is being built on top of former granite quarries that were abandoned and then filled with trash.

Fueling the expansion is the healthy economy, lower interest rates, increased tourism, and suburban population growth.

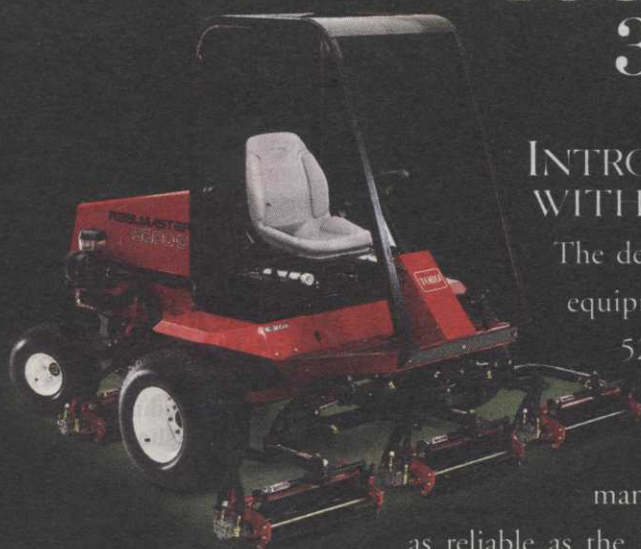
Five courses on the drawing board in Plymouth would be built in conjunction with large housing developments. The projects are on open land purchased from Digital Equipment Corp.

CORRECTION

Due to a reporting error, an article on page 8 of the February 1998 issue of *Golf Course News* incorrectly identified the architect of the Indian Summer Golf & Country Club's golf course. The actual golf course designer was Peter L.H. Thompson.

GOLF COURSE NEWS

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



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Total Sports, NBC join forces

RALEIGH, N.C. — Total Sports, a privately held sports information company, has agreed to acquire an equity position in golf.com, one of the Internet's leading golf Web sites. As part of this agreement, Total Sports becomes a key operational partner in golf.com, which is composed of a consortium that includes NBC Sports, NBC Interactive Media, MediaOne, Interactive Services (formerly U.S. West Media Group), Golf Digest and The New York Times Magazine Group and GolfData Corporation.

The announcement was made by Alex Miceli, the founder and president of golf.com, and Frank Daniels III, the chief executive officer of Total Sports.

Total Sports, which has created and maintains 37 sports web sites, including the sports section for The Wall Street Journal On-Line and

finalfour.net at the recent NCAA Men's and Women's basketball tournaments, will be charged with technology, sales, business development and the hosting of golf.com.

Total Sports will also assist in a redesign of golf.com as well as integrating its proprietary cybercast technology into the site, particularly as it relates to NBC-televised golf events.

The golf.com site includes extensive coverage, stories and statistics on all the professional golf tournaments, players and courses. It also contains golf-related sections on travel, real estate, golf course architecture, golf instruction, a classified section and an e-commerce site called The Pro Shop.

The site, which was launched in 1994 by Alex Miceli, contains almost 100,000 pages of golf information.

UWis. hopes to add a second course

MADISON, Wis. — University Ridge will begin the first phase of its expansion plan this fall with a \$500,000 addition of the clubhouse at the University of Wisconsin course, according to the Capital Times.

University officials hope to gain approval from the state for the rest of the project in two years and have it completed by 2004 or 2005. The total cost is expected to reach \$7 million.

As part of the deal to get the project approved, UW officials have set aside 12 to 15 acres of land along the entrance road that could be used for a university office park that will include low-rise buildings.

UW says its expansion plans should make University Ridge at least the equal of other Big Ten Conference golf facilities. Currently, the Ridge is one of the top Big Ten courses. But it has one of the worst practice facilities.

The expansion would take place in three phases over a period of six to eight years: The first component begins this fall when the clubhouse will be expanded so it will seat 90 for dining and increase the size of the retail and pro shop area.

Another expansion will take place in the later phases at a cost of \$1 million so that the clubhouse will have an additional 160-seat banquet room, locker room and new

parking lot. The clubhouse eventually will include more office space, too. A new 300-stall parking lot will be located much closer to the clubhouse than it is now.

The second component in the Ridge's master plan is the instructional area that will include a nine-hole executive course and a three-sided driving range with a chipping facility. A building also will be included with classrooms that will allow golfers to hit from under cover in inclement and cold weather. The cost will be approximately \$1.5 million.

The final component will be construction of a second 18-hole course to complement the Robert Trent Jones Jr.-designed layout, which is ranked among the top five courses in the state.

Dick Nugent was contracted to develop the master plan for the expansion, but the UW staff will look at many architects.

The university hopes the Wisconsin Professional Golf Association, the Wisconsin State Golf Association and other golf organizations will eventually relocate to the University Ridge site.

If all goes as planned, construction would begin in 2001 and conclude the following year. After a one-year grow-in period, golfers will tee it up on the new 18-hole course in 2004.

Indianapolis track hits financial skids

CICERO, Ind. — The developer of Bear Slide Golf Club, Indianapolis insurance executive James K. Culley, poured millions of dollars into the exclusive course here in the early '90s, hoping to create one of the nation's top courses.

Culley had financial problems and had to sell the course. The new owner now is also in a bind.

Bear Slide Golf Club, a partnership affiliated with Indianapolis-based Heritage Golf Management Inc., filed for Chapter 11 bankruptcy court protection recently, according to the *Indianapolis*

Star. In court papers, Bear Slide said it was in default under its loan agreements and needed to line up financing in bankruptcy court to pay operating expenses.

Michael Hile, an Indianapolis attorney representing Bear Slide, downplayed the filing, expressing confidence the company will succeed in reorganizing its debt, according to the paper. He said Heritage will ask the bankruptcy court to approve \$250,000 in financing that it has lined up from Rapp Properties of Hamilton County and Hamilton County businessman Gary Light.

Granite State to debut 3 new tracks

MANCHESTER, N.H. — The 1990's will rank as one of the busiest in New Hampshire history for golf course development. More than a dozen new layouts have debuted while nearly as many courses have added holes to existing layouts, according to *The Manchester Union Leader*.

Three new Granite State courses are scheduled to open this year — Stonebridge Country Club in Goffstown, Owl's Nest Golf Club in Campton, and Ridgewood Country Club in Moultonborough.

Phil Wogan-designed Stonebridge will become the first new course to open in the Manchester area since Litchfield's Passaconaway Country Club in 1989. Plans are to have Stonebridge's front nine ready by early May and back nine for July.

Cornish, Silva, Mungeam-designed Owl's Nest Golf Club is in the northern part of the state, just a few miles from Waterville Valley and should open July 1.

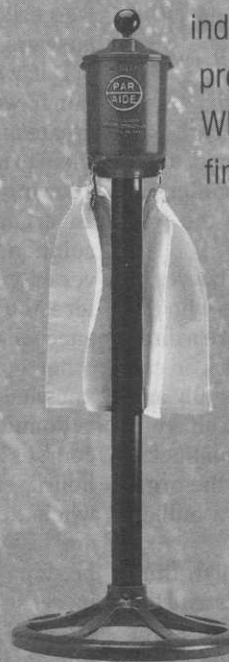
Phil Wogan and George Sargent designed Ridgewood in New Hampshire's Lakes Region.

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What does it take to design a golf course?

I wish I could string together four great rounds, say on a Thursday to Sunday as I march to win any one of the PGA Tour's events. I'd win a nice chunk of cash and certainly pick up the momentum necessary to place second or fifth, or even first on another week during the rest of the PGA calendar.

That would appear to be all I need to do to launch my supplemental golf course architecture career — you know, in case my game starts to slip.

As I wade deeper into the knowledgebase of the golf business, I've repeatedly asked the top players in the design field what it takes to be a well-sought course architect. The answers are as varied as the designers themselves; yet the common piece of any response is that one must be able to look at a site, no matter how perfect or how raw and awful, and picture a layout, figure out how each hole should be framed in the context of a given piece of land.

That skill alone takes "an eye," the same eye that separates Irving Penn or Helmut Newton from the rest of us simple camera owners. Yes, I own a camera, but what I choose to frame is what separates me from one of the masters. That master frames the shot before the eye gazes into the viewfinder.

A good designer is not necessarily a great golfer (I've seen this fact proven on two occasions), but a person who has an eye for the layout, someone who has stepped on countless acres of undeveloped earth and has seen thousands of holes materialize in the minds eye.

Now this is where I remain somewhat mystified. PGA pros have walked thousands of fabulous holes, but how many raw spaces has a pro surveyed prior to the layout of 18 new holes? Is being a great golfer any help in being a great course designer? Are the two skills related in any way?

Just prior to The Masters, Tiger Woods was caught saying that he has, in fact, entertained the thought of hovering over some blueprints.

"I think it's going to happen a little bit later," Woods said in an Associated Press wire story prior to the big event. "I've got some things in my head of styles I like and things I want to incorporate into my own course designing." Woods went on to say he needed to play more courses around the world and learn more about drainage and slopes and development around the tract of land. "I'm very creative," he said. "I like to create that way."

International Management Group (IMG) is readying a few new "design products" in the forms of Jesper Parnevik and Annika Sorenstam, two excellent players who will have "design teams" put in place to support their new endeavors.

According to IMG, there are more new stars are on the horizon, all with slick marketing packages and niche-oriented business plans. How Jesper and Annika will do is yet to be seen. However, as more and more marquee names enter the field, it will be the market that will eventually decide what it takes to be a golf course designer.

Letter.....

WGA looks to work with industry

Edit note: The following is a letter from Graham Whatley, executive director of the Walking Golf Association (WGA).

Thank you for writing the article on the establishment of the Walking Golf Association (WGA) and including it in your recent issue of *Golf Course News* (GCN, March).

Everything in the article was a fair articulation of the statements we have made and our views so far. There is, however, an aspect of our goals for the association which was not strongly stated and which could allow golf courses to perceive that we are a threat to them.

Fundamentally, we do not intend for the Walking Golf Association to be adversarial with golf courses which prohibit or restrict walking. We, in fact, plan for golf courses to join the WGA and for us to be a partner which helps solve problems for the good of all — both walking golfers and golf courses. We know that some portion of players will

always want to use a cart. We respect that decision and don't want to impede these golfers in enjoying their rounds the way they choose.

Being trained as a lawyer, I was taught that lawyers who tell you what you can't do are a dime a dozen. But the lawyer who can tell you how you can legally and appropriately accomplish your goals are worth a million bucks. The WGA wants to be the organization that is worth a million bucks to golf courses.

How do we accomplish this? First, we truly do understand the revenue and economic pressures that golf courses face today and the reason many in the upscale golf course arena must rely upon cart revenues. Michael Hurdzan, my fellow Board member, works and deals with these issues every day. We are certainly not naive to the forces at work. And



Michael Levans,
editor

This is the Official Typeface of a Mark Leslie editorial column

We've seen The Official Sneaker of the Boston Celtics, The Official Eye Wear of the U.S. Olympic Team and The Official Vehicle of the U.S. Ski Team. I wouldn't be surprised if there is an Official Underwear of the Jamaican Bobsled Team.

Now this Official hype has hit the golf industry. I'm not talking about Tiger wearing the Nike hat, or Norman wearing a Reebok sweatshirt, or Kite wearing Hogan paraphernalia, or Payne Stewart wearing ... well, let's not get into that.

No, that stuff has been around since the advent of television. What I'm referring to is that we've moved into the upper echelon of this marketing madness that makes the normal person ask, "What!? I mean, what!?"

The light went off when I received a press release in February announcing that Pepsi-Cola is the "Official Soft Drink of Golden Bear." We all know that Golden Bear means Jack Nicklaus — he, who, by the way, wears Golden Bear golf shirts (and I'm all for self-promotion). As part of this agreement, Pepsi and other Pepsi-branded soft drinks will receive exclusivity and "pouring rights" at all Golden Bear-owned facilities including Golden Bear Golf Centers and Golden Bear Golf Clubs.

For Pepsi drinkers, this is no big deal. But for you poor Cocaholics, we feel so sorry for you. You'll have to go to Golden Bear Club's competition down the street to get your favorite drink. I only wonder if those facilities will be able to gauge the revenue lost because Coke drinkers went elsewhere.

And Golden Bear does not stand alone. American Golf Corp. is now in the hunt to sign on to Official Soft Drink, Official Greens Mower, Official Golf Club ... everything.

Can ClubCorp., Palmer Golf Management and the Golf Course Builders Association of America be far behind?

But all that unimportant stuff is beside the point. The important issue here is that we at *Golf Course News* need some Official thises and thats. You know, an Official Soft Drink of *Golf Course News*, an Official Golf Club of *Golf Course News*, an Official Golf Ball of *Golf Course News*, Official One-rider Golf Car of *Golf Course News* ... everything. Cobra and Titleist, are you listening? Dr. Pepper, Toro and Dragonfly?

I'll be waiting, with baited breath, at my phone for your calls.

Helping the environment also helps your image, golf facilities are discovering. It's a double effective sword. (See page 1 story.)

"We use our Audubon Signature status just like Proctor and

Continued on page 70



Mark Leslie,
managing editor

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In defense of flat-drain tile drainage and all concepts considered 'new'

By MICHAEL HURDZAN

The last issue of *Golf Course News* carried an article about using flat drain tile for green drainage, and outside of Casey Martin, few things in golf have generated more discussion in the past month or so.

Personally I am pleased that so many people read and tried to understand the logic and physics of what was trying to be accomplished. On the other hand I was a bit disappointed by the number of people who openly dismissed the concept, without ever trying it or seeing it work.

I have given this situation a great deal of thought to try to understand why some people are so afraid of change. Possible reasons may be that perhaps they have such a shallow understanding of how things work, that any deviation to what they now know is threatening.

Michael Hurdzan is a golf course architect and principal of Columbus, Ohio-based Hurdzan Fry Golf Course Design Inc.

Perhaps it is because to deviate from the standard way of doing things demonstrates some weakness in resolve, or to the way they have always done business. Perhaps it is a legitimate concern for their clients that to try something new is gambling with someone else's money. Any of those reasons are plausible and legitimate, to some degree.

But I am more concerned that it reveals far more fundamental problems: and those are a reluctance to be a life-long learner, lack of skills involved to make compromises, and a fear of progressive thinking. This is not healthy to individuals or our industry, for it signals a stagnation of thought.

Being a lifelong learner means living each day with a childlike curiosity that never ceases to question and/or understand the things around you. All children seem to naturally have that characteristic, but is somehow is lost as society turns them into opinionated teenagers and later cynical adults.

If you understand and believe the old adage, "the more we learn, the more we see that we know nothing about," then you are a life long learner. Knowledge is the fountain of youth for the brain and spirit.

The ability to make intelligent compromise is a learned skill that few people truly master, and perhaps that is why we bestow such great honors on our peacemaker and arbitrators. Finding the middle ground means objectively and intelligently weighing both sides of an issue, giving the benefit of the doubt, when it is due, and be willing to risk failure to gain a greater success.

Progressive thinking comes from an internal unrest to find a better way, an honest discontent about following the same path, or doing things the usual way. It is a quest to advance the art and science of whatever is your pas-



One of the earlier Hurdzan-Fry flat pipe installations. See GCN March, page 45.

sion. Athletes are constantly looking for new ways to train, improved technique and performance enhancing equipment.

Physicians seek new medical procedures and medicines, and people concerned with golf are looking for ways to improve the game and places it is played on.

Lifelong learning, skillful com-

promise and progressive thinking are not for everyone. There is nothing wrong with reaching a point where one decides that enough change is enough change. But I am reminded of another adage that says "all things are either in a stage of growth or a stage of dying." A

Continued on page 65

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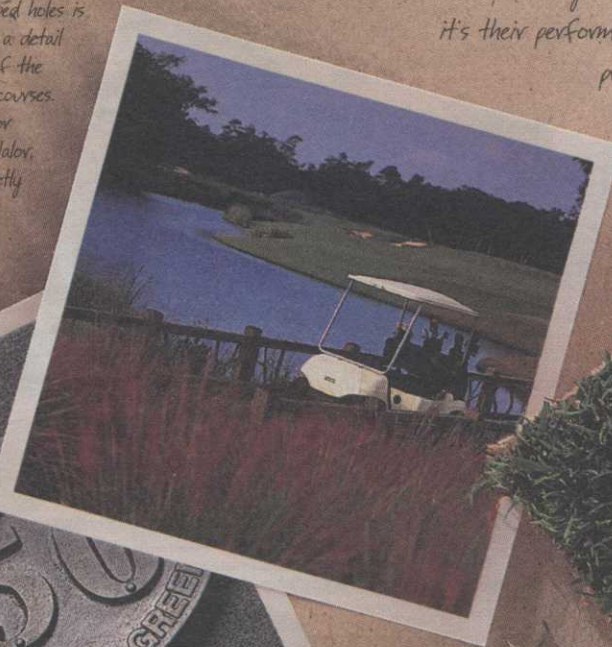
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IN DESIGNING THE KIAWAH ISLAND RIVER COURSE,
NOT A SINGLE DETAIL WAS OVERLOOKED.
WHICH WOULD EXPLAIN THEIR CHOICE IN GOLF CARS.

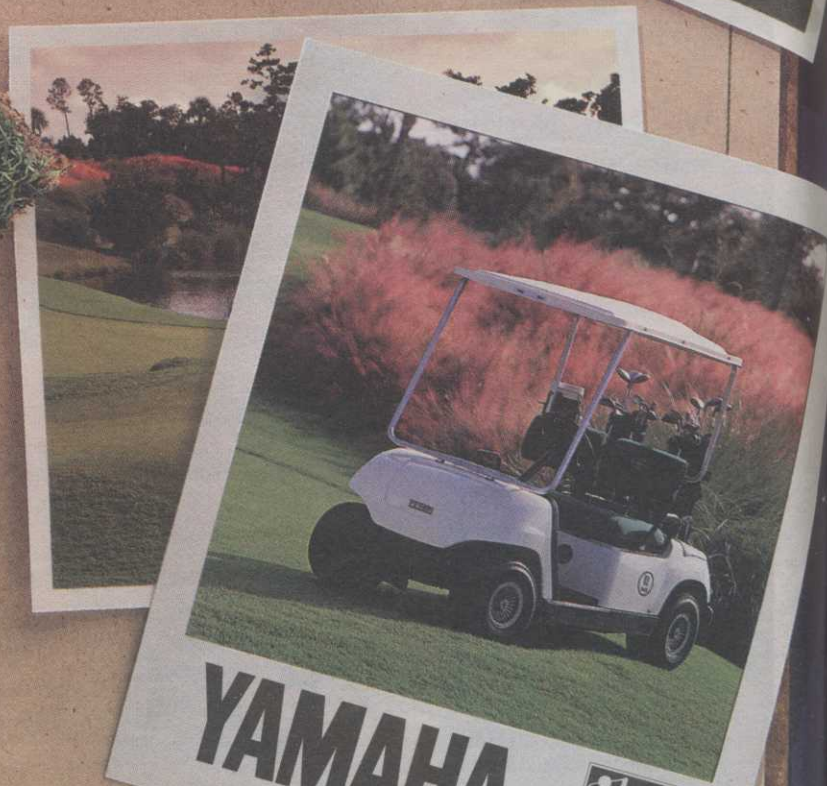
Each hole is individually named. The yardage markers are all pewter. There's even a course logo embroidered on every golf car seat. Clearly, this is not a course for just any golf car. That's why the Kiawah Island River Course chose Yamaha. Details matter to us, too. We don't just drop off a fleet of cars then disappear for three years. We become a golf car partner, making sure the course is getting the most out of this key profit center. In fact, we even helped the River Course re-design their car barn so it could be used more efficiently. While this relationship got our cars on the River Course, it's their performance that's kept them there. Yamaha golf cars have proven year after year, on course after course, that they require significantly less maintenance than the competition. And on a course this breathtaking, the last thing a golfer should notice is the golf car.

Each of the River Course's beautifully landscaped holes is individually named, a detail inspired by some of the greater European courses. Hole number 13, for example, is called Valor, because that's exactly what you'll need to make par.



Pewter yardage markers. One of the details that shows the true measure of the Kiawah Island River Course.

Because of its impeccable landscaping, the Kiawah Island River Course requires continual maintenance. One of the reasons they chose a golf car that doesn't.



YAMAHA



The River Course

BRIEFS



MAINE SUPERS HONOR HODGE

CUMBERLAND, Maine — Jim Hodge, superintendent at Val Halla Golf Course here, recently received the Maine Golf Course Superintendents Association Distinguished Service Award. Hodge is a 10-year member of the Maine GCSA and has served as the chapter's president and vice president; chairman of the scholarship and research, bylaws and turf conference committees; and Maine liaison to the GCSAA Chapter Relations Committee. Hodge received the award during the Maine Turf Conference in Rockland.

SUPERS FUND HOSPITAL GREEN

DALLAS — The North Texas Golf Course Superintendents Association (NTGCSA) will fund and maintain a new putting green at the Dallas Scottish Rite Hospital for Children. The green will serve as an outdoor area for both therapy and recreation for hospital patients. NTGCSA President Keith Ihms announced that the group's support will be in honor of Quinton Johnson, a long-time member who recently retired.

MIDWEST SUPERS SUPPORT RESEARCH

INDIANAPOLIS — Five golf course superintendents' associations gave the Midwest Regional Turf Foundation more than \$35,000 during the 1998 Midwest Turf Expo here for research and education. In turn, the foundation gave \$96,000 to the Purdue University Department of Agronomy for its turf program and another \$10,000 to the School of Agriculture for development of the Purdue Turfgrass Research and Diagnostic Center. Meanwhile, the foundation honored Jim Kenney with its Distinguished Service Award.

After the 'new' wears off

By BOB SPIWAK

COEUR D'ALENE, Idaho — While routine golf course maintenance like mowing and turf protection provide the steak for the golfer, on-and off-course beautification adds the sizzle. And more and more courses, old and new, are adding colorful flowers and plants with pizzazz to set themselves apart, or gain a reputation.

"Augusta National is known for its azaleas," said Coeur d'Alene Golf Course superintendent John Anderson, "and we want the thousands of juniper tams and geraniums we plant every year to be identified with Couer d' Alene in the same way."

"We use a lot of color, both annuals and perennials, and this is one of the things people enjoy most about Pebble Beach," said Ted Horton, vice president of resource management for the Pebble Beach Co.

"We want this place to catch peoples' eyes," said Gerry White, the superin-



Coeur d'Alene has made beauty an asset of great proportions.

tendent at Point Sebago Resort in Maine, "and the way we do it is by being creative" — which means the use of native rocks and plantings to accent the course.

Beauty isn't always the single, overriding reason for renovations at a golf course.

Over the years, a property can begin

to show its age. Plants die. High-traffic areas turn from turf to mud. Original ideas of course design may, in use, turn out to be liabilities. In these, and many more instances, renovation is necessary.

"Many golf courses need help in renovating key landscape and

Continued on page 21

Solving poa annua problems from El Niño

By PATRICK O'BRIEN

The abundant rains and warmer temperatures this winter from El Niño have caused a prolific growth of *poa annua* at many golf courses in the Southeast. Superintendents fear this weed grass the most, especially if it appears in putting greens. In most instances, cultural and chemical control is reliable and cost-effective on tees, fairways and roughs.

Unfortunately, battling *poa annua* on bentgrass putting greens is a complex topic.

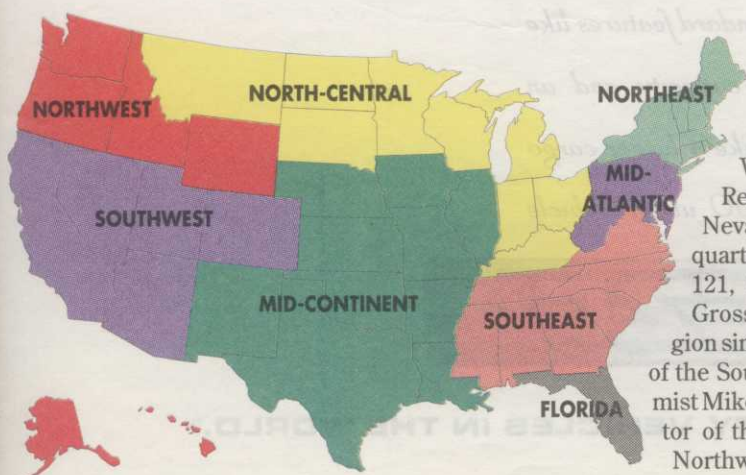
Weed Southeastern scientists, Drs. Fred Yelverton at North Carolina State University and B.J. Johnson at the University of Georgia-Griffin Station, are trying to help superintendents control *poa annua* on putting greens with a cost-effective and reliable program. Both agree that using growth regulators is the preferred strategy on bentgrass greens.

"The Turf Enhancer (paclobutrazol) product has provided the best control and suppression of *poa annua* from our work at NCSU the past five years," said Yelverton.

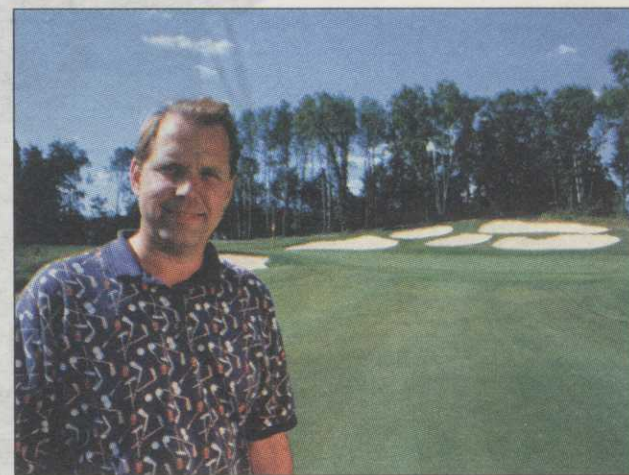
Both researchers agree on the application rates and timing for the Turf Enhancer program on bentgrass greens. They suggest fall and spring treatments at the rates of 14 pound

Continued on page 19

USGA's Green Section splits West Region



SANTA ANA, Calif. — The U.S. Golf Association Green Section's West Region has been split. The new Northwest Region encompasses Alaska, Washington, Oregon, Idaho, Wyoming and Hawaii. The Southwest Region consists of California, Arizona, Nevada, Utah and Colorado, and is headquartered at 505 North Tustin Ave., Suite 121, Santa Ana, Calif.; 714-542-5766. Pat Gross, an agronomist for the Western Region since 1992, has been promoted to director of the Southwest Region, working with agronomist Mike Huck. Larry Gilhuly, previously director of the Western Region, is director of the Northwest Region at 5610 Old Stump Dr. N.W., Gig Harbor, Wash. 98332; tel. 253-858-2266.



Scott Hoffman at his award-winning Classic at Madden's Resort.

Hoffman turns a passion into reality

By MARK LESLIE

BRAINERD, Minn. — Scott Hoffmann was able to turn a hobby, passion and dream into not just a reality, but a national award-winning golf course.

When *Golf Digest* picked The Classic at Madden's Resort as the third-best New Upscale Public Golf Course in North America last December, it was a feather of huge proportion in Hoffman's cap. Not because he is the superintendent of Madden's four golf courses — which he is — but because he designed The Classic.

There was his name, beside such golf course architects as Tom Fazio, Pete Dye and Robert Trent Jones Jr., Yet, Hoffman shares the acclaim with others. Though he routed the 18-hole layout and designed the elements of every hole, he credits advisers including architect Geoffrey Cornish; Minnesotan and former U.S. Amateur champion John Harris; Warren Rebholz, who had just retired as executive director of the Minnesota Golf Association; and his assistant, Pat Marstad, who is now the head superintendent at The Classic.

"We had done the initial clearing through the woods.

Continued on page 25

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Poa annua

Continued from page 17

active ingredient per acre. Since 70 to 80 percent of the *poa annua* germination in the Southeast occurs in the fall, it is essential to perform the fall treatments for optimum results. It appears the fall treatments directly kill new *poa annua* seedlings, a discovery made by Yelverton.

The initial fall treatment should be made at the time when the first flush of annual bluegrass germination occurs, usually during late September or early October in the Southeast. Adding a little soluble nitrogen with the Turf Enhancer each time at the rate of 0.125 to 0.25 pounds nitrogen per 1,000 square feet enhances the activity of the growth regulator. Successive treatments are advised at four-week intervals.

"Lengthening the treatment interval will lead to failures with this program," said Johnson.

Depending on the weather, superintendents may be able to apply treatments through early- to mid-December, if both the bentgrass and *poa annua* are still actively growing.

Treatments are restarted in the late winter once temperatures start to warm and new leaf-tissue growth appears on a regular schedule.

The scientists recommend proceeding at four-week intervals again with the Turf Enhancer for a total of two to three applications for the remainder of the spring season. The last treatment will depend on the weather.

"If it is hot and the forecast is for unusually warm temperatures, I would not make the last spring treatment," Yelverton said.

Another alternative is to apply at a reduced rate in the late spring. Also keep in mind, they said, that when the weather warms, bentgrass diseases start to appear and superintendents do not want to be in a situation where they have Turf Enhancer on their greens and apply a sterol-inhibiting fungicide in warm weather.

"This combination may take out bentgrass," Yelverton said.

In the spring and fall, superintendents usually schedule cultural practices such as aerification and verticutting. Yelverton recommends "doing these practices between treatments so that it is two weeks on either side of a Turf Enhancer application."

This program should be repeated annually for best results,

according to both scientists. They have proven it will help to reduce *poa annua* population in most instances on bentgrass greens.

"There always is the site where nothing seems to work," said Yelverton, adding that superintendents should keep in mind that this program will discolor *poa annua*, so the amount of *poa* present will dictate the amount of discoloration on greens. Even though it discolors *poa*, the put-

ting quality is improved because it tends to take the bumpiness out of mixed bent/*poa* greens.

If someone has 80 to 100 percent *poa* greens and he wants to keep it, Yelverton would not use Turf Enhancer.

"To manage *poa annua* growth on these greens, I would use low rates of Primo," he said. "Primo won't take out the *poa annua* at labeled rates, but it will tend to level up the putting surface a bit."

Western Golf hires Traficano

SCOTTSDALE, Ariz. — Western Golf Properties, Inc. has selected Joe Traficano as superintendent at Stone Creek Golf Club in Urbana, Ill. Scottsdale-based Western Golf Properties, Inc. is the management company for this upscale daily-fee, 18-hole Dick Nugent-designed course.

Traficano worked at Desert Mountain Golf Club in Scottsdale, but grew up in Rantoul and is familiar with the local agronomic elements. He has a bachelor's degree in agriculture from the University of Arizona, with emphasis in turfgrass management. Prior to his experience at Apache at Desert Mountain, he was superintendent at Starr Pass Golf Club in Tucson.



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CIRCLE #133

Patrick O'Brien is director of the Southeast Region of the USGA Green Section, headquartered at P.O. Box 95, Griffin, Ga. 30224-0095.

Clubhouse gardeners are growing more than just flowers, trees, shrubs and ground covers. Their work together displays team work and cooperation.



Terry Buchen photo

A different kind of garden delight

By TERRY BUCHEN

NEW ALBANY, Ohio — Teamwork is a continual objective of Tony Mancuso of the New Albany Country Club here. It is reflected in almost every aspect of his golf course maintenance operation down to the most minute important detail. A great example of the team concept is how Mancuso and the club's



ON THE GREEN

chef created an in-house herb and lettuce garden.

"We had some already irrigated landscape space available adjacent to our receiving area at the clubhouse," said Mancuso, "and we used it for our new garden facility."

The 13- by 60-foot herb and lettuce garden, with a wall of hand-made bricks protecting it from view, is overseen by horticulturist John Hornor, who is charge of all of the trees, shrubs, ground cover and flowers at the clubhouse.

"Our culinary herb garden," Hornor said, "uses raised beds, which is a majority of basil, French tarragon and lots of chives where we add rosemary, oregano, chervil and thyme, to name a few, when they are needed. They are all seeded except the French tarragon, which is propagated for better quality."

The lettuce garden portion contains 20 different type lettuces and greens, such as parsley and romaine lettuce, Hornor said, while different red- and green-colored lettuces are grown for show and color on the food plate.

Edible flowers, such as calendula and violas, are grown for show and color which is also evident during the dining experience.

"We use only organic fertilizers and no pesticides," Hornor said. "If we do get any pests they usually are insects who pick out one variety of lettuce and we let them feast so they will not touch any of the other types of lettuces and greens. It is a great natural IPM [Integrated Pest Management] concept."

New Albany Country Club has a second nursery that is comprised not only of trees and shrubs but raised herb-and-lettuce beds as well.

"We also have some wooden box mini-beds with an even better quality soil mix for the ultimate growing medium," Hornor said.

"Our department has horticulture intern students and the clubhouse has culinary interns who compare notes to learn from each other the fine art of growing quality herbs, lettuces and greens."

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University of Fla. appoints Cisar

Dr. John Cisar has been appointed turfgrass coordinator at the University of Florida.

The appointment culminates a two-year search, initiated by industry's desire to see the UF turf program rise to a level consistent with the state's huge golf and turf interests.

Cisar has been a turf researcher at the UF/IFAS research station in Ft. Lauderdale for about 12 years, working on such ground-breaking projects as the USGA-funded pesticide leaching study.

When 'new' wears off

Continued from page 17

hardscape areas that have overgrown, or simply worn out," said Mark Sosnowitz, owner of Mark Eliot Design, Inc. in Greenwich, Conn., who specializes in renovation design, budgeting, construction management and supervision.

Working with superintendents, managers and/or greens chairmen, Sosnowitz walks through the course with camera in hand, later presenting a proposal emphasizing rehabilitation of problem areas. He examines the site at night as well as daytime in case night lighting is necessary for safety, or merely to enhance a landscape feature, especially at the entryway to the course.

Signage is considered at the entry, bag drop, tees, interiors and even trophy boards. Sosnowitz said tee areas, even slightly elevated, can pose a safety hazard with the increasing use of plastic spikes, and he recommends installing steps. In many cases, existing steps have been badly chewed up over the years and should be replaced.

"Every situation is different," Sosnowitz said, "along with every budget. Some clubs do the renovation all at once. Others work off a long-range plan."

While Sosnowitz minimizes the use of



Superintendent Gerry White makes sure Point Sebago Resort in Casco, Maine, always looks its best.

annual plants so that superintendents don't get locked into yearly planting chores, the opposite is true at the Coeur d'Alene Golf Course. Anderson said that each year 27,000 "Red Tango" geraniums are mass-planted around the clubhouse and at various places on the course "where they can be seen from three or four holes."

Even Coeur d'Alene's famous floating green sports a mass of brilliant red contrasting with green grass, blue water and white sand.

On the hilly portion of the course, thou-

sands of juniper tams, interspersed with wildflowers, carpet the slopes. Anderson said the wildflower areas are in a phase of renovation, as each year fewer of them bloom. This appears to be a problem in most places using wildflowers, which serve as an accent to the natural forest in which they are planted.

Anderson undertook other measures to eliminate vertical distractions to the beauty of the entire course. Ball washers and trash and soft drink receptacles are attached to the golf cars. Yardage mark-

ers are brass plaques set into the ground.

One person is responsible for edging the cart paths every two weeks. "With 10 miles of paths, this person is edging 240 miles a year," laughed Anderson.

The storms which pummeled Pebble Beach last month were seen by millions of television viewers, and Horton is responsible for picking up the pieces — on all 5,300 acres of the peninsula. Along with the courses at Pebble Beach Golf Links, Spyglass and Del Monte are 2,600 acres of open space, forest preserve, easements and roads. Each of the courses and resort hotels has its own landscape department, overseen by Horton.

He uses about 80 species of colorful annuals and perennials that are native to the area. The seed is gathered and propagated in the company's two greenhouses which are capable of producing 120,000 plants a year, after which, potted, they are placed into open-space storage areas.

"We have to keep adding," Horton said. "Wind blows plants out of the dunes at Spanish Bay, for example."

Half of the plants are put into rehabilitation areas, the rest into expended areas being restored. It is an ongoing process.

Meanwhile, groundskeeping crews are removing most of the non-indigenous ice plants, pampas grass and genista (French broom) from out-of-play areas, Horton said.

At Point Sebago Resort, White is still overseeing accents and plantings over

Continued on page 25

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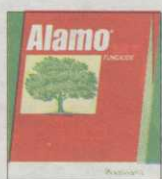
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Golf & The Environment continues

SEE RELATED STORY, P. 66

WILMINGTON, N.C. — The dialogue between environmentalists and golf course developers and superintendents that began three years ago with a conference at Pebble Beach, Calif., continued at the University North Carolina-Wilmington on March 13.

"A little bit of blind faith was involved, but I think it's working," said Paul Parker of the Center for Resource Manage-

ment in Salt Lake City, which has organized the series of Golf & the Environment conferences, including the "Is Golfing Greener?" session held here.

Golf & the Environment has since created a universally accepted set of environmental principles for golf course management and distributed 25,000

copies across the country.

Yet a look into the proliferation of golf in Brunswick County, home to 29 courses, reveals that even improved management isn't good enough in some sensitive areas, according to Todd Miller, execu-

tive director of the North Carolina Coastal Federation.

A recent study done for the South Brunswick Water and Sewer Authority concludes golf courses in Sunset Beach and Calabash are contributing too many nutrients to coastal waters closed to shellfishing.

Dean Walters, owner of Sea

Trail Plantation near Sunset Beach, said developers should not be demonized for looking at land through a different set of green lenses, one that brings jobs and money to the region. "I'm a developer," he said. "It's important that I make a profit."

Environmental protection is a natural outgrowth of golf course developments, he said, because people want to live amid nature.

The public's growing knowledge of runoff is helping golfers understand why vegetative buffers are used, several conference participants said.

Drawing a comparison with the beer industry, Kevin Moody of the U.S. Fish and Wildlife Service urged golf developers to learn from the proliferation of microbrews and capture the 30 to 40 percent of consumers seeking a diverse golf experience.

"You can take the natural attributes of your land and use them as a feature of your course," he said. "You don't have to have Augusta National."

Terry Vassey, who manages Carolina National Golf Course at Winding River near Southport, said he has taken great pains to incorporate natural vegetation and wetlands.

GCSAA invests in 'beauty' of game

LAWRENCE, Kan. — The Golf Course Superintendents Association of America has launched its "Investing in the Beauty of Golf" campaign, an effort to raise \$3.5 million to fund applied agronomic research (research conducted on golf courses under actual playing conditions) and new educational programs.

"The GCSAA is looking to create an endowment through which we can fund the research and further education for members as they enter into the new century," said Stephen Mona, chief executive officer of the GCSAA.

According to Mona, the campaign isn't focused on simply continuing GCSAA's existing educational programs, "But developing a new program that will teach what we believe the superintendents of the next century will need to know."

This new education will then play a major role in a member's GCSAA standing.

"Essentially, there's going to be a day in the next three to five years that in order to be a Class A GCSAA member you're going to have to achieve some blend of formal education and continuing education. If you're a class A GCSAA member, and if that's going to have some meaning in the marketplace, members will have to maintain this education."

GCSAA has already raised \$2.3 million toward the goal.

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Hoffman wins accolades in design

Continued from page 17

They'd come over and we'd walked the golf course and talked strategy and bunker locations," Hoffman said, adding that the men visited the site as a team three to five times during the three years of "slow-track" construction. "When you do a project that size you try to surround yourself with good people, especially if you've never done it before. I was very fortunate."

In fact, the word "fortunate" frequently creeps into Hoffman's speech. He is fortunate, he said:

- "to work for an owner, Brian Thuringer, who gave me an incredible amount of trust. He was very involved as well. He set the standards, told us what kind of course he wanted and never got in our way of doing anything when it came to financial needs."
- "that God created a great piece of land. We had that going for us."
- "to attend a lot of seminars by good architects like Cornish, Mike Hurdzan, Bobby Jones, Jan Beljan, Craig Schreiner and others. You pick up a tidbit here and there."
- "to play some of the great resort courses around the country."
- "to have assistants like Pat Marstad and Tony Kramer [at the three resort courses]."
- "just to be able to do this once in my lifetime."

Indeed, he said, "If anyone is thinking of doing this, I hope they're fortunate enough to be surrounded by as many good people as I was."

He shies away from accepting credit for his nationally acclaimed design. "I'm a big believer in the hand of God helping me build the golf course," he said. "He put visions in my head that I know didn't come from anywhere else. I give Him all the credit."

To his credit, Hoffman put his knowledge of agronomy, golf and the land itself to best use.

The 1975 graduate of Michigan State's two-year turfgrass school made certain all the greens receive morning sun, there was surface drainage everywhere, the right root-zone mix and varieties of grass were used on the greens, and the best irrigation system was installed.

"The one thing I had hoped would happen," Hoffman said, "was this experience might open a door for some other superintendents to do design projects. Not that a superintendent is qualified automatically to design a golf course, but he has a lot of the qualifications. You need turfgrass knowledge as a basic."

While overseeing maintenance of Madden's Pine Beach East, Pine Beach West and par-3 Social Nine, Hoffman also spent 15 years cross-country skiing and walking the land that became The Classic at Madden's.

"I was intimate with the property," he said. "After 15 years, you get familiar with every little 2- or 3-foot rise — and I used it."

"We only moved about 50,000 yards of soil. You save a lot of money and it looks so much more natural — because it is."

A golfer, Hoffman has long studied course design, absorbing books on the topic, making it "a hobby and passion."

"I had been dreaming about this golf course for at least 10 years," he said.

Long considered the No. 1 golf resort in Minnesota, Madden's saw Grand View Lodge Golf & Tennis in Nisswa build The Pines and Ruttgers Bay Lake Lodge in Deerwood build The Lakes. All of a sudden, Madden's was pushed out of its elite position, Hoffman said, "So Brian [Thuringer] and I had a great desire to bring Madden's back to the forefront."

The Classic has done that. "The one



The 8th hole at The Classic at Madden's Resort, designed by superintendent Scott Hoffman.

missing link the owners felt they needed, and guests wanted, was a true championship-length course," Hoffman said. "That's what The Classic brings us. It gives the golfers an opportunity to see what Tour players experience on a weekly basis. It's more challenging than the typical resort course."

Playing many of the country's great resort courses was a major influence on Hoffman's own design, he said. "A highlight was playing with Pete Dye at La Romona Country Club next to Teeth of the Dog [in the Dominican Republic]. Pete probably got sick of me because I was asking a lot of questions."

What did he learn? "Use your ability to create and be imaginative and to let your mind go," he answered. "Pete is such an artist and so creative. Because we have long-standing traditions doesn't mean you can't try something new and different."

Asked which architects have most influenced his thought, he said: "As far as style of look, Tom Fazio. As far as strategic design, Alister

Mackenzie or George Thomas."

With Robert Trent Jones Jr. designing 45 holes and Arnold Palmer another 18 in the vicinity, Madden's Thuringer has spoken about building another course, this one links-style, in the future, Hoffman said. And he would welcome the opportunity to design it.

Beyond work at Madden's, he said: "The owners have told me they wouldn't mind me doing a [design] project, one at a time... I don't want to make a career out of it, but I wouldn't mind doing a project here and there if the opportunity arose."

"I feel fortunate just to be able to do this once in my lifetime," Hoffman added. "When I look back at the experience and compare it with being a superintendent, I think being a superintendent is every bit as challenging, if not more so. And the guys out doing it deserve a lot of credit. I've had the opportunity to be the general contractor, the architect and the superintendent, and being a superintendent is the toughest job of all three."

When 'new' wears off

Continued from page 21

the 2-year-old golf course as well as other facility's other 800 acres of maintained turf. He is using native rocks left over from the course's construction.

"We contrast leafy green plants with the rock features, and use these as accents as well as for traffic control," White said.

The accent plants used are mainly perennials to minimize yearly maintenance. Expanding on this theme, White has "gone crazy with huge numbers of bulbs everywhere" in groups that will offer blocks of color through the spring into June and July.

In an effort to better steer traffic over four open golf holes, white pines were planted along with about 100 hardwood deciduous trees.

Point Sebago's tee signs are of engraved granite with floral plantings along their base, and day lilies dominate each teeing ground. Off the fairways, along the woods line, a "carpet of wildflowers" adds color and contrast.

Adding accent and beauty to golf courses also means adding time and expense. But, course operators feel the rewards exceed the visual, as satisfied players return and new ones are drawn by the course's reputation.

When players hit your course, it's only natural that they expect the greens to be, well, green. If they're not, it could be time to treat with Sprint® 330, the iron chelate micronutrient from Becker-Underwood. Sprint's strong chelates protect iron availability in soils with pH levels up to 7.5 for beautiful, long-lasting green turf. It also brings out the color in flowers, ornamentals and shrubs. For easy measuring and mixing, Sprint is available in a highly soluble, concentrated powder that offers excellent tank mix flexibility with NPK and plant growth regulators.

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The quiet power struggle in today's clubs

By TERRY BUCHEN

WILLIAMSBURG, Va. —

The golf industry's upper-echelon management is changing so rapidly that it is sometimes hard to tell the players without a scorecard.

Management at most golf courses is traditionally consists of the "Big 3" — the superintendent, manager and professional. The greatest change in trend is seen at clubs where one of these individuals is in charge over the other two.

The course manager usually has a food and beverage or sometimes accounting background and they usually aspire to be the general manager.

Head golf professionals more and more often desire to become director of golf, in charge of the golf operation and, therefore, the superintendent. Pros also are more often eyeing general manager positions as well.

Course superintendents usually are in charge of everything that grows outside and can be promoted to a director of golf and grounds position. They many times fill the director of golf and/or general manager's position.

It is interesting to note that traditionally the general manager is promoted from the food-and-beverage, or accounting ranks and the director of golf has been a head golf professional. But there is nothing cut in stone prohibiting the professional or superintendent from being the general manager.

Likewise, there is nothing prohibiting the general manager from being the director of golf or superintendent, or prohibiting the superintendent from being either the director of golf or general manager. Tradition is changing rapidly.

The general manager has a new classification emulating the chief executive officer (CEO) designation, while the director of golf has a classification to be the general manager. Because of the quest for power within their respective courses, the "Big 3" approach to management is becoming more and more competitive internally.

At the private club level, the "triangle" team management concept is still used, with the "Big 3" considered and work "with each other" instead of two working for the third.

The "triangle" most usually has a committee chairman to whom each "Big 3" representative reports. But this works only as well as the board of directors will let it, or promote it to continue to exist. "Triangle" management seems to be a

1ST OF 2 PARTS

dying concept. The combined titles of general manager/CEO, or director of golf/general manager are making headway while the traditional committee system remains intact.

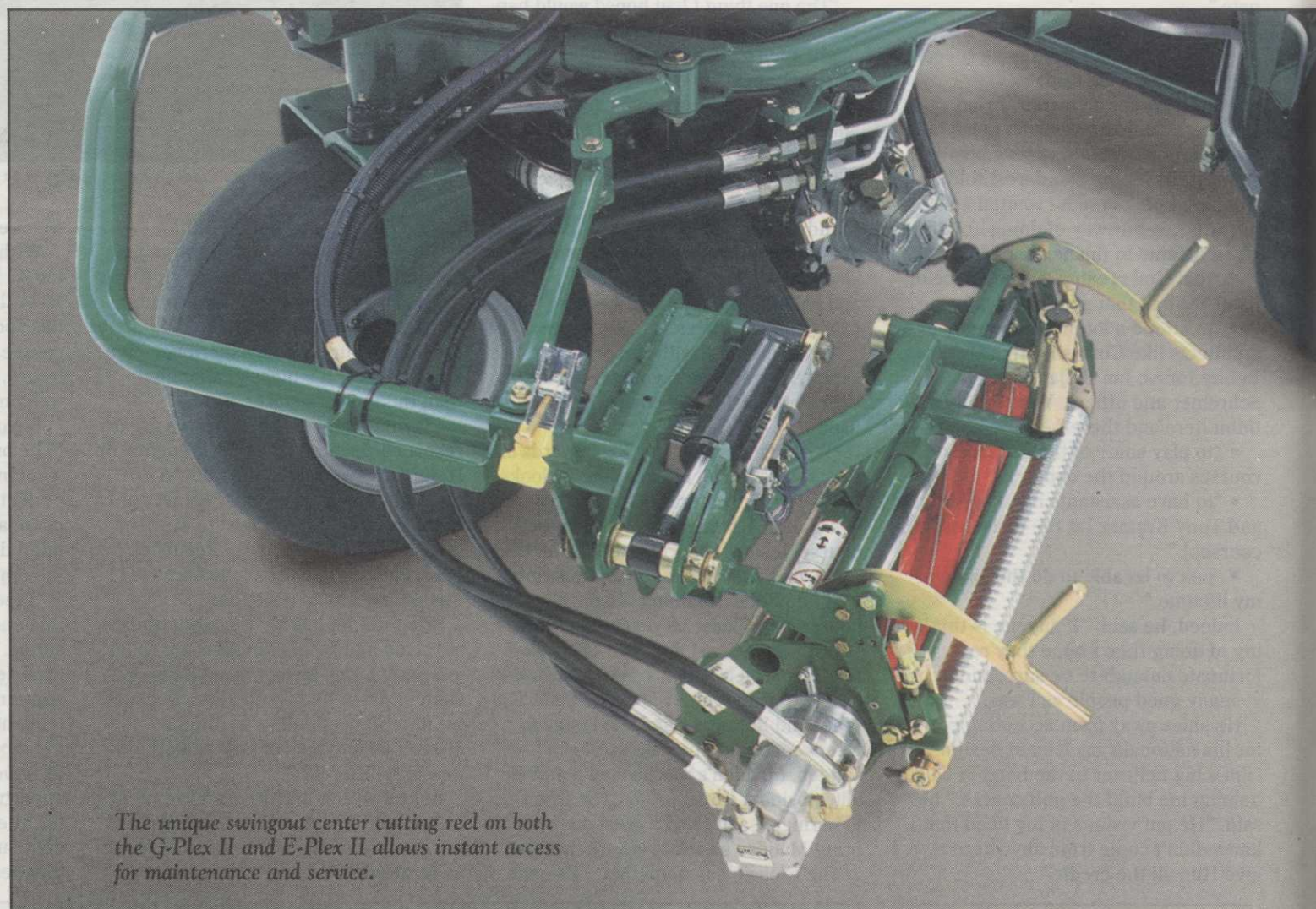
What will happen in the future to the way a golf course is operated, whether it is public access or private?

An unscientific, random poll of a number of "Big 3" officials at many courses throughout the country revealed there is a quiet power struggle that will

get more competitive as time goes on.

Who will be the victor? It is anyone's guess, but the two individuals in the clubhouse have a slight advantage because of their proximity to the golfing public and the bureaucracy at hand.

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The modern super's and assistant super's offices

By TERRY BUCHEN

WILLIAMSBURG, Va. — The "information age" is alive and well in the golf course maintenance business as almost every conceivable modern office implement is being used with resounding success.

The assistant superintendent's office work area often consists

of a computer-operated irrigation system, which now includes Global Positioning Satellite (GPS) software, along with the usual color monitor and color printer.

Two-way radio base stations,

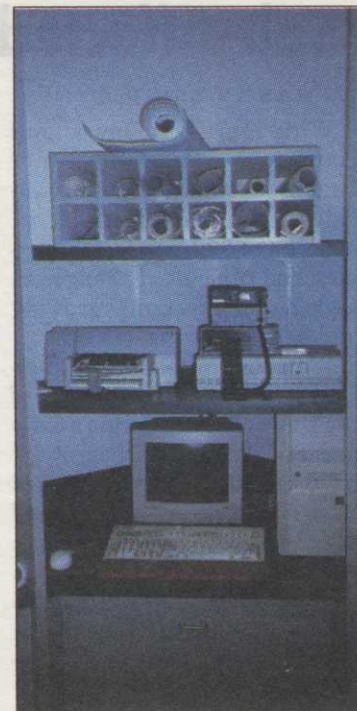


that many times have their own repeater system or one rented from a community repeater, connect with the new PCS portable two-way radios, complete with

touch pads for operating the irrigation system, along with cellular telephone, paging and caller ID capabilities.

Blueprint files can also be incorporated into an assistant's built-in work station, making almost everything within easy reach.

The superintendent's office



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often includes such apparatuses as:

- a personal-size color photocopying machine;
- color television with built-in VCR, which is usually hooked up to cable television or small satellite dish, to receive The Weather Channel (the TV/VCR is usually used for employee training videos as well);
- a weather computer with color monitor and battery-operated weather radio for up-to-the-minute meteorological information.
- a separate personal computer (PC) for the superintendent word processing, record-keeping and to keep the irrigation system computer free to operate the sprinklers without any computer glitches.

This office PC can use the "all-in-one" machine that faxes, color scans, photocopies and prints. Most turf managers use the Internet daily, accessing web sites and e-mailing fellow superintendents, sharing ideas while saving money on long-distance telephone calls.

PC notebooks are now the rage, with endless option capabilities for the ultimate in time/motion efficiency.

Cellular digital telephones, cordless telephones, digital pagers, voice mail and digital answering machines round out the modern efficient office environment.

IHMS HONORED, THEN TAKES NORTH TEXAS REINS

Keith Ihms of Bent Tree Country Club not only succeeded Walt Wilkinson as president of the North Texas Golf Course Superintendents Association at the group's annual meeting. He received the coveted A.C. Beardon Memorial Superintendent of the Year Award.

'Salt-Affected Turf Sites' an eye-opener

By MARK LESLIE

With more and more golf courses operating on former landfill sites and using often salt-laden wastewater for irrigation, superintendents are facing complex and difficult challenges in keeping their turfgrass growing and healthy.

With this in mind, Drs. Bob Carrow and Ronnie Duncan of the University of Georgia's Crop and Soil Sciences Department have co-authored *Salt-Affected Turfgrass Sites—Assessment and Management*.

Dealing with such topics as ion imbalance, sulfate compounds and glycopytes, this is not bedtime reading for the layperson in the family. Yet, Carrow and Duncan do make their information understandable. Good thing, since 10 percent of the world's land surface contains salt-affected soil, and one-third to one-half of all irrigated land is influenced by salinity.

Salt-affected soils are found on every continent, the two scientists say, with the highest concentrations in Australia, North and Central Asia, and South America. Some 25 to 35 percent of Australia's land mass is influenced by salts, and in Western Australia that area increased by 680 percent between 1982 and 1996.

Salt problems are exacerbated in areas where people are under water-conservation rules, because they are often unable to leach salt through the soil and must use wastewater. Primary salt-induced problems — water deficits, soil permeability, ion toxicities and ion imbalances — are only worsened by such secondary results as that:

- saline soils require more frequent and careful irrigation;
- sodic soils (those with high exchangeable sodium) often make it difficult to schedule irrigation due to reduced water infiltration and percolation;
- sodic soils normally require much more intensive cultivation programs to maintain macropores of oxygen diffusion, water movement and root channels;
- fertilization programs are more complex due to ion imbalances, toxicities, and the necessity of additional chemical amendments to displace excess salinity;
- traffic-control programs must be carefully developed due to enhanced potential for wear injury under salt stresses;
- salt-affected soils limit the choices for turfgrass cultivars to those with sufficient salinity tolerance to persist; and
- since drought and high-temperature tolerances are reduced

by salinity stress, measures to prevent or minimize these potential injuries are often necessary.

The cases are surprisingly wide-ranging, from Bermudagrass damaged by periodic flooding with brackish water and a high water table where the ground water is saline, to salt

accumulation in the soil's "B horizon" caused by occasional heavy rains in an arid region.

Carrow and Duncan explain

Continued on page 30

Salt damage to Bermudagrass from periodic flooding with brackish water and a high water table where the ground water is saline.



GOLF COURSE NEWS

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 Tillie sketches of such of his creations as San Francisco, Winged Foot and Baltusrol golf clubs.

\$34.95, 120 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.**

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.

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.

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 & pesticides. A listing of diagnostic laboratories & soil-testing facilities is also provided.

\$34.95, 180 pages, softcover.

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 sources 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.

Christians' upcoming turf management book fundamentally great

By MARK LESLIE

Wow! I love this book. In *Fundamentals of Turfgrass Management*, Dr. Nick Christians has made turfgrass growth and care so understandable that I have a suggestion for people considering a career as a golf course superintendent: Read

this book, skip that two-year turf school and save yourself about \$30,000.

Well, that might be overstating the case, but I have seen the draft (of this book) and it has set me free. Christians, of Iowa State University's Department of Horticulture, fulfills the meaning of "funda-

mental" with this work: "Basic; of or being a foundation or basis"; also, "of great importance, essential."

First, he sets the table by spelling out the variety of careers in the turfgrass industry. Then, he serves the meal, spelling out all the rudiments of grasses: their

physiology; how they grow; cool- and warm-season types; establishment; cultivation and care; soil testing and modification; insect-, disease- and weed control; and the differences between golf courses, athletic fields, sod farms and lawn care.

Simple pen-and-ink drawings

and a number of pictures bring life to explanations by this expert in developing naturally occurring herbicides for the turf industry.

Christians proves he put to great use his years of teaching at Iowa State as well as his bachelor's degree in forestry from Colorado State University and his master's and doctorate degrees in agronomy from The Ohio State University.

His book does it for me. Even if I never get the real-deal hardcover edition, *Fundamentals of Turfgrass Management* takes prime position in my library of publications dealing with golf course maintenance because it is understandable in the basics.

Available in April, published by Ann Arbor Press, 290 pages, hardcover, \$49.95, available from *Golf Course News'* Bookshelf.

BOOKSHELF

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.

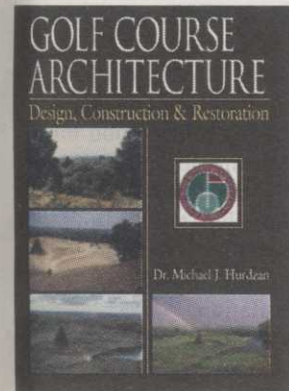
\$24.95, 256 pages, hardcover.

Golf Course Architecture: Design, Construction & Restoration

By Dr. Michael J. Hurdzan

With more than 320 color photographs and 80 course maps, golf course architect Hurdzan outlines the fundamentals of the design process, architectural methods and construction. The holder of a Ph.D. in environmental turfgrass physiology and a master's degree in turfgrass studies, Hurdzan has designed dozens of golf courses throughout North America. Here, he shares the art and science of golf course architecture — leading the reader through each step in designing a putting green, golf hole and course. He also explains the practical aspects of the work, including bunker construction, turf establishment and maturation and drainage techniques. This book is a must for anyone building, remodeling or restoring a golf course.

\$75.00, 406 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.

\$34.95, 150 pages, hardcover.

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.



Farm Chemicals Handbook updated

WILLOUGHBY, Ohio — Meister Publishing Co.'s annual update of the *Farm Chemicals Handbook* is available in February, along with its all-crop, quick-references, Insect Control Guide and Weed Control Manual.

An industry bible, the *Farm Chemicals Handbook* is packed with information on virtually every fertilizer and pesticide, including biologicals and enhanced seeds. An environmental and safety section is also included, along with a regulatory file and buyers guide, plus company addresses and phone numbers.

From its Sine Index, alphabetically listing every order, product, term and regulation, to its ratings of chemicals for leaching and runoff, this handbook is chock full of helpful information.

The fertilizer dictionary section includes definitions, properties, agronomics and processes involved with each entry. The pesticide dictionary section spells out not only the safety guidelines, chemistry and toxicity, but the action and use of each pesticide. A dictionary on enhanced seeds and a comprehensive regulatory file are also comprehensive.

Meanwhile, the Insect Control Guide and Weed Control Manual are geared toward vegetables, fruits, flowers and trees.

All are available through Meister Publishing Co., 37733 Euclid Ave., Willoughby, Ohio 44094-5992; telephone 216-942-2000.

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A different perspective: Pro-active job interviewing

A job-hunter's perspective

By RAYMOND G. DAVIES

As superintendents, we have developed specific knowledge and skills that allow us to produce great golf course turf. Interviewing skills are not required to grow great turf, but having the right job is. To land a job in which your career can thrive, you must excel in the interview process.

A key to successful interviewing is to

take initiative in — pro-actively manage — the interaction between yourself as the candidate and the employer as interviewer.

As the applicant for a superintendent's job, you must achieve four objectives in an interview to glean

Continued on next page



Ray Davies

An employer's perspective

By TOM ISAAK

I heartily endorse the principles of pro-active job interviewing. The job candidate who understands the concept put forth by Raymond Davies, in the companion article, has a powerful career-building tool — if he or she can implement the concept.

Ray and I work together. When we were interviewing each other we applied

considerable collaborative effort to shaping a job that would marry the company's needs with his skills and career goals. Now, as colleagues for two years, we continue this problem-solving relationship.

It was a pro-active interview that both launched and formed the basis for this highly productive relationship.

My observations are intended to affirm Ray's concept, while providing an employer's perspective.



Tom Isaak

COMMUNICATE COMPETENCE

It is almost as hard to communicate competence as it is to examine it. The pro-active interview strategy solves the problem for both parties. Competence — and its essential component, confidence — are communicated best by those who know where they stand. Understanding how a job fits into the career growth you have planned says you know where you stand. If career growth can be defined as acquiring knowledge and skills and applying them with satisfactory results, rather than simply where one works and for how much, the foundation is laid for a dialogue about what constitutes a successful employee-employer relationship. Think through the elements of career growth that will lead you to satisfaction. This self-knowledge about the subject of the interview — your career — is essential to communicating competence. It "centers" you for an interview and is the basis for knowing if the job is good for you. It also gives you the perspective as well as the strength to recognize if it isn't a good match. Note that this is quite different than playing "hard to get," which will come across to the interviewer as arrogance or manipulation.

QUESTION THE QUESTIONER

A good interviewer seeks to understand how you think. The pro-active candidate shows this, not tells about it, by question-

Continued on next page

Tom Isaak is president, CourseCo., Inc and Raymond Davies, a certified golf course superintendent, is the company's regional superintendent.



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Salt & turf

Continued from page 28

how to assess salt-influenced problems and then act to remedy them. They specify particulars about tests for total salinity, sodium (or permeability) hazard, specific ion toxicity to grasses and other landscape plants, and nutrient content and pH.

Then they recommend what lime-, sulfur-, gypsum- and phosphogypsum-based amendments to use; and when, how much and with what equipment to apply them.

Using several case studies, the scientists finalize this educational experience with real-life situations to help readers relate to their own circumstances.

Published by Ann Arbor Press, \$54.95, 185 pages, hardcover. Available through *Golf Course News' Bookshelf*.

Employer's perspective

Continued from previous page

ing the questioner. A great interview for both parties happens when engagement occurs which reveals analytical thinking and applied knowledge by the candidate. Correct or satisfactory answers to questions are fairly easy to find in job candidates, particularly when the interviewer knows less about the subject than the candidate, as is usually the case when interviewing a superintendent. But what the interviewer does know is what his or her problems are. The outstanding candidate elicits and understands the interviewer's goals for the position and matches his or her competencies to them.

The hardest job the interviewer is to dream up hypothetical scenarios which will reveal how the candidate will reason and act. The best candidate can make any scenario a good illustration of his or her competence by putting on Ray's "consultant hat." Gain objectivity by thinking, "This isn't about me, it is about a problem to be solved." A consultant needs to understand fully a situation before he or she can respond with an effective solution. So, ask the interviewer the clarifying questions that give you the information necessary to solve their problem. Combining all relevant information with your knowledge as a superintendent will reveal your analytical and problem-solving ability. This provides the interviewer with a much richer basis for evaluating a candidate than simple Q and A. If scenarios are not offered, supply them from your own experience, include all the relevant information, then synthesize with your technical knowledge to show the effective conclusion.

DO YOUR HOMEWORK

Pro-active interviewing is not just an attitude, it is knowledge-based behavior. This means you need to be confident of your knowledge of the relevant facts and processes. Prepare by knowing all you can reasonably learn about the physical property, its management and its recent history.

You may find that because you are a trained professional, you can quickly know more than those interviewing you about turfgrass and its underlying conditions. Appropriately and modestly conveyed, this knowledge is impressive, and the fact of your effort to be informed says you are serious in your interest. Moreover, this knowledge creates the context necessary to put on the "consultant hat" necessary to understand the employer's goals and the problems and opportunities inherent in the job situation.

GOLF COURSE NEWS

Job-hunter's perspective

Continued from previous page
all the information necessary to make a good decision:

- The employer must determine your competence in the areas the employer has determined are critical for a successful candidate.
- The employer needs to communicate the job's benefits and

opportunities in order to interest of the best candidate.

- You must show your competencies, especially those that the employer is not aware bring value to the position.
- You must communicate an understanding of the necessary resources and support required to make any candidate with this

company successful.

A good decision combines a) your selection as the best candidate, and b) the necessary resources and support for you to succeed in the job. Employers may not immediately recognize that this second element is as important to them as it is to you.

The employer with limited technical understanding of turfgrass management may not know what competencies are required for

success on a golf course, but you can count on their knowing the results they require. This will very directly affect the strengths they are seeking in your candidacy. You can learn their needs by listening closely to the questions they ask, their sequence and phrasing. Your success depends on discerning what is important to the interviewer and your ability to relate your com-

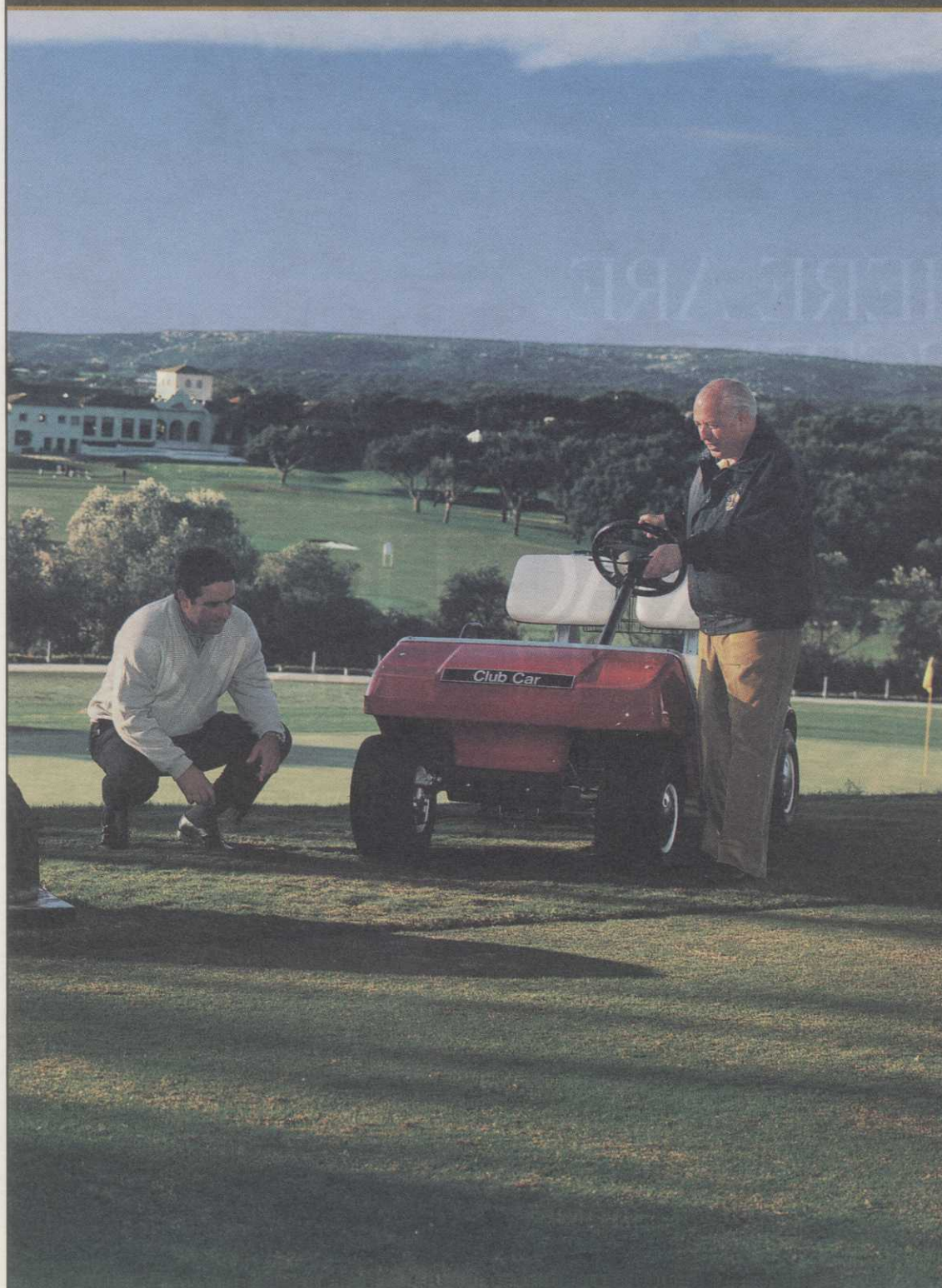
Continued on page 37

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CIRCLE #126

USGA calling for help with study of effluent use

The WaterUse Association has formed a work group to address specific problems and concerns that golf courses have with recycled irrigation water.

The association, dedicated to increasing water recycling, consists of public agencies, consultants, and private industry, along with regulatory agencies work-

ing together to find solutions to recycled water-use problems. Organized in 1990 to address recycled water use in the state of California, its scope has now expanded to include national and international concerns.

The golf course work group was formed under the Agriculture Committee's Landscape/Horticul-

ture Subcommittee. Mike Huck, an agronomist with the U.S. Golf Association Green Section's Southwest Region, is heading this group in conjunction with committee members Pat Gross, director of the USGA Southwest Region, and Mark Stanek, technical advisor for water quality for the city of Sunnyvale, Calif.'s Depart-

ment of Public Works. The work group will:

- Develop an accurate and up-to-date database of golf courses irrigating with recycled water.
- Survey golf courses using recycled water to identify specific problems and gain feedback from users.
- Suggest minimum water-



quality standards for turf (and particularly putting greens) irrigation with regard to salinity, pH, SAR, bicarbonate content, and toxic ions.

• Develop design and management guidelines for lakes to reduce the need for algae and water weed control by using the input and experience of water reclamation engineers and treatment plant operators.

• Recommend that recycled water suppliers provide golf course users with frequent water-analysis reports that address water quality from both agricultural suitability and human health standpoints.

• Establish uniform system retrofit standards with regard to backflow, signage, cross connection, health and safety regulations, etc.

• Develop best management practices.

The USGA is asking that courses that currently use or plan to begin using recycled water in the near future, send their name, address, phone, fax number, and a contact person to:

Mike Huck
USGA Southwest Region
505 N. Tustin Ave., Suite 121
Santa Ana, CA 92705
FAX (714) 542-5777
e-mail: mhuck@usga.org

This will assure that upcoming user surveys reach these courses, and your experiences with recycled water are documented.

IGM CHANGES NAME

LAKELAND, Fla. — International Golf Management (IGM) has changed its operating name to International Golf Maintenance, more accurately reflecting the mission of the company.

The change came after IGM was acquired by Meadowbrook Golf Group, Inc. Meadowbrook is a publicly held golf course management company previously based in Beverly Hills, Calif. The acquisition was in exchange for cash, common stock and convertible preferred stock.

Meadowbrook will operate from the IGM offices in Lakeland, and will be managed by IGM principals James Sartain and Bill Stine. Sartain will serve as chief executive officer and Stine takes over chief operating officer duties.

IGM, which provides outsourced golf course maintenance services, will continue operations as a wholly owned subsidiary of Meadowbrook.

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Wetlands: Far from 'swamps' for 'breeding grounds'

By RON DODSON

Wetlands that are properly managed and positioned on golf courses play key parts in the strategy of the game of golf, but they also play a function in the overall "ecology of golf." Many golf courses around the country have created wetlands. Some of these created wetlands have been as a result of "mitigation" of wetland loss. Others have actually created acres above what was required by regulation because it was the right thing to do.

For many years, wetlands were seen merely as "swamps" and "mosquito breeding grounds." But wetlands are an extremely important part of the ecosystem. They serve a wide variety of functions.

- Wetlands provide breeding, nesting, and feeding grounds, and cover for a great diversity of wildlife, shorebirds, and waterfowl, as well as rare species such as the bald eagle and osprey.

- Wetlands help prevent flooding by absorbing and storing storm water. They also protect subsurface water resources and help to recharge ground



water supplies.

- Wetlands are important nursery grounds and sanctuaries for freshwater fish. Aquatic plants and animals at all levels of the food chain thrive on the rich source of nutrients that wetlands provide.

- Wetlands areas help to protect and

improve downstream water quality by absorbing silt and organic matter, and filtering pollutants from streams.

- Wetlands are important gathering areas for many migratory birds.

Because of these functions, wetlands are regulated by various governmental agencies at the local, state, and federal

levels. It is this regulatory role that fosters what seems to be a continuous debate concerning things like private property rights, regulatory "overkill," and the scientific validity behind certain levels of political involvement in land management decisions. The fact is, however, that wetlands are very valuable and it is to our advantage to protect them. On the other hand, we should be careful of unnecessarily restricting development under the banner of wetland protection if no value can be demonstrated.

The United States Golf Association's Wildlife Links Program is funding wildlife research and educational efforts for the next several years to the tune of \$200,000 per year. In the next few months, one project will be completed that will be very worthwhile. Mr. Donald Harker, the senior author of the Landscape Restoration Handbook (another very popular book that was funded by the USGA) will be completing a Manual for Wetland Management. This will be an easy to read and use guidebook that will benefit any golf course superintendent (or anyone else,

Continued on page 34

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Audubon International stressing management commitment to ideals

Continued from page 1

are being accused by other environmental groups of kowtowing to the golf course industry and giving away the Audubon name. But we don't. People work for it and are proud of it."

However, when The Champions Club at Summerfield in Stuart, Fla., did not correct some problems targeted in AI's biannual audit, the club and the organization parted ways.

"We wrote and told them they are no longer to use Audubon International's name or logo," Dodson said. "They are to take their signs down and the Audubon print off the wall, and take all references to the Signature Program and Audubon International off their advertising materials and so on. We can not do more than that."

"Can not do" because the Signature Program is voluntary, and AI is an environmental organization, not a regulatory agency.

"We're not the South Carolina Fish and Game. We're not the local planning board. We're not giving or denying permits," he said.

The Signature Program grew out of the 9-year-old Audubon Cooperative Sanctuary Program for Golf Courses, which now boasts around 2,500 member courses, some in the far reaches of the world. While the Sanctuary System is for existing courses, the Signature Program was established "to provide a comprehensive, integrated approach to environmental planning" for developments still in the planning stages, so they could be built with Audubon's Principles for Sustainable Resource Management.

The Champions Club at Summerfield General Manager Jim Poole explained its withdrawal from the program simply: "We did not see the cost benefit of membership. We never had anybody say they played our golf course just because we were Audubon Signature status. We were Best New Golf Course in Golf Digest when we opened. We thought those particular accolades were strong enough to give us credibility."

Asked if the club had entered the Signature Program in 1994 because of a commitment to the

environment, Poole, who came aboard last December, said: "We joined it more for marketing purposes, I guess."

He said the club, now fully owned by Fairway Properties of Cleveland which bought it from ex-partner Riverside Golf a year ago, has not changed its maintenance regimen.

But Riverside Golf President Steve Melnyk said the split with Fairway came from "a clash of opinion about how these things should be run."

"We joined the Audubon program initially because we have an obligation and responsibility to be good stewards of the environment and this was a way for

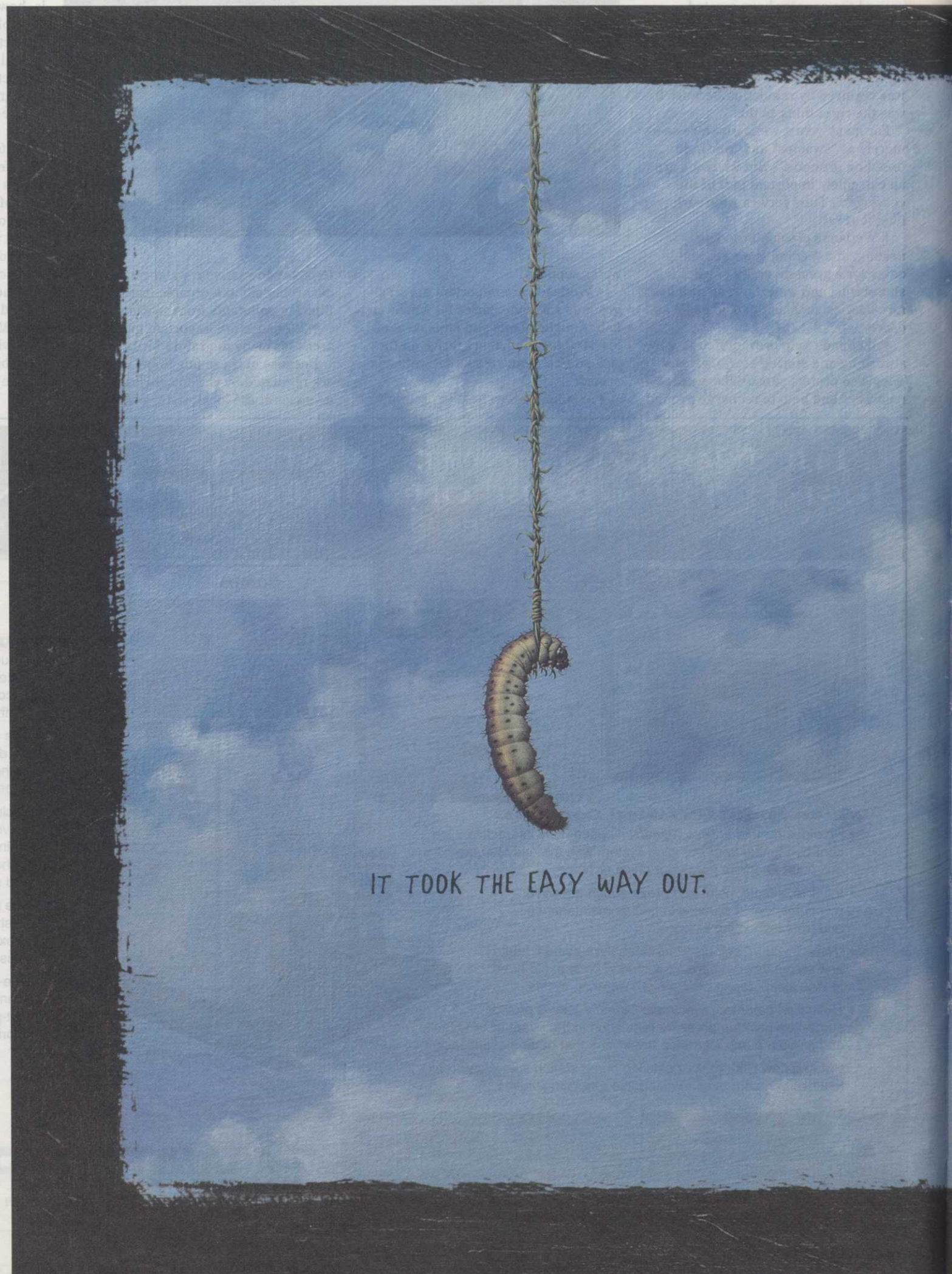
us to further that cause to a much higher level," Melnyk said. "As long as we were involved, we adhered to the somewhat fluid principles of the program."

Meanwhile, Dodson and Signature Program Director Nancy Richardson, who works out of Henderson, Ky., are also concerned about a case in

which a golf course project joined the Signature Program, used its materials as support during the permitting process, then, after gaining approvals, pulled out of the program.

"From registration on, they did not participate in the [certification] process," Richardson said.

Continued on next page



IT TOOK THE EASY WAY OUT.

Dodson on wetlands

Continued from page 33

for that matter) who manages wetlands. I recommend you keep an eye out for it, and if you have wetlands on your course, learn more about their value and how to manage them. If you're considering development, do the environmental "right thing" — learn as much as you can about wetlands and the "ecology of golf courses."

Audubon Signature Status members

Facilities that have earned full Signature certification:

1. Collier's Reserve, Naples, Fla.

2. Indian River Country Club, Vero Beach, Fla.

3. Stevinson Ranch Golf Club Savannah Course, Stevinson, Calif.

4. PGA Golf Club at the Reserve, Port St. Lucie, Fla.

5. Top of the Rock Golf Course, Ridgedale, Mo.

6. Bonita Bay Club East — Cypress Golf Course, Bonita Springs, Fla.

7. Pinehurst #8 Centennial, Pinehurst, N.C.

Audubon Int'l scrutinizes Signature Program

Continued from previous page

"The general manager said they were going to do certain things and they did not."

"Everything the National Audubon Society claimed about us, this outfit just did it," Dodson said. "They used our name. They used our materials. They waved their arms up and down and said,

'Look at this video, what Collier's Reserve did. We'll do this, too.' I'm not saying they are not going to do a nice job on their golf course. I don't know. But the fact of the matter is, they went to the permitting agency and public hearings with our materials. Whether that had any influence on the decision to permit them, I don't know. But

as soon as they got through the process they decided they couldn't meet our guidelines and are now out of the program."

"I want to brag on people who really do things," said Dodson. "But when somebody doesn't follow through on their commitment, or they let it go, should we just walk away? I'm the guy who keeps getting shot at by the Sierra Club. In the last couple of months there have been a half dozen facilities that we have removed from the Signature Program. We are taking their last \$100 and applying it toward a year's membership in the Cooperative Sanctuary System when they open."

Officials at fully certified facilities say the program is well worth their efforts.

"Good environmental sense makes good economic sense," said Robert Swift, general manager of Indian River Club in Vero Beach, Fla., which in November 1995 became the third course to earn Audubon Signature status. "Just about everything we've done as a participant in the Signature Program has or will have a positive economic benefit at some point as a payback."

"Everything we look at — every project, every capital expenditure, every operational decision — we have to consider on the basis of the payback. Does it enhance the value of the club, the value that our members perceive? Does it make for a better round of golf, pay for itself and bring money back to us? ... The programs we've undertaken have, by and large, demonstrated positive payback — some long-term, some short-term."

"At the end of the day, if you look long-term, I venture to say we're probably saving \$20,000 a year on water, energy, etc.," said George Kelley, co-owner of Stevinson Ranch Golf Club in Stevinson, Calif., which gained Signature status in September 1996. "I'm very surprised more developers have not joined the program. I believe they think it's like getting in bed with the big bad wolf."

"It's ironic that a golf course will irrigate 125 acres of turf, which costs a lot of money to build and maintain, and then say they don't have the money to be in the Signature Program," said Tim Hiers, superintendent at Collier's Reserve in Naples, Fla., the first facility in the country to become fully certified. "People will spend extravagant amounts of money in areas that many times will not have any benefit from Day One or forever. Or, some people will hide behind the statement: 'We don't have an unlimited budget.'"

"But, if you're a public golf

Continued on page 37

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Audubon

Continued from page 35

course and think you can't afford to join, think about it. The intent is to use less water, pesticides, fuel, electricity, resources; to me that means spending less money. So how do you argue the program? It's because you don't really understand it."

"Up-front dollars are the hardest to get and the hardest to let go of," explained Indian River Club's Swift. "Your early-end dollars are the most expensive, because they're the hardest to recoup. It's all risk at that point. To ask somebody to do something that seems to add on then is a hard sale. But if you're going to be there for the long haul, it's like anything else: Pay me now or pay me later."

Indian River Club's membership, he said, "has helped us better define and codify, if you will, the standards and goals that we set as managers, and made us better managers. We're better managers and operators and that makes us better stewards of the environment. And that's great. What we have is a beautiful piece of land and if we don't manage it properly we've wasted an asset."

Meanwhile, the Audubon Signature status enhances the facilities' image in the eyes of golfers and the public — whether they use it or not.

"We don't actively pursue the publicity angle," said Stevinson Ranch's Kelley. "But I've always said it's the extra bullet in your marketing gun. It's the kind of publicity money can't buy."

At Indian River Club "every piece of collateral material we produce and send out, every newspaper ad and TV spot we do, every video produced here for a golf show or whatever, at some point communicates the fact that we're an Audubon Signature community," Swift said. "We use it daily in our marketing efforts. That creates value for the real-estate and the club."

Hiers feels more clubs don't join the Audubon programs because of misconceptions besides money — like paperwork. But, all agree, paperwork consumes little time. And Audubon's Richardson added: "It provides a history of the project, and alerts this office to details that we may have questions about. So, in a timely manner, we get necessary information."

At this point, with so many golf facilities in the Signature Program and perhaps on the verge of certification, what troubles AI President Dodson is their continuing efforts to live by the credo of sustainable resource management.

"It's still voluntary," he said. "We work with them and give them, or don't give them, Signa-

ture status. The local governments, Audubons or other environmental groups never go back and check, and we're left to audit them on a regular basis. And the worst we can do is say, 'We're pulling all the logos. You're not a Signature course any more.'

"I wish there were a third party who, for the good of the industry, could report on the properties."

The option of force is out. Fa-

'There has to be some way to strengthen the commitment, but I think Audubon will have to do that in the early screening process.'

— Tim Hiers

cilities that join Audubon's programs sign no contract.

"If the program were ever required, it wouldn't work because the spirit would be gone," Hiers

said. "It's a cooperative program. They want to attract people who already desire to do what Audubon wants them to do. If you heart's right and your inten-

tions are right, you don't need a contract."

Discovering the heart of potential members perhaps is the best way to determine membership.

"There has to be some way to strengthen the commitment, but I think Audubon will have to do that in the early screening process," Hiers said.

And, indeed, Dodson said: "I'm increasingly turning down people who want to join."

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AUDUBON MEMBERSHIPS KEEP GROWING

SELKIRK, N.Y. — Started in 1991, the Audubon Cooperative Sanctuary System for Golf Courses (ACSS) now has 1,984 active members, while the Audubon Signature Program, created in 1994, has 66 facilities under its wing. According to Signature Program Director Nancy Richardson, 59 courses are in the planning and development process leading to certification and Signature status. Seven are fully certified and one former certified course has been dropped from the program. Among regular ACSS members, the retention rate is about 89 percent and no course has lost its certification, according to Audubon International President Ron Dodson. "We are having an increase every year in the number of people joining the program who are working toward certification," he said. "Our retention rate is high and our participation rate is growing."

Job-hunter's perspective

Continued from page 31
petencies in these areas.

An astute employer knows this is the major objective in the process. It does an employer no good to identify the best applicant and not be able to interest the candidate in taking the position. A key portion of any benefit package is the value of opportu-

nities created by the position. You need to know what aspects of the position have value to you — such as educational opportunities, renovation projects, construction, or special challenges like major tournament preparation or environmental oversight.

Success here is based on your understanding of your own career

development and how this job can influence your career. The employer needs to know that you value the position and that it meets your needs. Otherwise they soon will be on the market for a new superintendent, because you have moved to a more suitable job.

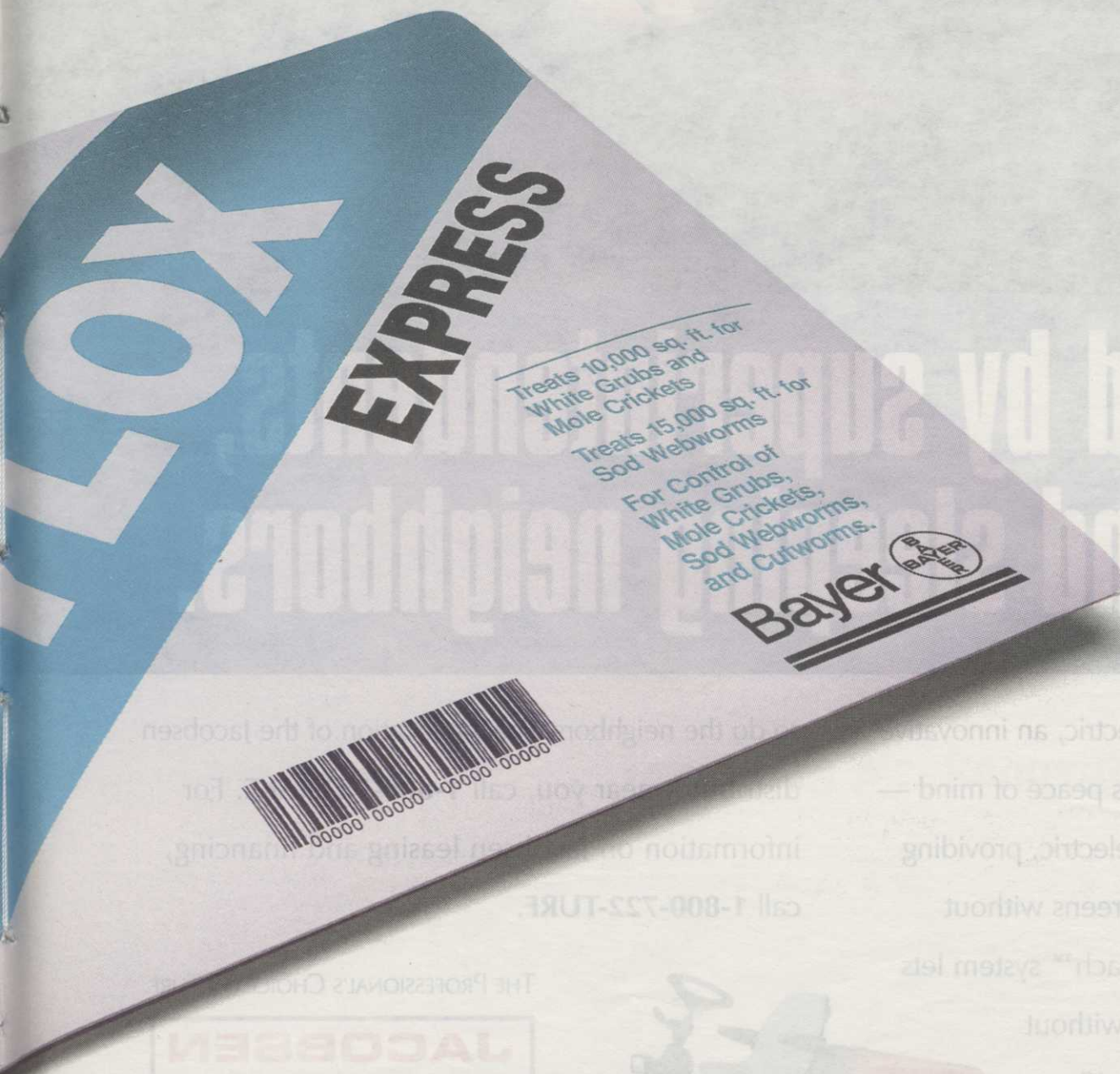
If you are the best candidate, you should know why. A key to pro-active interviewing is enlarging the question the employer asks to encompass the competencies you know are important and that differentiate you from others. For example, if you are questioned on your knowledge of pesticides and their use, you could segue into a discussion on integrated Pest Management and the abilities you have to reduce the severity of disease infestations by using appropriate cultural methods and managing the micro-environment of the greens — measures that reduce chemical use and save money. Most questions can be a launching pad to communicate your understanding of their course and you value.

Do not wait for them to ask you the questions you feel are most important. It is very likely that they will not be addressed if you don't bring them up yourself.

Now the critical step. You are in the best position to influence the circumstances of this new position — before you are offered the job. What will you need in the way of resources and support to meet the demands of the position — and be successful? You have done your homework and know the problems that previous superintendents have faced. If they are attributable to infrastructure such as irrigation, equipment or inadequate staffing, then now, in the interview, is the time to address the issues. It is even more important that fundamental questions related to the level of maintenance or financial problems be addressed at a time when they employer still owns the problems. After you accept the responsibility of the position, you will be in a less powerful position to effect change; and by identifying the hidden structural problems in the organization in advance, you will avoid inheriting problems which are beyond your power to solve.

One final key to successful interviewing is to change the perspective you bring to the process. Try seeing yourself as a consultant who has a great understanding of the needs of the employer. Knowing their problems and their resources, putting on the "consultant hat" gives you the detachment to convincingly illustrate how your management ability, coupled with their resources, can accomplish their objectives. You can then show your value, not just tell about your skills.

Showing is always more powerful than telling. To use a golf analogy: Telling about yourself is like "driving for show." Showing your problem-solving ability is like "putting for dough."




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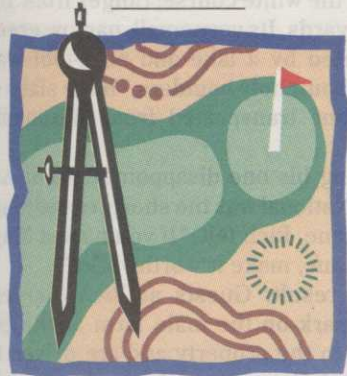
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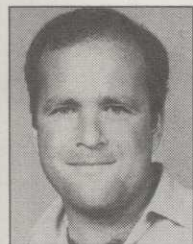


CURLEY, SCHMIDT PARTNERS

SCOTTSDALE, Ariz. — Golf course architects Lee Schmidt and Brian Curley have agreed to form a new golf course design company. The new alliance, Schmidt-Curley Design, will be based here. The two designers are reunited after having worked together in the 1980s at Landmark Land Co., where Schmidt was the director of golf course design and construction. Since 1991, Schmidt has been a senior design associate for Jack Nicklaus, responsible for numerous projects worldwide. Curley recently made news with his buy-out of the Design Division of Landmark Golf Co., which he headed since 1992.

RESORT SIGNS MCCUMBER

SPARTANBURG, S.C. — The latest venture for McCumber Golf and Mark McCumber & Associates will be the design of a golf learning center for Renaissance Park in the city's downtown. Renaissance Park will also include a Doubletree Hotel, conference and exhibit hall and amphitheater. The learning center will include a 300-yard practice range, short-game area with bunker, putting course and nine-hole short course. Provisions will be made to incorporate nature trails around the perimeter of the course.



Mark McCumber

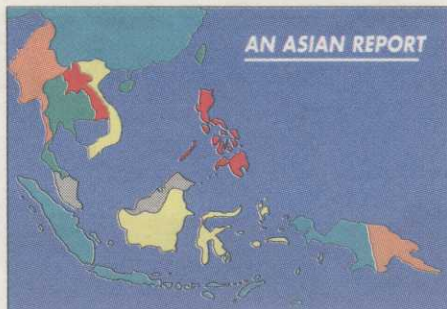
GRIFFIN JOINS FOUGHT DESIGN TEAM

AURORA, Ore. — Jimmie Griffin has joined John Fought Design, a division of OB Sports, as design/construction manager. Working with Bob Cupp Design in Atlanta since 1989, Griffin was primarily responsible for the contract management of projects in Canada and the United States. He has also worked with Jack Nicklaus Golf Services.

KAY INKS 5 COURSES

BRONXVILLE, N.Y. — Stephen Kay has been contracted to begin design on five courses. He will design three Jersey projects: Scotland Run National Golf Club in Gloucester County, which is scheduled to open in the summer of 1999; the Heritage Golf Club in Randolph, which will get underway this year; and The Grande at Holmdel — a housing development with an executive course, scheduled to begin construction in 1999. Kay will also design Logan's Reserve in York, Pa., and an 18-hole course for the I.G.A. Membership Co. in Dutchess County, N.Y.

GOLF COURSE NEWS



Poellot maintains presence — for now

By MARK LESLIE

KUALA LUMPUR, Malaysia — Cringing from the threat of civil war in Indonesia and the continuing economic woes stifling development throughout Asia-Pacific, many golf course architects and others are pulling out of the region. Others in the industry are maintaining a toehold, hoping to ride out the crises. One of those is J. Michael Poellot, who has been designing golf courses in Asia since the early 1970s.

"We have weekly partners' meetings and we have to constantly discuss whether it makes sense to keep this office going," said Poellot, who has maintained headquarters here since the early 1990s. "We've committed to hang in there another 3-1/2 months and give the economy a chance to pick up."

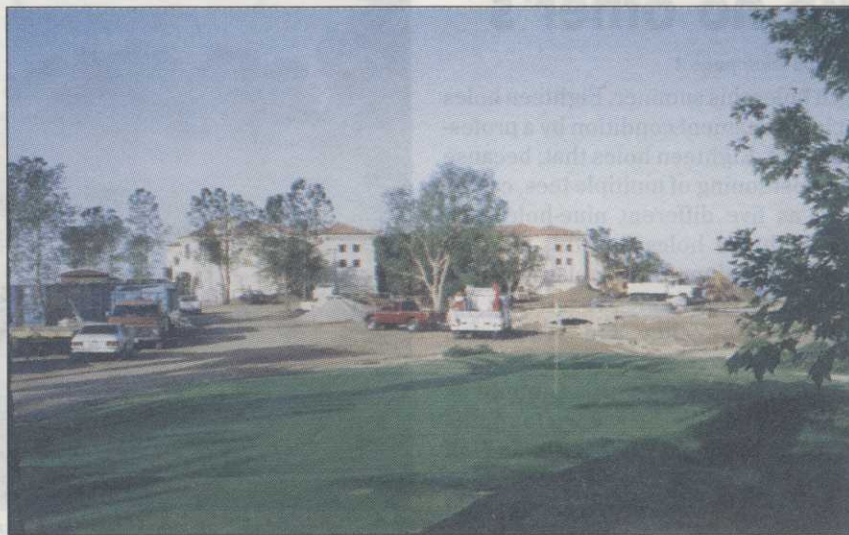
At this point, Poellot said, "virtually all of our projects in Asia are shut down except on mainland China, which seems to be somewhat immune to what is happening around it."

Although he had not predicted the economic downturn, he said: "We had a sense that it was coming because the market was over-heated. There was too much development too quickly, and you see that happen everywhere. We saw it in Japan."

Poellot said that in recent history the Asian-Pacific economy has been cyclical, going up or down every seven

Continued on page 50

Not your normal backyard



One of three greens Carter Morrish designed for Bill O'Connor on an estate overlooking Malibu.

'Seven or eight years ago, when the madness was at its height, many so-called courses were laid out over private grounds...'

— Van Tassel Sutphen in *The Outing Magazine*, 1906

By MARK LESLIE

The current rage of building putting greens, and entire golf holes, on a person's property is not new, but rather a second coming of sorts. Two decades after Sutphen wrote those words in *The Outing Magazine*, Donald Ross laid out Overhills Golf Course on the Rockefeller estate at Pinehurst, N.C. But in the ensuing 70 years not much was heard of personal practice greens — until now.

Today's second coming of "estate golf courses" is one of often more modest pretensions and dimensions than their predecessors. While the very wealthy operate in their own stratosphere (see page 1 story), more people have the land for and can afford a single putting green, or a three- or six-hole practice facility.

"There is a big push everywhere to put in golf greens," said Rees Jones, who designed a course for an Atlantic Golf Club member across the road from the club itself in Bridgehampton, Long Island. "The impetus is not prestige. It's the love of the game. They love golf, and if they have enough property and money to do this... People landscape their yards and build patios or gardens. This is just another form of landscaping, but it's usable."

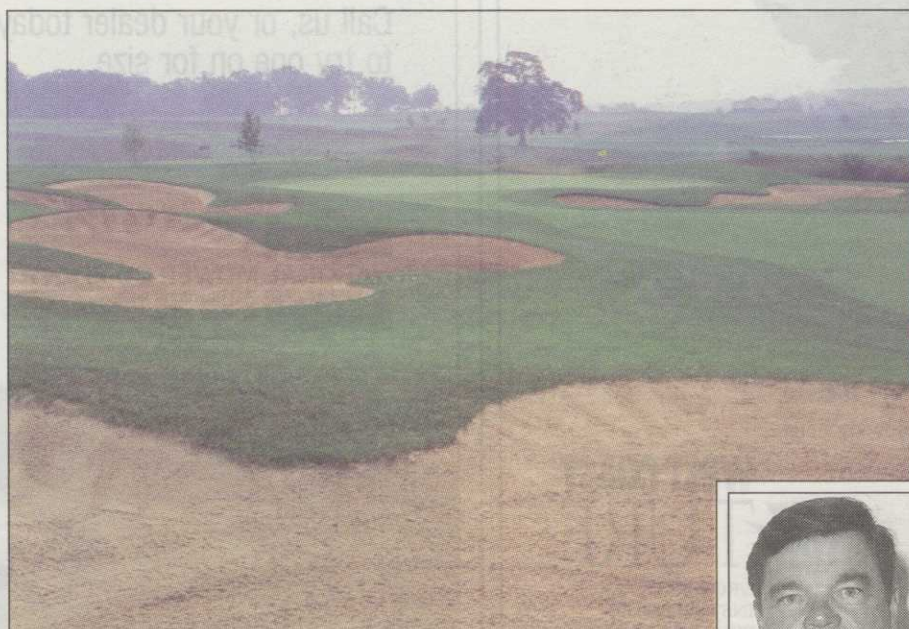
Others who have designed greens and short "backyard courses" agree.

"I think these are people working on their game, to develop their skills," said architect Ron Kirby who, when he worked with Denis Griffiths, enjoyed a 1,000-square-foot green and a handful of tees 30 yards away outside their

Continued on page 42



Lohmann, Mr. Renovation, takes ASGCA reins



The Merit Club, above, designed by Bob Lohmann, right, was named 5th Best New Private Club in 1995 by *Golf Digest*, and will host the U.S. Women's Open in 2000.



MARENGO, Ill. — Bob Lohmann assumed the reins of the American Society of Golf Course Architects from outgoing President Alice Dye at the ASGCA's annual meeting in late April in Los Angeles. Well known for his renovation work in the Midwest, Lohmann also has designed a number of new courses. Forest Preserve National in Oak Forest, for which he worked as principle designer, was selected as one of the top new public courses in 1984. He graduated in 1974 with a degree in landscape architecture from the University of Wisconsin. We caught up with Lohmann at his offices here just before he succeeded Alice Dye for the ASGCA.

Golf Course News: What will you be focusing on as president of the ASGCA?

Bob Lohmann: We will keep going with what we've been doing the last couple of years when Denis [Griffiths, 1996 president] talked about affordable and accessible golf and Alice [Dye, 1997 president] picked up on that and added a stress on

Continued on page 44

Rich's back 40 like no other's

Continued from page 1

length holes this summer. Eighteen holes kept in tournament condition by a professional staff. Eighteen holes that, because of the positioning of multiple tees, can be played as five different nine-hole rotations. Eighteen holes that this 4-handicap golfer designed to display what he calls "purposefully eclectic to show the Scottish, Pine Valley and Traditional looks."

And it's 18 holes that will not only be open to Rich and his guests, but to youths involved in the local Hook a Kid on Golf program.

"It's more than I ever expected," said Rich, 59, a physicist and mathematician who made a fortune by developing the first integrated terminal for Wall Street in the mid-1970s. "I originally thought it would be just a couple of holes where I could go out and enjoy myself. And we have created a real championship course here. It's one of the most exciting things I've ever done. I tackled it the same way I did my business."

"You feel like you're in Nevernever-



Rich Harvest Links' 4th hole is Jerry Rich's answer to Augusta National's 12th hole.

land," said golf course architect Greg Martin of Martin Design Partnership in St. Charles, whom Rich hired to help with the intricacies of the design-and-construction process. "It's a wonderful sense of place. Deer prance across the fairways, etc."

"He [Rich] knows quality and wants it to be the Augusta National of the North. I don't think, at this point, that he has

compromised that position at all."

Indeed, Rich decided to build some practice holes after a visit to Augusta National 11 years ago. Since then he has returned to that famous Georgian property eight or nine times.

"Everyone talks about their [Augusta's] 12th being such a famous par-3," he said. "I thought I could do better than that. So I built my 12th hole, which I think turned

out better than theirs." Rich's hole, the 4th on the white course, ranges from 166 to 185 yards. Its very small, narrow green is fronted by a lake and an 8-foot wall made from "holy boulders," huge slabs of limestone transported from Wisconsin Dells.

Saying his one disappointment at Augusta National was the shortness of Magnolia Lane, Rich felt, "If you have a Magnolia Lane, make it worthwhile."

The result: Guests at Rich Harvest Links park on the main farm at the entrance to the property and are driven to the plantation where the golf course is situated — a two-mile trek through the course and woods and "the beauty of the whole estate," Rich said. "By the time they get to the other end, they're drooling and raring to play golf."

Active in the Illinois PGA Foundation and a member of several country clubs, Rich has been interested in golf course design for 30 years, studying Donald Ross, Pete Dye and Alister Mackenzie and being particularly enamored with Dick Wilson. Although he majored in math and physics in college, he minored in earth sciences and enjoys the outdoors, wildlife and photography.

It was a short leap from the thought of

Continued on next page

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Rich's course

Continued from previous page hiring a professional golf course architect, to actually designing his golf himself (with an assist from Martin).

"I said to the last architect I interviewed, 'Why pay you a high fee and watch you have all the fun?'" Rich recalled.

Martin, who came aboard to help with the final seven holes and in April was designing a full-fledged practice center, agreed it was a joy.

"The facility was remarkable to begin with," he said. "The property is wonderful. Two branches of Welch's Creek run through it — one branch with a great golf name: Duffin's Drain. It contains hardwood forest, some low areas, some rolling terrain."

Rich did "a nice job integrating it all," Martin said. "And it's one of the best-kept courses in the Chicago area."

Its three styles run against Martin's design philosophy, but they accomplish Rich's goal.

"The challenge for me," said Martin, "was to stretch the design boundaries on each hole to give it a unique identity... My philosophy has been to unify a course with similar styles and treatments. This was in direct contrast to that. That's not to say it has a wild design style everywhere. But, clearly, we pushed the limits."

"Most golfers," Rich said, "don't ever have the opportunity to play a Pine Valley, or an Augusta National, or even a traditional course like Medinah. Here they have the ability to get that feel on 45 great holes on one golf course."

Does Rich Harvest Links give Augusta a good run?

"Yes," Rich responded. "They have a different situation. Their history is magnificent and they have kept it going. I think I have taken the next step, created the same feeling, yet incorporated all the greatness that golf is all about: its origins, the Scottish atmosphere, the Pine Valley look, and the old traditional look."

No corners were cut on the course or its structures while Rich designed six holes, then added three and then two more over the years. A local contractor built the first holes, but golf course builder Ryan Inc. Central of Janesville, Wis., built the rest. The course boasts bentgrass from tee to green. All 18 greens were built to U.S. Golf Association specifications, complete with choker layer. Two superintendents and their crews maintain the 220-acre golf course and the rest of the grounds.

A new pavilion has been built, featuring what Rich calls "a 21st-

century board room with the latest technology, three large-screen video projectors where any major corporation bring its board and have video conferencing with its offices around the world."

And Rich intends the old mansion on the plantation to serve as housing for visitors.

"I feel I have built my Augusta, so I will, starting this year, allow one or two foursomes to dine

here, stay here and do the things you would do when you go on a golfing holiday," he said. "My office staff will handle registrations. Valets will be with each foursome all day long and play with them if necessary, just as if I were there with them. For 11 years that's what I've done. I've played with every foursome."

Rich's original nine holes — the red, white and blue rotations — have been sloped and rated

for 10 years. Using the latest nine holes, golfers can play the gold and silver rotations that measure 7,300 yards and in early April were sloped at a difficult 143 and rated 75.7.

July 13 now looms as the major target date for Rich's "backyard course."

For five years he has hosted the Illinois Junior Golf Association's annual roundup. That will expand when Senior

PGA Tour star Bob Murphy, a friend of Rich's, brings nine other Seniors with him for a fund-raiser for the Hook a Kid on Golf program. Murphy, Walter Morgan, J.C. Snead, Larry Loretto, Tom Shaw, Hubert Green and others will play with 40 amateurs, "have a fun day and raise some money," Rich said.

As Martin pointed out: "This is not your typical backyard pitch-and-putt."

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No ordinary backyards, these 'estate golf courses'

Continued from page 39

office. "We had a tournament, The Greater Norcross Open, on it every year, and invited Tour players, owners and builders. Gary Player loved it. We'd drive with a plastic ball and putt with a golf ball."

Having designed three courses on estates along the

Niagara escarpment in Quebec as "backyard improvements," David Moote said one of his clients was an elderly, non-golfing lady who simply wanted to look at a course in her back yard just to look at for its lines and aesthetics.

"This is not a prestige thing," Moote said. "The people I work

for don't want the word to get out."

Estate courses run the gamut from opulent to frugal.

In recent years Mark McCumber's and Steve Melnyk's design companies helped build nine holes on Gilman Paper Co. owner Howard Gilman's northern Florida property, surrounded

by endangered animals, equestrian trails and fishing.

Kirby designed "a spectacular" five-green, 13-tee course for Gulfstream jets owner Allan Paulson on seven acres in Savannah, built by Wadsworth Golf Construction Co.

Brian Silva designed a par-3 hole with a 5,000-square-foot

green that can be played from 130 to 190 yards over multiple tees on the property of a Winged Foot member.

But Jim Osborn, whose Estate Golf in Greer, S.C., installs putting surfaces with artificial grass, said his greens cost between \$22 and \$25 per square foot to install. And he expects his demand this year to double over 1997, citing demand from developers who "can now offer an amenity that was not available before, particularly with the level of performance the greens are at."

Usually given 130 or so acres of land to create regulations golf courses, the designers of these estate courses nevertheless have a soft place in their hearts for them.

"It looks really sharp," said Silva, who worked with Winged Foot superintendent Bob Alonzi on the member's practice hole. "I would kill for what he has in his backyard now. I would be proud to put it on any golf course."

Built on 1-1/2 acres, it contains one green — pear-shaped like those at Winged Foot — with a bunker on one side and grassy hollow on the other. The green is bentgrass and was built close to U.S. Golf Association specs. The tees directly line up with the green, but the tee to the right demands an off-angle shot.

"You can make one green play as if it's a number of different holes," Silva said. "From the regular tee you can role the ball on. But on the right you'd have to hit a cut shot."

Jones recalled a short-game practice area he built for a client in Nantucket, Mass., that boasts two bunkers, a chipping area, 7,000-square-foot green. Guests are invited to a little competition from the various tees, the longest distance being 90 yards.

Carter Morrish, who designs golf courses with his father Jay, vividly recalls the "unbelievable landscaping" on a property upon the cliffs above Malibu to which he added four par-3 golf holes for highly ranked amateur Bill O'Connor. The three greens were designed to be played from both directions and the holes were from 50 to 100 yards long. The design featured rock formations, several sand bunkers and a pond that fronted one green and pooled off into a creek.

Oftentimes, the problem with estate courses, Silva said, is "if you don't intensively maintain them, they deteriorate."

"I had a three-hole pitch-and-putt in my backyard and I never took care of it," Silva said. "I had 95- and 100-yard-long holes. I'd rotary mow it as low as possible. But putting greens are very different from your yard."

A lot of times, property owners/golfers find used equipment to maintain their courses, yet

Continued on next page

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New book, *Microgolf Primer*, reveals the ropes for a backyard track

By MARK LESLIE

"Fifty feet or five hundred yards make no difference: the challenge is the same, the reward just as satisfying when the ball finds the bottom of the cup."

With this in mind, and with his micro-course layout in place, Brian L. McGonegal decided he would share what he had discovered about building and maintaining a backyard 18-hole "micro

course." The result: the book *The Microgolf Primer: Raise Golf Acres in Yards*.

Using a plot of land 65 by 50 feet, McGonegal shaped two greens and 18 teeing stations, affording chip shots from 17 to 50 feet.

Working with writer David C. Enger, McGonegal lists the necessary equipment (amazingly little) and the par-

ticulars of creating a green and keeping it and its surrounds in playing condition. Hazards, green contours, angles and distances are all considered in these pages.

McGonegal said his personal Dream Links Microgolf course "is for me the reality of a daydream and a rebuttal to the naysayers."

Saying he has offered avid golfers a

challenge and improvement of their short game, he added that a few golfers ever appear intimidated by his course's difficulty.

...

The Microgolf Primer: Raise Golf Acres in Yards by Brian L. McGonegal with David C. Enger, 87 pages, softcover, \$24.95. Available from Microgolf Press, 209 Rockwell St., Jackson, MI 49203.

Estate golf courses flourish

Continued from previous page

even walk-behind mowers can expensive, Silva said, adding: "You have to spray the green, or use a granular fungicide. It will need some form of top dressing at some point. Because they don't get much foot traffic, don't get necessary top dressing, and are getting cut higher, they can thatch up."

In the case of Rees Jones' client across from the Atlantic Golf Club, who hired his own superintendent, or the Winged Foot member who has a landscape company care for his grounds, maintenance may not be a concern. But even the wealthier people don't always keep up with maintenance. Paulson, for instance, sold his property and the buyer has not maintained the three holes to golf course quality, Kirby said.

Osborn feels he has the answer with his Estate Golf greens, which he has been installing for three years. The artificial turf, he said, putts like real turfgrass and its speed can be set even after it is installed.

The speed of the ball roll can be changed by rolling the green with a sod roller to make it faster or brushing it to slow it down. "Our average is nine to 10 [Stimpmeter speed]," Osborn said.

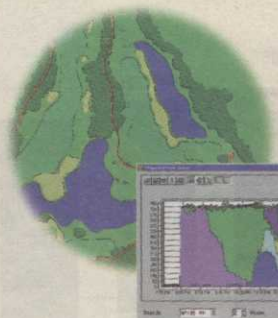
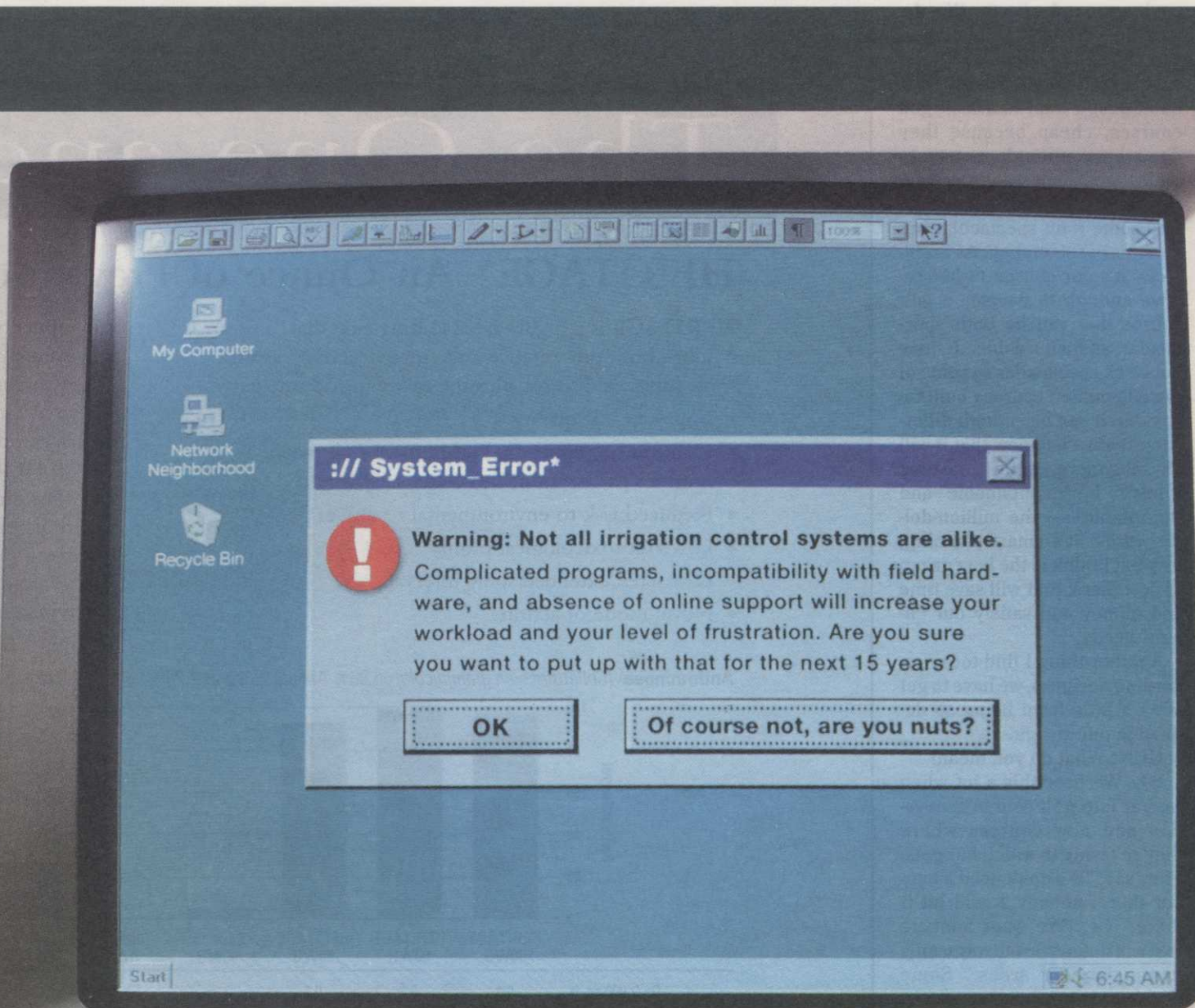
Osborn said a 4,000-square-foot artificial green "will accept a 190-yard shot."

"We try to build it within the undulations you would get on a normal green," he added. "We don't want to get into wacky golf. The majority of our customers are low-handicap golfers and they want the true green. We give them uphill, downhill, sidehill and straight putts."

Furman University agreed, hiring Estate Golf to help build its new women's golf facility.

But most backyard courses are still built by single homeowners and apartment complex developers.

"Instead of a pool, they put in a green in the backyard," Osborn said. "You can have a hard time selling a house with a pool, but not with a green. That's the hottest amenity."



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TORO

IRRIGATION

Q&A: Lohmann

Continued from page 39

professionalism. I'd like to go a little farther and spread the word that members of the ASGCA are the best architects. So many people worry about do-it-yourself golf course architects. I think if we show we're the best, we don't have to worry about all the pretenders any more. As a society, we've done a lot of positive environmental efforts. We design the very best golf courses, and satisfy the needs of our clients, which is important to me. Some people want affordable golf courses, cheap because they don't have enough money to build them. Some want spectacular and they have deep pockets. And some want spectacular but don't have the money. As architects, it's our charge to be creative enough to develop a golf course that can be both spectacular and affordable. It may not be as spectacular as some of the \$30-million courses built today, but it can be enough different, creative and new that it will attract golfers. At the same time it has to be "maintainable" and "affordable" — the million-dollar words. It's smart planning, by what I think is the best group of designers, that will save time and money and satisfy our clients' needs.

Another thing I find today regarding design is, we have to get away a little from being so defined in our design.

GCN: What do you mean?

BL: We hear this a lot when we get into golf course renovation and new courses where they're trying to watch budgets. They say, "We don't need a bunker there; nobody would hit it there." Or, "We want bunkers that will define the fairways, only in the landing areas." Some people want to minimize the fairways to reduce maintenance costs. I think we have to get away from that and get back to some of the traditional designs that were deceptive and elusive. In yesteryears they used grass or sand cross-bunkers, swales, dips and rolls to give a different look as opposed to big mounds and chocolate drop golf courses on which people get carried away. At the same time, we have to remember that the people playing golf today don't always like deception and elusion. They may want to play in less than four hours for less than \$25 and not lose any golf balls. You have to understand who your client is and develop a product for them.

If you're working for a municipal, you can design a course that is able to hold a local or state or regional tourney. If you can do that, you will satisfy the needs of all the golfers in the area.

I have seen a lot of public golf

courses that hold tournaments that are very successful, and it's because of the creativity of the architects who added multiple tees, the option of where to land the ball on the fairways, options on the greens for multiple pin placements, bunkers in different areas to guard different portions of the greens, and swales and dips and small berms to challenge the golfer to play a shot to a certain part of the fairway or green.

How many people think you need 150 acres for a golf course? You never know. Fitting the course to the site is the most important thing in developing a really good golf course.

It's also our challenge to design a course that can be maintained to the point where people say, "I like the beauty of this course as well as the challenge and the creativity in the design."

GCN: There is so much renovation work going on, and it is a specialty of yours. How important are renovations to the golf industry as a whole?

BL: Tremendously important. One of the reasons for the big renovation boom is the competition from the new golf course developments. We've seen so many times where members at older courses have fiddled away on little things to try to improve their course and really have not

done much. Some new developer comes to town who is going to build an upscale course, and the old club turns around and does a major renovation. They needed it 20 years ago, but now they finally do it because of the competition. There are courses in Chicago where we battled to put in forward tees for ladies, but some of those old, traditional courses have a solid member-

Continued on next page

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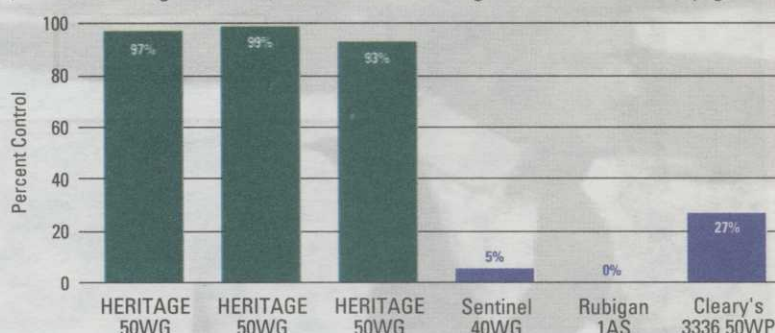
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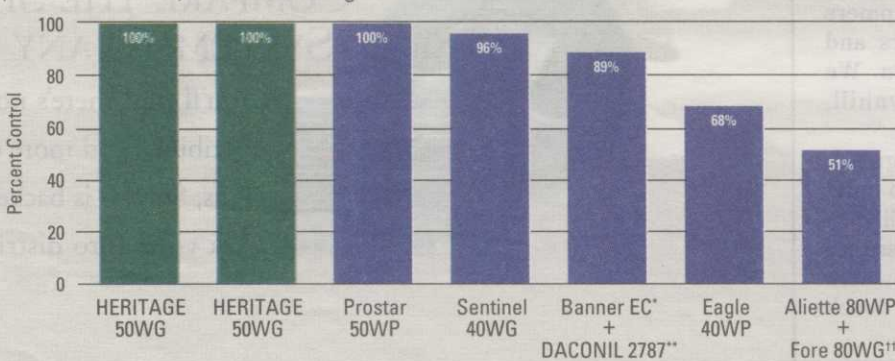
Oz./1,000 sq. ft.	0.4	0.2	0.2	0.25	1.5	2.0
Number of Applications	2	2	1	1	2	2
Application Interval (days)	14	14	—	—	14	14
Final Reading	17 DAA 2	17 DAA 2	31 DAA 1	31 DAA 1	17 DAA 2	17 DAA 2

Dr. Don Scott, Purdue University, 1995

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

US 67-95-P354

Brown Patch (*Rhizoctonia solani*) on Colonial Bentgrass



Oz./1,000 sq. ft.	0.4	0.2	3.0	0.25	1.0 [†] 4.0 ^{**}	0.6	4.0 [†] 8.0 ^{††}
Number of Applications	2	4	2	2	4	4	4
Application Interval (days)	28	14	21	28	14	14	14
Final Reading	12 DAA 2	8 DAA 4	19 DAA 2	12 DAA 2	8 DAA 4	8 DAA 4	8 DAA 4

Dr. Pat Sanders, Penn State University, 1994

US 66-94-P356

Q&A: Lohmann

Continued from previous page

ship and are not concerned about change. Other courses that may not have the solid backing and are worried about competition, end up doing renovation work.

We find that doing renovations in a big chunk is best way. It's something new, something different that always attracts people. One of the reasons

people do not want to change their golf course, other than dollars, is the disturbance. They want it done in winter or at night, but don't take it out of play. That's just not feasible, especially where you have a short growing season. We want to be able to seed rather than sod a lot of the areas. You need to use that grassing time in the fall. So you have to take the course out of play all at once and get it finished. The disturbance is

done. You have a new product and it's like having a new golf course. They don't have to worry about doing a little every year.

People look at Augusta National, see perfect and think their course should look like that. No matter how good the superintendent is, there are golf courses that just can't be maintained like that — even if you had the money — because of poor drainage, poor grasses, poor subsoil, or all of the

above. Add proper drainage and the newest grasses and other changes, and all of a sudden you have a product that can compete with the new courses. And you already have the maturity of trees; you have the members; and it gives the club new life. It's neat how excited members get to get back and play their course.

GCN: Are these clubs feeling pressure to keep up with the Joneses?

BL: Yes, I think so. And it begins with everybody seeing the new courses and how special they are. They're on the covers of magazines, along with the best new course lists. Newspapers call and ask about our new golf courses. They don't ask about courses we built 15 years ago. When you renovate an old course it becomes a new course and becomes competitive.

If you're looking at a golf course that doesn't have to worry about competition, the one thing that starts people thinking about doing a renovation is if there is a maintenance problem: poor drainage, poor turf, too many trees. Once they look at that problem, they think, "Now let's take a look at everything."

We do a lot of bunker projects. People feel the size is fine and the location is fine, but it needs new sand. It's too soft or too firm or doesn't drain.

GCN: What, specifically, do most clubs want done to facelift their courses?

BL: The number-one thing is the putting green. If you have a superintendent who can take care of the greens, whether clay soil aerified and top dressed over the years, or brand new sand-based, their priority is to get a green that is firm, smooth, fast and true. A good superintendent can maintain quality old-style greens.

Members, then, feel the greens are fine but the green surrounds (bunkers and grass around the greens) are poor. You can make a major difference in the look of a golf course by changing the green surrounds. We do a lot of work not changing putting surfaces, but reshaping the surrounds, redoing the bunkers, perhaps lowering the area around it to give it the feeling of an elevated green. Members think we changed the whole green, but we didn't.

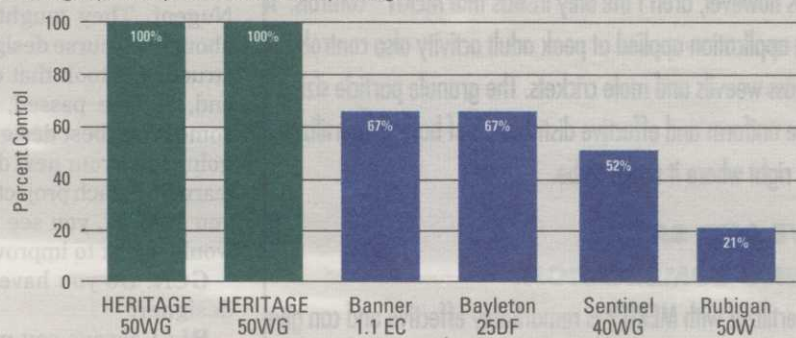
That gives you a big bang for your buck, a good-looking product. Also, you can change its playability and maintainability.

We also get a lot of call for multiple tees, and for adding a tee at a different angle of attack. Another factor that is so important is management of the markers on the tees. A lot of people shove the red markers all the way to the front and the blue markers all the way to the back and never change them. I say, move those markers, putting the white back to the blues on some days when the wind is at your back or the course is playing fast, or moving the blues forward if it is a slow-playing day, or moving the markers from the left tee to the right tee to get a different-looking golf hole. These are things the designer considers when setting up the golf course.

GCN: Do your designs have a
Continued on page 47



Summer Patch (*Magnaporthe poae*) on Kentucky Bluegrass

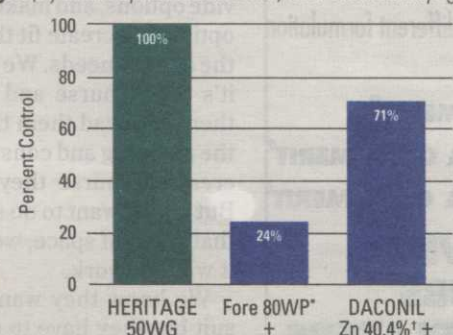


Oz./1,000 sq. ft.	0.4	0.2	4.0	4.0	0.33	0.75
Number of Applications	3	4	3	3	3	3
Application Interval (days)	28	14	28	28	28	28
Final Reading	19 DAA 3	33 DAA 4	19 DAA 3	19 DAA 3	19 DAA 3	19 DAA 3

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

US 66-94-P362

Pythium Blight (*Pythium aphanidermatum*) on Perennial Ryegrass



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

Dr. John Watkins, University of Nebraska, 1996

USNP-96-P030

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Lohmann design solution benefits city & private club

LOVES PARK, Ill. — The interaction between municipalities and private country clubs therein is generally limited to tax collection. However, with help from Lohmann Golf Designs, the City of Loves Park and Forest Hills Country Club have together killed two birds with one stone.

Based in nearby Marengo,

Lohmann Golf Designs (LGD) has overseen construction of three retention ponds at Forest Hills that improved playability at the course while also providing much-needed stormwater detention capacity for the city of Loves Park.

"Forest Hills had a major drainage swale running across the entire golf course," explained

Jay Wille, the LGD senior architect who oversaw the project. "During any substantial rain storm, flowing water would run through the swale, causing unsightly erosion, unplayable conditions and continual maintenance problems. As it happened, the city also needed to expand its stormwater confinement ca-

pability. We were able to provide a dual solution."

LGD and Wille designed a series of three ponds that served the city's stormwater needs while, at the same time, improving the layout's playability and aesthetics. Further, the swale was essentially submerged by piping it underneath several fairways.

"More often than one might think, municipalities and private clubs have compatible goals when it comes to land use," said Bob Lohmann, founder and president of LGD and its sister construction company, Golf Creations. "Jay Wille deserves credit for coming up with an exquisite design solution. But the city and club deserve equal credit for their willingness to recognize common ground."

LGD worked closely with the engineering firm — Hanson Engineers of Rockford — to ensure the integrity of the golf course was not compromised.

"Those holes look far more attractive now," said Wille, "and they're not nearly so soggy."

Soil generated from the pond excavation was used to build several new tees, a new practice range and target green. Indeed, the practice tee was substantially enlarged while extensive new mounding now screens the range from an adjacent road and tennis courts.

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Q&A: Lohmann

Continued from page 45

particular "Lohmann fingerprint"?

BL: No, and I don't think I ever will. I've learned from seeing other people's work and talking to clients to see what they want and applying what I know and apply it to their site. I worked for nine years for Ken Killian and Dick Nugent. They taught me a lot about golf course design and construction. I took that experience and, as time passed, I changed some. Your best design is always going to be your next design. You learn from each project, and when you go back, you see things you would tweak to improve.

GCN: Do you have a favorite designer?

BL: I always say my favorite designers are all the dead ones. That way you don't offend anybody. You learn from all those people, but you never know if it's really their work, or their associates', or a superintendent's, or a golf pro's, or whoever. Because there's always something a little different on every course you visit.

The key is to be creative, provide options, and make whatever option you create fit the site and the client's needs. We tell people it's their course and we direct them and lead them through all the planning and construction to create a course they will like. But if they want to do something that is out of space, we tell them it will not work.

We know they want to buy a suit but they have to determine what color they want, so to speak.

There are different options: grasses, soil mixes, and different ways people design golf courses. If you satisfy your client's needs, you've accomplished everything you're asked to do.



Wes Powers at his Lanark Links Par-3.

Pitching the game to Kids

By MARK LESLIE

ALMOND, Wis. — Three days after opening Lanark Links on April 4, Wes Powers and his wife Jan had already donated 2,000 free passes to coaches and athletic directors in the area, and had committed Tuesday afternoons to Amherst High School's fledgling golf team.

"It's our way of giving back to the community," as well as attracting clients, Wes Powers said. A machine operator since 1990 at Sentry World's Stevens Point course, Powers said: "They were charging \$60 a round and I thought there was a niche for a real affordable short course, which would be appealing to families and new people to the game."

Filling that niche is Powers' pitch-and-putt layout that can be played for \$5 for adults and \$3 for students and senior citizens. Its 18 holes vary in length from 67 to 120 yards, with two sets of tees and complete with 20 sand bunkers and the coup de grace: bentgrass greens.

"The high school team loved our greens. They came through the winter very well," said Powers, adding: "My focal point in building the course was country club-quality greens."

The course is fully irrigated and has a practice putting green.

Now the builder/owner/superintendent, Powers said he and his wife are "making a strong effort to bring new golfers into the game."

"We will continue our efforts and bring a lot of new kids and families into the sport," said Powers. "We are attempting to get some help from The First Tee to build a range and practice holes, but we realize being a little course in the middle of Wisconsin will make any grants unlikely. A range would give the chance for kids to take full swings, and it would give us a better customer base."

Powers said he built a lot of miniature golf-type features into the course. "We just want families to

Continued on page 48



Gateway National is so close to the inner city that the Gateway Arch is within sight throughout most of the course.

Gateway National eyes inner city

By MARK LESLIE

ST. LOUIS — When Gateway National Golf Links opens May 1, this once-flat, featureless, desolate land will be "like faith: reclamation of a lost soul. This is reclamation of lost property."

So said Keith Foster, who designed the 18-hole daily-fee course in Madison, Ill., five miles from downtown St. Louis, featuring a links style he calls "a major departure from golf in the Midwest."

In addition to reclaiming the property, which in the early 1900s was a huge stockyard, Walters Golf Management intends reclamation of human proportions as well. Working with Madison Mayor John Hamm and Urban League President Jim Buford in St. Louis, the company will offer events exposing urban youth to golf, according to Vice President Jeff Smith.

Walters Golf Management, whose President Dennis Walters is a past PGA of America vice president, owns or operates eight golf courses in the St. Louis metropolitan area and "has always had a good working relationship with John Hamm and Jim Buford," said Smith. "Through them, we will make programs

available to inner-city youths who otherwise wouldn't be available because they can't travel 15 to 20 miles to the county course to participate."

Walters Golf will "try to carry on the concept that The First Tee is laying the groundwork for," said Smith, referring to the program which is reaching out to youths and others through golf facilities around the country.

At the same time, superintendent Scott Reynolds, who recently worked at Muirfield Village and New Albany Country Club, is investigating working with Sunshine Mission in St. Louis to develop a program with inner-city men who are trying to rebuild their lives.

Walters Golf will even reclaim caddying by implementing a caddie program, Smith said.

Meanwhile, Foster has designed a track he said "is very much a departure from golf in the Midwest."

Beginning with a dead-flat 200 acres, he moved about 600,000 cubic yards of earth and "created an environment that is very links-like. Here is St. Louis most golf

Continued on page 48

Reaching Out



This package of stories is one 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; telephone 207-846-0600; Fax 207-846-0657; e-mail: mleslie@golfcoursenews.com.

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Prairie Bluff to involve juniors

CREST HILL, Ill. — When Lockport Township Park District's Prairie Bluff Public Golf Club opens in July, there will be more to the facility than

Prairie Bluff will challenge expert golfers as well as beginners.

its Andy North- and Roger Packard-designed 18 holes.

A Junior Golf Club and Little Junior Golf Clinics will be integral elements to the operation — offering a comprehensive lesson program to help introduce young golfers to the course and teach them proper etiquette and care of a golf course.

The Junior Golf Club's members — 12- to 15-year-olds with golf experience — will volunteer to assist with the bag-drop area, replacing spikes, repairing divots and ball marks, and other assignments. They will be trained by Prairie Bluff staff and, in return, receive range tokens, t-shirts and free rounds of golf based on the number of hours volunteered.

The Little Junior Golf Clinic will introduce 7- to 12-year-olds to golf. Using shortened clubs that will be provided if needed, students will learn the fundamentals of the golf swing.

Packard and North, a two-time U.S. Open champion, fashioned a 6,857-yard course that traverses seven lakes and incorporates 40 sand bunkers over 237 acres of rolling terrain. It will sport bentgrass from tee to green, with prairie grasses in several out-of-bounds areas to accent the prairie-style theme.

A June 27 family day will predate the facility's grand opening in July.

Gateway Nat'l 'something different'

Continued from page 47

courses are trees, bluegrass and hilly terrain."

Though it is far from a seaside property, it is devoid of trees, faces a constant wind, sports a lot of prairie grasses, English-type stone walls and bridges, railroad-tie bunker faces and lakes that are lined with huge pieces of limestone that give it a rugged Scottish seaside look.

"Ironically, the developers [Walters and Tim Crowley] are the ones who said, 'Can we come up with something different?'" Foster recalled. "They both love golf, the history of the game and a golf course that has its own theme and identity."

A key element in Gateway National's identity is a slashing burn — like the Old Course's Swilken Burn — that runs through the property. All the drainage water goes into the burn, which empties into an irrigation lake to be reused. Whatever is not needed it pumped to

Continued on next page

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City issues bonds, creates public improvement district to attract course

Graham & Panks see the mutually beneficial aspects of the arrangement. "It's a real win-win situation for all the entities involved," said David Graham, Senior Tour golfer and president of Graham & Panks.

Rowlett Mayor Buddy Wall

agreed, saying: "As residential developers, WaterView will enjoy the advantage of adding a golf course to their list of marketable amenities; future home owners get the inherent values of buying in a golf course community; the city and its retailers

will enjoy increased revenues from the new homes built and the families that will live and shop locally; and the public in general and the city of Rowlett in particular get a world-class golf course."

Currently under construction, the WaterView Golf Course will

be an 18-hole, 7,050-yard course with bentgrass greens and white sand bunkers. Scheduled to open to the public in the fall of 1999, the 220-acre course will also boast a three-hole junior-level course, clubhouse, pro-shop, food/beverage facility, driving range, and putting and chipping practice area. Approximately 1,560 homes will be built over the life of the surrounding residential community.

DALLAS — Calling it one of the most innovative "win-win" alliance's created between a local developer and a city government, WaterView Development, Inc. has chosen the city of Rowlett as the location for the next golf course to be designed for the firm by Graham & Panks International. It is normally incumbent upon developers to finance such projects. But, here the city took an aggressive role to ensure the course's site selection by issuing bonds to finance the venture and establishing a public improvement district (PID) to facilitate the course until the bonds are repaid.

WaterView Development and

Gateway Nat'l

Continued from previous page
a retention lake.

Foster mimicked the old-style bunkers of Scotland and Ireland with have high fescue faces.

"The scale of the golf course is magnificent," Foster said. "You can see great distances. On 13 or 14 holes you can see the Gateway Arch."

"Keith has done a fabulous job," said Smith, who is looking forward to a May 1 opening.

Gateway National will be the only public golf course in St. Louis with bentgrass from tee to green, he said.

The par-71 layout stretches from 5,187 to 7,168 yards.

The signature hole, Smith said, is the 10th, a 317-yard par-4 with a large wood-faced bunker square in the middle of the fairway and a tie-walled burn that runs directly in front of the green.

"You either drive over the trouble or lay up short," he said.

Meanwhile, the Foster-designed Persimmon Woods in St. Louis is expected to open June 15 with a sold-out membership.

"There are so many daily-fee golf courses in St. Louis, this bucks the system," Foster said. "It's private, but affordable private for average folks who love golf. For most private clubs, it's a social scene, tennis, pool, etc. This one, every member loves golf."

The stand-alone golf club was developed by a group of investors led by Gregg Eisenberg.

Lanark Links

Continued from page 47

have fun and not feel the pressure of a large course," he said.

How has the response from the community been?

"It's early and a lot of people are doing yard work, but those who have come out have liked it," Powers said.

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CIRCLE #141

Poellot overview of Asia-Pacific region

Continued from page 39

years. The first golf boom came during the 1970s. The 1980s were "the most recent heyday," he said, "with golf going crazy from one end of the region to the other. A lot of it was a spin-off of

The 8th green surrounds at Mt. Malarayat Resort in The Philippines, a JMP design, opened last fall.

the dramatic success the Japanese were having. I don't think there was a corner of Asia that golf did not infiltrate at that time — from Vietnam to Cambodia, even Burma.

"Coupled with a growing environmental debate, this hopefully short-term glitch in the economy has brought a halt to

things in Asia."

While Malaysia is considered "the strongest of the Asian Tigers right now," China appears the one country where golf construction is continuing relatively strongly, Poellot said. "We have a dozen projects in China, and six are under contract and proceeding."

Buoying the Chinese building wave is competition between provinces to attract foreign businesses.

"They feel that to attract foreigners they need amenities like a nice development with a golf course, a place for them to live and feel comfortable," he said. "They are building golf courses in some of the most remote parts of China. As a consequence, the game is picking up development among the Chinese."

He claimed some of the courses being built in China are "as good as anything in America in terms of playability and championship caliber."

Although Poellot has not done business in Australia or New Zealand, he rated other nations:

- Indonesia is "an ugly picture" that could experience a serious civil war, he said. The country has "a serious problem that is more than economic. It is political. There is so much cronyism. President Suharto's sons run the banks, and nieces and nephews run the development companies. Until free enterprise hits that country, it will be a continuing problem."

The situation there is further complicated because its large, indigenous, mainly Christian Chinese population is wealthier and seems to be weathering the storm better than the native, mainly Muslim Indonesians.

"They are at each other's throats," Poellot said. "If things don't improve I could see a serious civil war there... It has gotten into an Islamic-Christian confrontation as well, with Muslims attacking Christian churches."

- Thailand is "still seriously depressed."

- The Philippines have slowed down and developers have taken a wait-and-see attitude.

"There is every reason to believe that those who weather the storm there will come back well and as strong as they were before," Poellot said. "But I think a lot of people getting financially beat up through this period may never recover."

- In Hong Kong the anticipated fatal fallout from China's takeover hasn't materialized. Indeed, Poellot said Hong Kong residents who haven't had any land, have moved off the island to places, including China, where they can have more space.

"They are buying nice land on
Continued on next page

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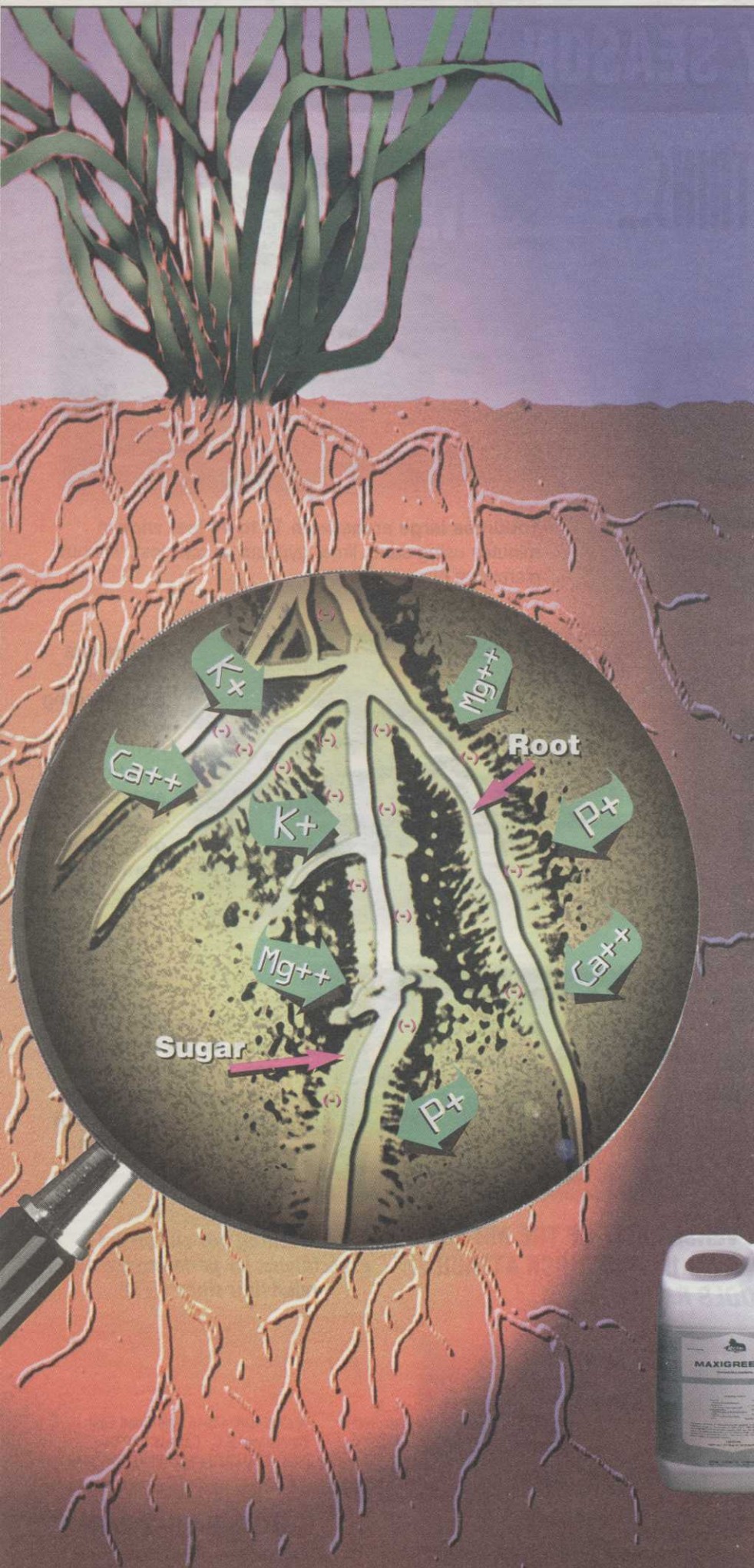
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CIRCLE #130



Grand Casino Tunica: From Mississippi Riverbed to 18 holes

Grand Casino Tunica's The Cottonwoods Golf Club, designed by Hale Irwin and Stan Gentry of Hale Irwin Golf Design, opens for play on May 11. Sitting on 200 acres of the resort's 2,200-acre property, Cottonwoods was once riverbed on the Mississippi that has been reshaped to rolling hills and elevated plateaus.

The course measures 7,000 yards. The casino hauled over three million yards of dirt to the area, adding 18 feet to land that was once below the Mississippi River water line. Grand Casino Tunica

also added a lake to its existing family of waterways. The fully sodded course includes thousands of trees, bushes, and regional flowers; three lakes; and 80 sand traps.

Over half of Cottonwoods' holes border on water, including an island green. The golf course's drainage system and grassing plan allows for winter play. The course boasts bentgrass greens, Bermudagrass tees and rough and Zoysiagrass fairways.

An island green is indicative of water's role at Cottonwoods.



Design 3 starts job

RAVENNA, Mich. — Moss Ridge Golf Club broke ground on March 2 halfway between Muskegon and Grand Rapids.

A group of investors led by Richard Kent chose Design 3 of East Lansing to master plan the 18-hole championship course and 54 home sites skirting its perimeter.

The 254-acre site is "very diverse, offering golfers a variety of terrain, orchard and water," said architect W. Bruce Matthews III. The 6,700-yard, par-72 layout has nine holes playing through rolling orchards and six holes adjacent to water.

Domres Construction of Manistee is the general contractor.

Poellot on Asia

Continued from previous page
golf courses, which they never could have done in Hong Kong," he said.

• Japan has "some homework to do yet," he said. "They are certainly better than they were a few months ago. They are taking the right steps, but there are still a lot of cobwebs to clean out of some of the corners: graft and improprieties in economic circles. People keep being discovered as being involved in kickbacks and other inappropriate behavior. They have discovered that the iceberg is a lot deeper than they first thought."

"They are beginning to realize that if they want to get back on-stream, they have to do some purging before too long — more than superficially. They need to cut taxes and they need to get the people fired up."

Regarding the role the International Monetary Fund (IMF) might play, Poellot said he wishes administrators "could even be stronger than they have been."

"In a way it's disheartening to see the IMF throw all this money into a country. There are so many companies in so many countries that are suffering because of the Asian crisis. They ought to be given a little boot-strapping. Let the IMF help the little companies and resolve the problem from the grass roots up, rather than from the upper end, where it inevitably gets mismanaged."

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Ault, Clark use compost on landfill site

YARMOUTH, Mass. — Using compost and sewage sludge in the root-zone mix, Ault, Clark & Associates is designing a nine-hole addition to Bayberry Hills Golf Course in the geographic center of Cape Cod. Not only are seven of the nine holes being constructed on the recently capped landfill, but the manufac-

tured loam/topsoil being spread is a recipe that includes native sands, yard-waste compost and sewage sludge. The course will be irrigated with high-quality effluent from a neighboring septage treatment facility.

Ault, Clark is a sub-consultant to the engineering firm Camp Dresser & McKee. This links-

style addition will feature bentgrass tees, greens and fairways, rolling mounds and depressions, large flowing greens, native grasses, and stone outcroppings, offering a windswept alternative to the existing tree-lined course. With four sets of tees, the course will stretch from 2,500 to 3,500 yards.

Meanwhile, Ault, Clark and PGA Tour pro Curtis Strange have been retained by the city of Portsmouth, Va., and Golf Business Advisors to provide design remodeling services to Bide-A-Wee Golf Course. The course was originally developed by PGA Tour Hall of Fame member Chandler Harper in the mid-1950s.

The renovations include rebuilding all tee and green complexes, expanding the practice

range, shaping subtle mounds and depressions, new fairway and waste bunkers, additional ponds, new irrigation, and inclusion of a complete system of golf car paths. Also scheduled for construction is a new clubhouse, pavilion, maintenance area and expanded parking.

Meanwhile, in Chesapeake, Va., Ault, Clark is designing a 27-hole course at Cahoon Plantation, a driving range and putting course.

Rees Jones' first Texas golf project begins

HOUSTON — The Redstone Group, a Houston-based integrated financial services group, has broke ground on a private, 36-hole golf club, which will feature two courses designed by Rees Jones. The project, named The Houstonian Golf Club, is located in Ft. Bend County, and is Jones' first design project in Texas. Redstone, which owns and operates Houstonian Hotel, Club & Spa in Houston, plans to operate one course as an exclusive club, and the second as an amenity to hotel guests and Houstonian Club members.

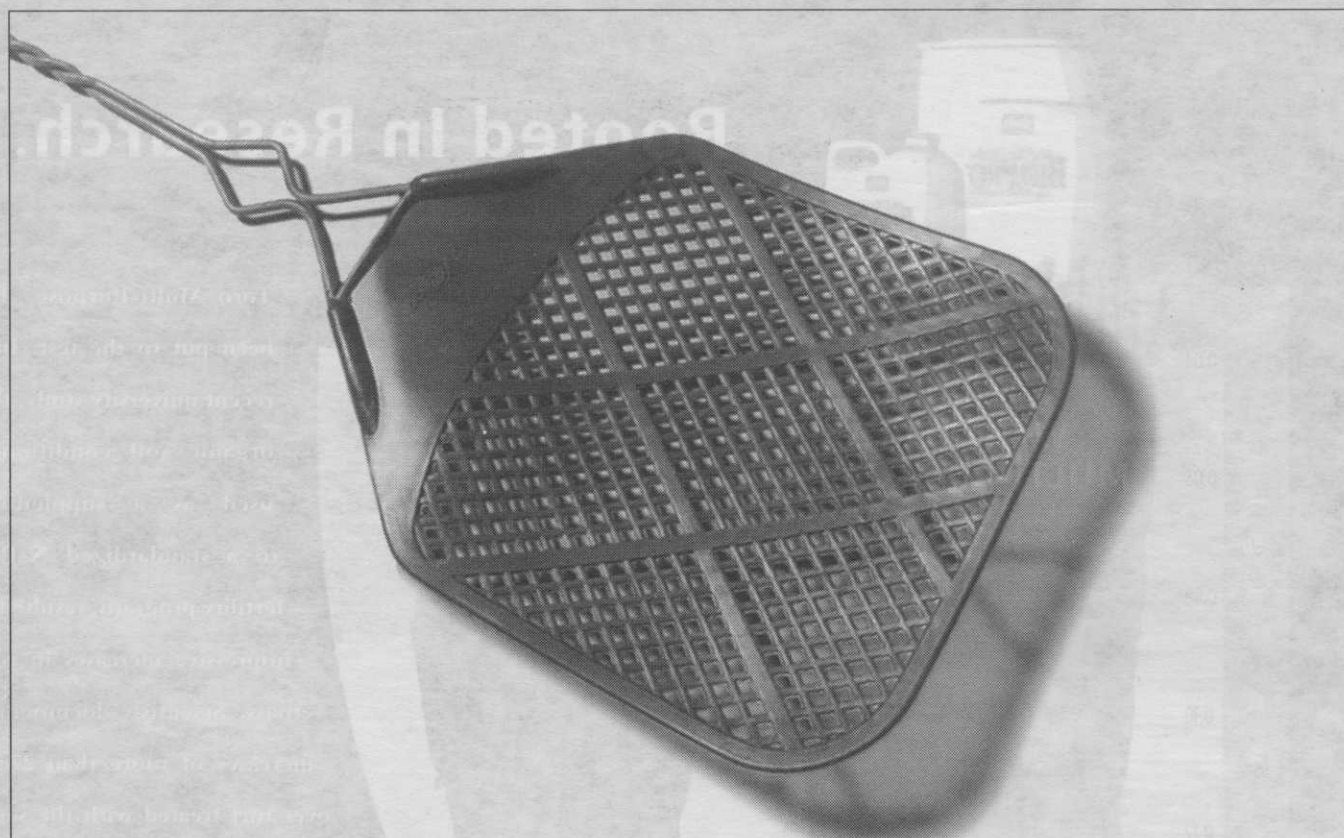
Project manager Jim Hardy of Golf Services Group of Houston said The Houstonian Golf Club will be comparable to such other Rees Jones projects as the Atlantic Golf Club in Bridgehampton, N.Y., and Ocean Forest Golf Club in Sea Island, Ga.

"Rees is a marquee name in golf course development these days," said Hardy. "His approach is lauded by golfers who have passion for the classic type golf experience. This project is a big coup for Texas."

Jones was selected to redesign the Congressional County Club in Bethesda, Md., for the 1997 U.S. Open, and has also redesigned the Country Club in Brookline, Mass., Hazeltine National Golf Club in Minnesota, and Baltusrol's lower course in New Jersey.

According to Jones, the Houstonian Golf Club will possess a multi-theme style of design with clearly defined shot-making objectives, and a variety of sand, grass and water features. He believes the selection of the site is crucial, and that it serves as a canvas for the creation of the design. At the Houstonian Golf Club, Jones will blend the property's 65-acre lake and Texas flora with rolls, hollows and sculpted landforms.

"The ultimate measure of success is building uncontrived courses that have enough variety and character to retain the golfer's interest round after round. I strive to build my courses to stand the test of time," said Jones.



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BRIEFS

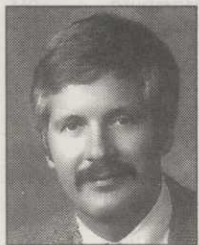


KSL ADDS MANAGERS AT THE GAUNTLET

MANASSAS, Va. — KSL Fairways has added Brian Roudabush as superintendent and Jamie Loughan as general manager of The Gauntlet Golf Club. Roudabush is a native of Orange County, Va., and graduated from Virginia Tech in Blacksburg with a degree in Landscape & Turf Management. Earlier in his career, he worked as the assistant superintendent at Swan Point Yacht & Country Club and then transferred to The Gauntlet Golf Club in 1995. A native of Rutland, Vermont, Loughan moved to Fredericksburg in 1981, graduated from Mary Washington College in 1992 and received his Class A PGA certification in 1997. His experience spans 12 years in all facets of golf operations.

BERNARD NAMES CEO

LEDYARD, Conn. — Don Carpenter has been named president and chief executive officer of Bernard Golf, the managing entity for the joint venture golf courses, Foxwoods Golf & Country Club at Boulder Hills and Foxwoods Executive Golf Club in Lindbrook. Carpenter formerly served as senior vice president/director of operations during a 13-year tenure with American Golf Corp. and most recently was executive vice president/chief operating officer for National Fairways, a Connecticut-based golf management company. In addition to operating the two Foxwoods Resort golf properties, Bernard Golf will look for other golf-related opportunities including acquiring existing courses and constructing new golf facilities.



Don Carpenter

FAMILY GOLF DECLARES STOCK SPLIT

MELVILLE, N.Y. — Family Golf Centers, Inc. has declared a 3-for-2 stock split on its common stock to be paid as a 50-percent stock dividend on May 4 to shareholders of record as of April 20. As of March 26, Family Golf Centers had 12,997,846 shares of common stock outstanding. "The stock split was declared in recognition of Family Golf Centers' continued profitable growth and to allow for broader shareholder participation and improved liquidity in the trading of shares of Family Golf centers," said Dominic Chang, chairman and chief executive officer.

GOLF COURSE NEWS



Environmental Golf's Sandpiper GC, also a management firm listing found on pages 54-58.

Environmental Golf purchases Sandpiper

SANTA BARBARA, Calif. — Environmental Golf has acquired Sandpiper Golf Course through an alliance between Environmental Golf, Golf Trust of America, Inc. and The Santa Barbara Club Resort and Spa. Golf Trust of America has purchased the property and Environmental Golf and The Santa Barbara Club Resort and Spa have entered into a long-term lease.

Sandpiper Golf Course is situated on the Santa Barbara coastline with commanding views of the Pacific Ocean and Santa Ynez Mountains. Designed by William Bell in 1972, Sandpiper is one of only four oceanfront golf courses along the coast of California.

"We believe the opportunity of combining Sandpiper Golf Course with our existing, neighboring golf course, Glen Annie Golf Club, will provide a unique destination of golf for players of all skill levels. It is our ultimate intention to provide a world-class golf experience in Santa Barbara," said Mike Dingman, EG's Director of golf.

MOVIN' ON UP

Rinzetti takes on new position

By PETER BLAIS

NEW ROCHELLE, N.Y. — Wykagyl Golf Course's Stephen Rinzetti isn't the general manager. He's better. He's the director of sports and facilities, putting him in charge of everything to do with sports at Wykagyl — golf, bowling, paddle tennis, tennis, pool and outings.

"I never wanted to be a general manager," Rinzetti said. "I'm not interested in food and beverage. I'm not interested in being at the club for the New Year's Eve party or Thanksgiving Day dinner. I'd rather be home with my family [including wife, Angela and two boys aged 18 and 1 month]. The general manager and food and beverage manager have to be there... My goal was to be in a position that I had more control of what I was responsible for, putting out a quality product."

His position allows him to do just that. This year, for instance, Rinzetti decreased the number of outings from 28 to 15 while increasing the fee to outing organizers. The result will be that outing revenue remains the same, but the quality of the course will improve for members because there will be less outside play.

How did Rinzetti get to this something-better-than-GM position?

When Wykagyl's general manager resigned roughly a year ago, the board opted to look inside before opening the position to outside applicants. The board decided it had the talent in-house to operate the club and came up with a departure from the traditional general manager structure.

Rinzetti had aspirations to be more than a superintendent. The executive chef and club accountant also wanted more responsibility. So, Wykagyl gave Rinzetti the title director of sports and facilities, renegotiated a three-year contract and put him in charge. The executive chef became the director of food and beverage and the accountant director of administration. The three are equal in title, although, because of the scope of his activities, Rinzetti said his benefits exceed the other two.

Rinzetti's grandfather was a club pro for 60 years and always had the utmost respect for superintendents. "But he lured me to the maintenance side of the game," Rinzetti recalled.

Rinzetti's original goal was to become an agronomist with the U.S. Golf Association when he enrolled at the University of Rhode Island. He received a degree in agronomy in 1987 and did his internship at Quaker Ridge.

"I often joke that I got my bachelor's degree from Rhode Island and my master's from [Quaker Ridge Superintendent] Tony Savone," Rinzetti said. "He's been at Quaker Ridge 25 years."

Rinzetti spent 2 1/2 years as Savone's assistant before moving on to head superintendent at Burning Tree Club in Greenwich, Conn., at age 23. "There were a lot of qualified people interviewing for that job," Rinzetti said. "I just said the right thing to the right guy."

After three years at Burning Tree, Wykagyl came calling. Wykagyl, host of mid-July's LPGA JAL (Japan Air Lines)

Golden Bear, ESI strike club operation pact

NORTH PALM BEACH, Fla. — Golden Bear Club Services, a full-service golf course management company, has entered into a licensing agreement with Executive Sports International (ESI), granting ESI the right to conduct business under the Golden Bear brand name.

ESI assumes responsibility for managing existing Golden Bear Club Services facilities, as well as procuring new business.

Golden Bear Club Services has nine facilities under management — Muirfield Village Golf Club in Dublin, Ohio; Country Club at Muirfield Village in Dublin; Golf Club of Purchase in Purchase, N.Y.; Laurel Springs Golf Club in Atlanta; Golden Bear Golf Club at Hammock Creek in Palm City, Fla.; Old Works Golf Course in Anaconda, Mont.; Classic Golf Resort in New Delhi, India; and two Florida properties under construction — TwinEagles Golf & Country Club in Naples and the Golden Bear Club at Keene's Pointe in Orlando.

"This provides us the ideal platform on which to leverage the power of the Golden Bear name and grow our business," said Michael Zmetrovich, vice president of ESI and head of the new division.

Big Apple Classic, fulfilled one of Rinzetti's major goals, to be the head man at a professional tournament venue. "It gave me the opportunity to display what I could do on a national screen," he said. It also allows him to stay in touch with other professionals in the golf industry, including GOLF magazine, which is the presenting sponsor; JAL, which sent him to Japan to see how courses were maintained there last year; and the LPGA, whose administration descends on Wykagyl weeks before the event.

Rinzetti has always taken a pro-active stance at his courses. "I always figured the more I knew about the total operation the more valuable I'd be to that club and the more marketable I'd be if I had to move on."

So he involved himself in clubhouse construction projects, pool activities and golf outings. "I made it known that I wanted to be invited to those activities. After awhile it became a matter of routine for others to ask me if I wanted to get involved in this or that or to ask my opinion. It made me more valuable to the club because I had a grasp of the entire operation. The more I understood about the finances of the club, the more I understood about the value of outings, increased play, the economic impact of the pro."

Contrary to what many believe, most superintendents welcome golfers to their courses and input from the club pro. "Why would a great chef cook a wonderful dish



Stephen Rinzetti

Continued on page 58

Management firms and their courses

American ClubServ

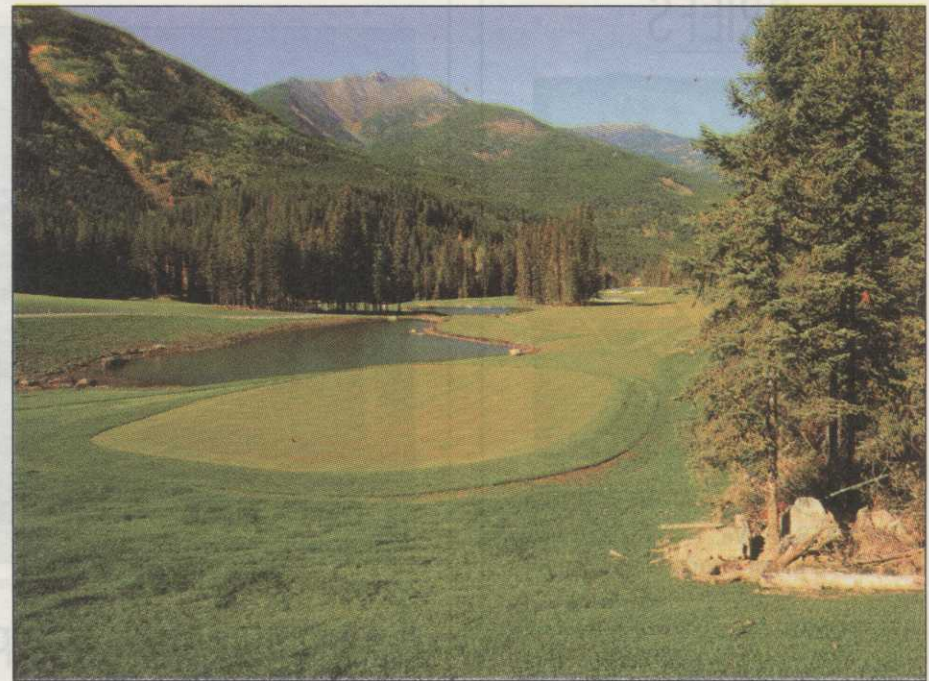
Wading Bird G&CC	Bradenton	FL
Venice G&CC	Venice	FL

American Golf Corp.

Desert Lakes GC	Bullhead City	AZ
Tatum Ranch GC	Cave Creek	AZ
Kokopelli Golf Resort	Gilbert	AZ
Arrowhead CC	Glendale	AZ
Glen Lakes GC	Glendale	AZ
Legend at Arrowhead	Glendale	AZ
London Bridge GC	Lake Havasu	AZ
Superstition Springs	Mesa	AZ
Williams GC	Mesa	AZ
Stonecreek GC	Paradise Valley	AZ
El Caro CC	Phoenix	AZ
Villa de Paz GC	Phoenix	AZ
Ancala CC	Scottsdale	AZ
Continental GC	Scottsdale	AZ
Aptos Seascap GC	Aptos	CA
Arcadia GC	Arcadia	CA
Heather Ridge CC	Aurora	CA
Tilden Park GC	Berkeley	CA
Chula Vista GC	Bonita	CA
Camarillo Springs	Camarillo	CA
Spanish Hills G&CC	Camarillo	CA
Dominguez GC	Carson	CA
Bidwell Park GC	Chico	CA
Canyon Oaks CC	Chico	CA
Eastlake CC	Chula Vista	CA
Oakhurst CC	Clayton	CA
Desert Dunes GC	Desert Ht Sgs	CA
Dove Canyon CC	Dove City	CA
Encino/Balboa	Encino	CA
Escondido CC	Escondido	CA
Memorial GC	Fountain Valley	CA
Coyote Hills GC	Fullerton	CA
Fullerton GC	Fullerton	CA
Scholl Canyon GC	Glendale	CA
Knollwood GC	Granada Hills	CA
Meadowlark GC	Hunt. Beach	CA
Sea Cliff CC	Hunt. Bch	CA
Indian Wells Resort	Indian Wells	CA
Rancho San Joaquin	Irvine	CA
La Mirada GC	La Mirada	CA
Lake Forest GC	Lake Forrest	CA
Lakewood CC	Lakewood	CA
Micke Grove GL	Lodi	CA
El Dorado Muni GC	Long Beach	CA
Heartwell GC	Long Beach	CA
Recreation Park GC	Long Beach	CA
Skylinks Muni GC	Long Beach	CA
Chester Washington	Los Angeles	CA
Mountaingate CC	Los Angeles	CA
Westchester GC	Los Angeles	CA
Summitpoint GC	Milpitas	CA
Casta Del Sol GC	Mission Vejo	CA
National City GC	National City	CA
BlackLake GC	Nipomo	CA
BlackLake Golf Resort	Nipomo	CA
Oceanside GC	Oceanside	CA
Monterey CC	Palm Desert	CA
Palm Valley CC	Palm Desert	CA
Mesquite CC	Palm Springs	CA
Brookside GC	Pasadena	CA
Mountain Meadows	Pomona	CA
Los Verdes GC	Rancho PV	CA
Tierra Oaks CC	Redding	CA
Franklin Canyon GC	Rodeo GC	CA
Mountain Shadows	Rohnert Park	CA
Bartley Cavanaugh	Sacramento	CA
Maloney/William	Sacramento	CA
Mission Trails GC	San Diego	CA
Riverwalk GC	San Diego	CA
Tecolote Canyon GC	San Diego	CA
San Leandro GC	San Leandro	CA

American Golf Corp.

Santa Clara G&T	Santa Clara	CA
Wood Ranch GC	Simi Valley	CA
Wood Ranch GC	Simi Valley	CA
Skippack GC	Skippack	CA
Lomas Santa Fe CC	Solano Beach	CA
Lomas Santa Fe Exec	Solano Beach	CA
Lake Tahoe GC	S Lake Tahoe	CA
Thorn Creek GC	Thornton	CA
Sunset Hills CC	Thousand Oaks	CA
Upland Hills GC	Upland	CA
Vista Valencia GC	Valencia	CA
Yorba Linda GC	Yorba Linda	CA
Eagle GC	Broomfield	CO
Applewood GC	Golden	CO
Arrowhead GC	Littleton	CO
Pinery CC	Parker	CO
Goodwin GC	Hartford	CT
Keney GC	Hartford	CT
Blue Mountain GC	Berkshire	ENG
Addington Court GC	Croydon	ENG
Cams Hall Estate GC	Hampshire	ENG
Paultons Golf Centre	Hampshire	ENG
Mill Green GC	Hertfordshire	ENG
Amer. Golf Orp	Kent	ENG
Cotgrave Place	Nottingham	ENG
Sunbury GC	Shepperton	ENG
Millford GC	Surrey	ENG
Pyrford GC	Surrey	ENG
Celebration GC	Celebration	FL
Arrowhead GC	Davie	FL
Baymeadows GC	Jacksonville	FL
Summerfield Crossing	Riverview	FL
Sabal Palm GC	Tamarac	FL
Crescent Oaks G&CC	Tarpon Springs	FL
Binks Forest GC	Wellington	FL
Brookstone CC	Acworth	GA
Alfred Holmes GC	Atlanta	GA
Bobby Jones GC	Atlanta	GA
Brown's Mill GC	Atlanta	GA
North Fulton GC	Atlanta	GA
Goshen Plantation	Augusta	GA
River's Edge GC	Fayetteville	GA
Bacon Park GC	Savannah	GA
Bradshaw Farm GC	Woodstock	GA
Plantation GC	Boise	ID
GC of Illinois	Algonquin	IL
Eagle Brook CC	Geneva	IL
Fresh Meadow	Hillside	IL
Ruffled Feathers GC	Lemont	IL
Tamarack GC	Naperville	IL
Mission Hills CC	Northbrook	IL
Sugar Ridge GC	Lawrenceburg	IN
Dub's Dread GC	Kansas City	KN
Highlands Golf/Supper	Hutchinson	KS
Deer Creek GC	Overland Park	KS
Tallgrass CC	Wichita	KS
Shenandoah CC	Baton Rouge	LA
Hunt Valley GC	Hunt Valley	MD
West Winds GC	New Market	MD
Dunmaglas GC	Charlevoix	MI
Chandler Park GC	Detroit	MI
Palmer Park GC	Detroit	MI
Rouge Park GC	Detroit	MI
Rackham GC	Hunt. Woods	MI
Hilltop GC	Plymouth	MI
The Woodlands	Wayne	MI
Links at Northfork	Ramsey	MN
Fowler's Mill GC	Chesterfield	MO
Columbia CC	Columbia	MO
Royal Meadows GC	Kansas City	MO
Forest Park GC	St. Louis	MO
St. Peters GC	St. Peters	MO
Carolina Shores GC	Calabash	NC
Revolution Park GC	Charlotte	NC



ClubLink's Greyhawk GC in Cumberland, Ontario, Canada.

American Golf Corp.

Charles T. Myers GC	Charlotte	NC
Pawtucket GC	Charlotte	NC
Renaissance Park GC	Charlotte	NC
Reynolds Park GC	Winston-Salem	NC
Brigantine Golf Links	Brigantine	NJ
Rancocas GC	Willingboro	NJ
Paradise Hills CC	Albuquerque	NM
Tanoan CC	Albuquerque	NM
Sierra Nevada GC	Genoa	NV
Las Vegas Nat'l GC	Las Vegas	NV
Painted Desert GC	Las Vegas	NV
WildHorse CC	Las Vegas	NV
Arrowcreek GC	Reno	NV
Clearview Park GC	Bayside	NY
Pelham/Split Rock	Bronx	NY
Van Cortlandt GC	Bronx	NY
Dyker Beach GC	Brooklyn	NY
Mansion Ridge GC	Middletown	NY
South Shore GC	State Island	NY
La Tourette GC	Staten Island	NY
Silver Lake GC	Staten Island	NY
Royal Oak CC	Cincinnati	OH
Oakhurst CC	Grove City	OH
Brandywine CC	Maumee	OH
Heatherwoode GC	Springboro	OH
Bent Tree CC	Sunbury	OH
Collins Park GC	Toledo	OH
Detwiler GC	Toledo	OH
Ottawa Park GC	Toledo	OH
GC of Oklahoma	Broken Arrow	OK
Meadowbrook CC	Broken Arrow	OK
The Trails	Norman	OK
Silverhorn GC	Oklahoma City	OK
Pumpkin Ridge GC	Cornelius	OR
Creekside GC	Salem	OR
Oregon GC	West Linn	OR
General Washington	Audubon	PA
Hickory Heights GC	Bridgeville	PA
Golden Oaks CC	Fleetwood	PA
CC of Hershey	Hershey	PA
CC of Hershey/South	Hershey	PA
Hershey Hotel GC	Hershey	PA
Spring Creek GC	Hershey	PA
Shipyard Golf Resort	Hilton Head	SC
Port Royal Golf Resort	Hilton Head	SC
Stono Ferry, Links at	Hollywood	SC
River Oaks	Myrtle Beach	SC
Forrest Crossing GC	Franklin	TN
Gettysvuc CC	Knoxville	TN
Maxwell Muni GC	Abilene	TX
Bryan GC	Bryan	TX
Indian Creek GC	Carrollton	TX
Riverchase GC	Coppell	TX
Longwood GC	Cypress	TX
Idlewild CC	Flossmoor	TX
Diamond Oaks CC	Fort Worth	TX
Woodhaven CC	Fort Worth	TX
Z Boaz GC	Ft. Worth	TX
Oakridge CC	Garland	TX
Berry Creek CC	Georgetown	TX
Riverside GC	Grand Prairie	TX
Bear Creek	Houston	TX
World Houston GC	Houston	TX
Lake Houston GC	Huffman	TX
Walden/Lk Houston	Humble	TX
Twin Wells GC	Irving	TX
Willow Fork CC	Katy	TX
Eldorado CC	McKinney	TX
Mesquite Muni GC	Mesquite	TX
Bentwater CC	Montgomery	TX
Southwyck GC	Pearland	TX
Buffalo Creek GC	Rockwall	TX
Pecan Valley GC	San Antonio	TX
Silverhorn GC	San Antonio	TX
Sugar Creek CC	Sugar Land	TX
Chesapeake GC	Chesapeake	VA
Oceanview GC	Norfolk	VA
Reston GC	Reston	VA

American Golf Corp.

Honey Bee GC	Virginia Beach	VA
Gleneagle GC	Arlington	WA
Lake Wilderness GC	Maple Valley	WA
Capitol City GC	Olympia	WA
Bear Creek CC	Woodinville	WA

American Skiing Co.

Sugarloaf GC	Kingfield	ME
Killington GC	Killington	VT
Mt. Snow CC	Mt. Snow	VT
Sugarbush GC	Sugarbush	VT

Arnold Palmer Golf Management

Dakota Dunes CC	Gulf Shores	AL
Victoria GC	Carson	CA
Strawberry Farms	Orange County	CA
Tahquitz Creek	Palm Springs	CA
Whittier Narrows GC	Rosemead	CA
Harding Park	San Francisco	CA
Lincoln Park	San Francisco	CA
Presidio GC	San Francisco	CA
Tower Ridge	Avon	CT
Oronoque CC	Stratford	CT
Silverthorn CC	Brooksville	FL
Bay Hill Club	Orlando	FL
Spencer T. Olin GC	Alton	IL
White Hawk CC	Crown Point	IN
Kildare Hotel & CC	Co. Kildare	IRE
Braeburn GC	Wichita	KS
Crofton CC	Crofton	MD
Minebrook GC	Hackettstown	NJ
Fox Valley CC	Buffalo	NY
Brierwood CC	Hamburg	NY
Tan Tara CC	N. Tonawanda	NY
Emerald Valley GC	Eugene	OR
Memphis Nat'l CC	Memphis	TN
Penderbrook GC	Fairfax	VA
University Ridge GC	Madison	WI

Arvida Company

Broken Sound	Boca Raton	FL
Weston Hills CC	Ft. Lauderdale	FL
Jacksonville CC	Jacksonville	FL
River Hill Club	Tampa	FL
Cullasaja Club	Highlands	NC

Billy Casper Golf Management

Back Creek GC	Middletown	DE
Fairfax Nat'l GC	Centerville	GA
Grove Farm GC	Lihue	HI
Four Streams GC	Beallsville	MD
Rocky Point	Essex	MD
Links at Challedon	Mount Airy	MD
Green Hill Y&CC	Quantico	MD
Chantilly Manor CC	Rising Sun	MD
Longview GC	Timonium	MD
Greystone GC	Whitehall	MD
Diamond Ridge	Woodlawn	MD
Kennebec Heights CC	Augusta	ME
Cranbury GC	Cranbury	NJ
Centennial GC	Oak Ridge	TN
Stoneleigh GC	Round Hill	VA

Brassie Golf Corp.

Gauntlet/Myrtle Bch	N. Myrtle Bch	SC
Gauntlet/Laurel Vly	Tigerville	SC
Gauntlet at Curtis Pk	Fredericksburg	VA

Brightstone Management

Gulf Hill GC	Ocean Springs	MS
RioColorado GC	Bay City	TX
Northcliffe G&CC	Cibola	TX
Texas National GC	Willis	TX

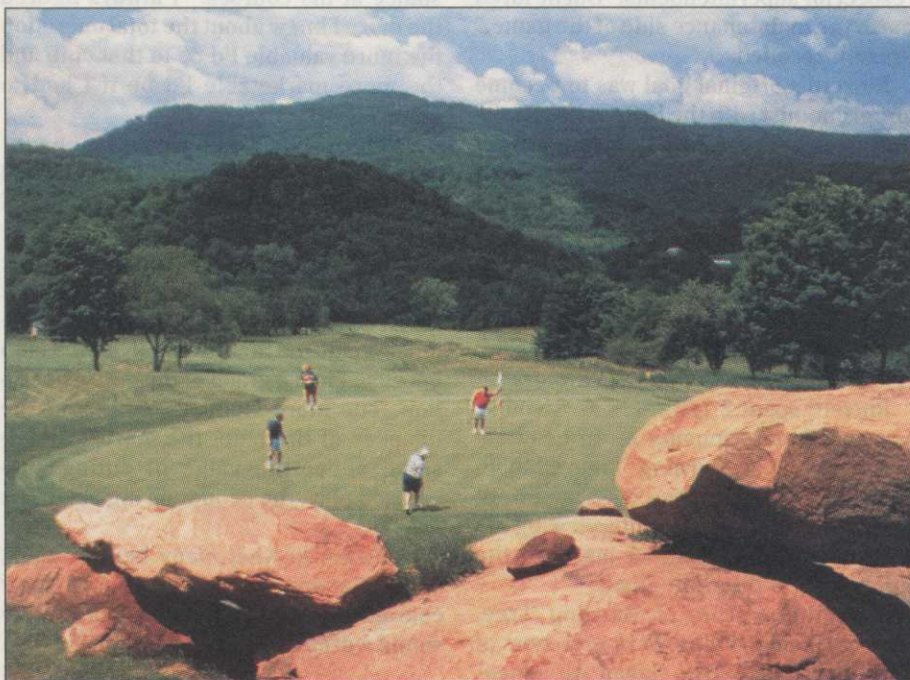
Buena Vista Hospitality Group

LPGA International	Daytona Beach	FL
PGA Nat'l Resort	Palm Bch Gdns	FL
Rocky Gap GC	Rocky Gap	MD
Puerto del Rey	San Juan	PR

Carefree Resorts

The Boulders Resort	Carefree	AZ
Lodge at Ventana	Tucson	AZ
Carmel Valley Ranch	Carmel	CA

Continued on next page



Raven/Intrawest's Snowshoe GC in West Virginia.

Continued from previous page

Carolinas Golf Group

Oak Valley GC	Advance	NC
Lochmere GC	Cary	NC
The Neuse GC	Clayton	NC
Currituck GC	Corolla	NC
Devil's Ridge GC	Holly Springs	NC
Nags Head GL	Nags Head	NC
Kiskiack GC	Williamsburg	VA

CCA Group

Cypress Lakes G&CC	Sydney	Australia
Macau G&CC	Macau	Chin
Emeralda G&CC	Jakarta	Indonesia
Gading Raya Padang	Jakarta	Indonesia
Imperial Club Golf	Jakarta	Indonesia
Guangzhou Luhu	Guangzhou	Japan
Sand River GC	Tokyo	Japan
Palm Resort G&CC	Johore Baru	Mal
Mimosa G&CC	Angeles City	Phil.
Vietnam G&CC	Ho Chi Minh	Viet.

Classic Golf Management

Turnbull Bay	N. Daytona Bch	FL
Sugar Creek	Dekalb County	GA
City Club Marietta	Marietta	GA
Heritage Hills	Powder Spgs	GA

Club Consultants Inc.

Tapatio Springs	Boerne	TX
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Club Resorts

Ocean Reef Club	Key Largo	FL
Shanty Creek	Bellaire	MI
Fairwoods-on-Seven	Pinehurst	NC
Pinehurst Resort & CC	Pinehurst	NC
Quail Hollow CC	Concord	OH
Shangri-La Resort	Grand Lake	OK
Barton Creek	Austin	TX
Columbia Lakes	West Columbia	TX
The Homestead	Hot Springs	VA

ClubCorp

Diamante	Hot Springs	AR
Gainey Ranch GC	Scottsdale	AZ
Cathedral Canyon	Cathedral City	CA
Crow Canyon CC	Danville	CA
Braemar CC	Los Angeles	CA
Porter Valley CC	Northridge	CA
Desert Falls CC	Palm Springs	CA
Indian Wells CC	Palm Springs	CA
Mission Hills CC	Rancho Mirage	CA
Canyon Crest CC	Riverside	CA
Spring Valley Lake	Victorville	CA
Shadowridge CC	Vista	CA
Countryside CC	Clearwater	FL
Orange Park CC	Jacksonville	FL
Queens Harbor	Jacksonville	FL
Inverrary CC	Lauderhill	FL
Silver Springs	Ocala	FL
Hunter's Green CC	Tampa	FL
Tampa Palms G&CC	Tampa	FL
La Cita CC	Titusville	FL
Northwood CC	Atlanta	GA
River North CC	Macon	GA
Sabal Trace	North Port	IL
Knollwood CC	South Bend	IN
Willowbend CC	Wichita	KS
Belle Terre CC	La Place	LA
Southern Trace CC	Shreveport	LA
Ipswich CC	Ipswich	MA
Oak Pointe	Brighton	MI
Raintree CC	Charlotte	NC
Canyon Gate CC	Las Vegas	NV
Firestone	Akron	OH
Silver Lake CC	Stow	OH
Beckett Ridge CC	West Cheser	OH
The Greens CC	The Greens CC	OK
Indian Springs CC	Tulsa	OK
Treesdale G&CC	Pittsburgh	PA
Woodside Plantation	Aiken	SC
Pebble Creek CC	Greenville	SC
CC of Hilton Head	Hilton Head	SC
Golden Bear	Hilton Head	SC
Snee Farm CC	Mt. Pleasant	SC
Shady Valley GC	Arlington	TX
Westwood CC	Bellaire	TX
Oakmont CC	Corinth	TX
Padre Isles CC	Corpus Christi	TX
Brookhaven CC	Dallas	TX
Canyon Creek CC	Dallas	TX
Hackberry Creek CC	Dallas	TX
Walnut Creek CC	Fort Worth	TX
Plantation	Frisco	TX
Stonebriar	Frisco	TX
Fossil Creek GC	Ft. Worth	TX
April Sound CC	Houston	TX
Atascocita CC	Houston	TX
Bay Oaks CC	Houston	TX
Clear Creek	Houston	TX
Clear Lake	Houston	TX
Hearthstone CC	Houston	TX
Quail Valley CC	Houston	TX
Falcon Point	Katy	TX
Kingwood CC	Kingwood	TX
Kingwood Cove	Kingwood	TX
Club at Cimarron	Mission	TX
Gleneagles	Plano	TX
Forest Creek	Round Rock	TX
Fair Oaks Ranch	San Antonio	TX
Northern Hills CC	San Antonio	TX
Timarron CC	Southlake	TX
Willow Creek GC	Spring	TX
Wildflower G&CC	Temple	TX
Greenbrier CC	Chesapeake	VA
Stonehenge G&CC	Chesterfield Co.	VA
River Creek G&CC	Leesburg	VA



Billy Casper Golf Management's Links at Challedon in Mout Airy, Md.

ClubLink

Heron Point GL	Ancaster	ONT
Aurora G&HC	Aurora	ONT
Greyhawk GC	Cumberland	ONT
Kanata G&CC	Kanata	ONT
King Valley GC	King City	ONT
Lake Joseph Club	Lake Joseph	ONT
Greystone GC	Milton	ONT
Cherry Downs G&CC	Pickering	ONT
Canterbury Common	Port Perry	ONT
DiamondBack GC	Richmond Hill	ONT
Emerald Hills GC	Stouffville	ONT

Cobblestone Golf Group

Red Mountain Ranch	Mesa	AZ
Ahwatukee CC	Phoenix	AZ
Foothills GC	Phoenix	AZ
Lakes at Ahwatukee	Phoenix	AZ
Eagle Crest GC	Escondido	CA
Vineyard/Escondido	Escondido	CA
El Camino CC	Oceanside	CA
Morgan Run Resort	Rancho Santa Fe	CA
Carmel Mtn Ranch	San Diego	CA
Redhawk GC	Temecula	CA
Saticoy Regional GC	Ventura	CA
E. Lake Woodlands	Tampa	FL
Champions/Gwinnett	Atlanta	GA
Live Oak GC	Austin	TX
The Hills CC	Austin	TX
Yaupon GC	Austin	TX
Woodcrest CC	Grand Prairie	TX
Stonebridge CC	McKinney	TX
The Ranch CC	McKinney	TX
Pecan Grove Plant.	Richmond	TX
Sweetwater CC	Sugarland	TX
Trophy Club	Trophy Club	TX
Brandermill CC	Midlothian	VA

Continental Golf Corp.

The Albert Lea GC	Albert Lea	MN
Pine Meadows	Brainerd	MN
Prestwick GC	St. Paul	MN
Eagle Creek GC	Willmar	MN
Big Creek GC	Memphis	TN

Corcoran-Jennison Hospitality Co.

Ocean Edge Resort	Brewster	MA
Olde Scotland Links	Bridgewater	MA
Glen Ellen CC	Millis	MA
Widow's Walk GC	Scituate	MA

CourseCo Inc.

The Ridge	Auburn	CA
Crystal Springs GC	Burlingame	CA
Deep Cliff GC	Cupertino	CA
Riverside GC	Fresno	CA
Mather GC	Sacramento	CA

Crown Golf Properties

Longbow GC	Mesa	AZ
Wildfire GC	Scottsdale	AZ
Ojai Valley Inn & CC	Ojai	CA
Westgate Valley GC	Palos Heights	CA
Empire Lakes GC	Rancho Cuc.	CA
Tijeras Creek GC	Rancho Marg.	CA
Wildhawk GC	Sacramento	CA
Tustin Ranch GC	Tustin	CA
River Valley Ranch	Carbondale	CO
Snowmass Lodge	Snowmass	CO
Bardmoor GC	Largo	FL
Bayou Club	Largo	FL
Stonebridge CC	Aurora	IL
Settler's Hill GC	Batavia	IL
Heather Ridge GC	Cumee	IL
Glenwoodie GC	Glenwoodie	IL
Highland Park CC	Highland Park	IL
South Mountain GC	Salt Lake City	UT
Rivers Bend G&CC	Chester	VA
Highland Spgs GC	Richmond	VA
Blackhawk GC	Janesville	WI
Riverside GC	Janesville	WI
New Berlin Hills GC	New Berlin	WI

Dakota Golf Management

Elmwood GC	Sioux Falls	SD
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Dakota Golf Management (cont.)

Kuehn Park GC	Sioux Falls	SD
Prairie Green GC	Sioux Falls	SD

Del Webb Corp.

Sun City Grand	Phoenix	AZ
Sun City West	Phoenix	AZ
Sun City Tucson	Tucson	AZ
Sun City Palm Desert	Palm Springs	CA
Sun City Roseville	Roseville	CA
Sun City Huntley	Huntley	IL
Anthem CC	Las Vegas	NV
Sun City MacDonald	Las Vegas	NV
Sun City Summerlin	Las Vegas	NV
Sun City Hilton Head	Hilton Head	SC
Sun City Georgetown	Georgetown	TX

Destination Hotels & Resorts

Inverness Hotel & GC	Englewood	CO
Palm Coast Resort	Palm Coast	FL
Oak Brook Hills	Oak Brook	IL
Sunriver Resort	Sunriver	OR
Wild Dunes	Isle of Palms	SC

Empire Golf Inc.

Champions Golf Links	Sacramento	CA
Cherry Island GC	Sacramento	CA
Sonoma Fairgrounds	Santa Rosa	CA
Mountain Springs GC	Sonoma	CA
La Contenta GC	Valley Springs	CA

Environmental Golf

Estrella Mountain GC	Goodyear	AZ
Alhambra Muni	Alhambra	CA
DeBell GC	Burbank	CA
Canyon Lake CC	Canyon Lake	CA
Glen Annie GC	Goleta	CA
Silver Lakes CC	Helendale	CA
Birkdale GC	Huntersville	CA
Westridge GC	LaHabra	CA
Creekside GC	Modesto	CA
Dryden Park GC	Modesto	CA
Municipal GC	Modesto	CA
Diamond Oaks GC	Roseville	CA
Woodcreek GC	Roseville	CA
Bernardo Heights CC	San Diego	CA
Sandpiper GC	Santa Barbara	CA
Tracy G&CC	Tracy	CA
Cross Creek GC	Atlanta	GA
Cherokee Run GC	Conyers	GA
Lakes of Taylor	Taylor	MI
Oyster Reef GC	Hilton Head	SC

Evergreen Alliance Golf Ltd.

San Geronimo GC	San Geronimo	CA
Stanford Univ. GC	Stanford	CA
Bueneventura GC	Ventura	CA
Olivas Park GC	Ventura	CA
Mira Vista GC	Denver	CO
Appletree GC	Fountain	CO
Coal Creek GC	Louisville	CO
Canterberry GC	Parker	CO
Amana Colonies GC	Amana	IA
Shoreline Links GC	Carter Lake	IA
Bos Landen GC	Pella	IA
Ironhorse GC	Leawood	KS
Giants Ridge GC	Biwabik	MN
Adams Pointe GC	Blue Springs	MO
Pevely Farm GC	Crescent	MO
Tregaron GC	BelleVue	NE
Champions Club	Omaha	NE
Knolls GC	Omaha	NE
Pacific Springs GC	Omaha	NE
Cross Timbers GC	Azle	TX
Emerald Springs GC	El Paso	TX
Painted Dunes GC	El Paso	TX
Eagle Mountain CC	Fort Worth	TX
Lago Vista GC	Lago Vista	TX
Lake Park GC	Lewisville	TX
Iron Horse GC	North Richland	TX
Sammons Park GC	Temple	TX
Lake Park Salt Lake	Sandy	UT

Foothills Golf Development

Red Tail	Los Angeles	CA
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Fore Star Golf

Hollywood Park GC	Los Angeles	CA
Picacho Hills CC	Las Cruces	NM
Links at Sierra Blanca	Ruidoso	NM
Scott Park Muni	Silver City	NM
Hound Hollow GC	Portland	OR
Meadowbrook GC	Lubbock	TX

Franklin Golf Properties

Deer Creek GC	Deerfield Beach	FL
Carolina Club	Margate	FL
Oakhurst G&CC	Clarkston	MI

Golden Bear Club Services

Twin Eagles	Naples	FL
Golden Bear/Keene's	Orlando	FL
Golden Br/Hamock	Palm City	FL
Laurel Springs GC	Atlanta	GA
Classic Golf Resort	New Delhi	India
Old Works GC	Anaconda	MT
GC of Purchase	Purchase	NY
CC of Muirfield	Dublin	OH
Muirfield Village GC	Dublin	OH

Golf Communities of America

Montverde CC	Clermont	FL
Pelican Strand	Naples	FL
The Pines GC	Orange City	FL
Wedgfield G&CC	Orlando	FL
Cutter Sound GYC	Palm City	FL
Pinehurst Plantation	Pinehurst	NC
NorthShore CC	Portland	TX
Red Hawk Int'l	St. George	UT

Golf Enterprises Inc.

North Hills CC	Sherwood	AR
Canoa Hills GC	Green Valley	AZ
Toka Sticks GC	Mesa	AZ
Jess Ranch GC	Apple Valley	CA
Paradise Knolls GC	Riverside	CA
Shandin Hills GC	San Bernardino	CA
San Dimas Canyon	San Dimas	CA
Simi Hills GC	Simi Valley	CA
Lely Resort	Naples	FL
Killearn CC & Inn	Tallahassee	FL
Briarwood GC	Baton Rouge	LA
Bayou Barriere GC	Belle Chose	LA
Crystal Lake GC	Lakeville	MN
Desert Rose GC	Las Vegas	NV
Las Vegas GC	Las Vegas	NV
Emerald River GC	Laughlin	NV
Corvallis CC	Corvallis	OR
Indian Creek GC	Carrollton	TX

Golf Management Group Inc.

Bluegrass Y&CC	Hendersonville	TN
Country Hills GC	Hendersonville	TN
Ravenwood Club	Hermitage	TN

Golf Resources Inc.

Bridlewood GC	Flower Mound	TX
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Golf Services Group

Rio La Paz	Niclaus	CA
Harrison Bay St. Pk.	Chattanooga	TN
Cumberland Mtn.	Crossville	TN
Chickasaw St. Pk.	Jackson	TN
RiverWatch GC	Smithville	TN
Tims Ford St. Pk.	Winchester	TN
Houstonian CC	Houston	TX
Josey Ranch	Houston	TX
Waterwood Nat'l CC	Huntsville	TX

Golf Trust of America

Woodlands	Gulf Shores	AL
Bonaventure	Ft. Lauderdale	FL
Black Bear	Orlando	FL
Innisbrook Resort	Tampa	FL
Lost Oaks	Tampa	FL
Emerald Dunes	W. Palm Beach	FL
Eagle Watch	Atlanta	GA
Olde Atlanta	Atlanta	GA
Club of the Country	Overland Park	KS
Mystic Creek	Dearborn	MI
Oyster Bay	Sunset Beach	NC
Tiburon GC	Omaha	NE
Raintree CC	Akron	OH
Wildewood CC	Columbia	SC
Wood Creek Farms	Columbia	SC
Heathland	Myrtle Beach	SC
Moorland	Myrtle Beach	SC
Parkland	Myrtle Beach	SC
Heritage Club	Pawleys Island	SC
Northgate CC	Houston	TX
Royal New Kent	Providence	VA
Stonehouse GC	Williamsburg	VA

GolfSouth

The Links GC	Hudson	FL
Sandpiper GC	Lakeland	FL
CC of Mt. Dora	Mt. Dora	FL
Ekana GC	Oviedo	FL
Perdido Bay GC	Pensacola	FL
Southland GC	Stone Mtn	GA
University Club	Baton Rouge	LA
River Downs GC	Finksburg	MD
Wedgewood GC	Olive Branch	MS
Beacon Ridge G&CC	Pinehurst	NC
Forest Creek GC	Pinehurst	NC
Wake Forest	Raleigh	NC
Northgreen CC	Rocky Mount	NC
Princeton Meadows	Plainsboro	NJ
Greenville GC	Greenville	SC
The Ridges G&CC	Johnson City	TN
Pleasant Valley GC	Fairfax Co.	VA
Lee's Hill GC	Fredericksburg	VA
South Riding GC	Loudoun Co.	VA
TBD	Northern Area	VA
Chesdin Landing GC	Richmond	VA
Highlands GC	Richmond	VA
Cypress Creek GC	Smithfield	VA

Continued on next page

Mgt. companies

Continued from previous page

Gotham Golf Partners

Montgomery Nat'l	Montgomery	AL
Miami Nat'l GC	Miami	FL
California GC	N. Miami Beach	FL
Stonebrook GC	Pace	FL
Robindale GC	Brandywine	MD
Lake Arbor GC	Mitchelville	MD
Blackjack Bay GL	Biloxi	MS
Wild Oaks GC	Salem	NJ
Eagle's Nest CC	Sewell	NJ
Edgewood/ Pines	Drums	PA
Greencastle Greens	Greencastle	PA
Honey Run GC	York	PA
Yorktowne GC	York	PA

Granite Golf Group

Burningtree CC	Decatur	CA
Miramar Beachs	Bonita Springs	FL
Spruce Creek CC	Daytona Beach	FL
Black Bear GC	Eustis	FL
Forest CC	Ft. Myers	FL
Eaglebrooke CC	Lakeland	FL
Lone Palm	Lakeland	FL
Shalamar Creek	Lakeland	FL
Panama CC	Lynn Haven	FL
Preswick GC	Ormond Beach	FL
GC at Cypress Head	Port Orange	FL
Tunica/Biloxi	Matinsville	IN
Club of the Country	Louisburg	KS
Starmount Forest CC	Greensboro	NC
Whispering Woods	Whisp. Pines	NC
Smoky Mountain GC	Whittier	NC
Porter's Neck Plant	Wilmington	NC
Tiburon GC	Omaha	NE
Royce Brook CC	Somerville	NJ
Village Club/Sands	Sands Point	NY
Kettenring CC	Defiance	OH
Westbrook CC	Mansfield	OH
Florence CC	Florence	SC
Ridgeway CC	Memphis	TN
Olympia Hills GC	Universal City	TX

Greenlinks

CC of Franklin	Franklin	TN
Old Natchez CC	Franklin	TN

H. G. Properties LLC

Crimson Ridge GC	Bloomington	IN
Bear Slide	Cicero	IN
Twin Bridges GC	Danville	IN
Ironhorse GC	Logansport	IN
Salt Creek GC	Nashville	IN
Stonehenge GC	Warsaw	IN

Hyatt Hotels Corp.

Regency Aruba	Aruba	Carib.
Regency Gr. Cayman	Gr. Cayman	Carib.
Dorado Bch Resort	Dorado	PR
Regency Cerromar	Dorado	PR
Regency Dallas	Ft. Worth	TX
Regency Hill Country	San Antonio	TX

In Celebration Golf Management

Arizona Traditions	Surprise	AZ
Coyote Lakes GC	Surprise	AZ

International Golf Group

Wampanoag GC	Hartford	CT
Zephyr Springs GC	Tampa	FL
Southernness GC	Atlanta	GA
Persimmon Ridge GC	Louisville	KY
Radisson Greens GC	Syracuse	NY

International Golf Management

Highland GC	Errol	FL
Lake GC Errol Estates	Apopka	FL
Brooksville G&CC	Brooksville	FL
No. Course/Pelican	Daytona Beach	FL
So. Course/Pelican	Daytona Beach	FL
Golfview G&R	Ft. Myers	FL
The Hideaway	Ft. Myers	FL
Bella Vista G&YC	Howey-In-Hills	FL
Kissimmee GC	Kissimmee	FL
Poinciana G&R	Kissimmee	FL
Leisure Lakes GC	Lake Placid	FL
Highland Fairways	Lakeland	FL
Admiral Lehigh North	Lehigh Acres	FL
Mirror Lakes GC	Lehigh Acres	FL
Habitat at Valkaria	Melbourne	FL
Aquarina GC	Melbourne Bch	FL
Spessard Holand GC	Melbourne Bch	FL
The Savannahs	Merritt Island	FL
Palatka GC	Palatka	FL
Cypress at Palm Aire	Pompano Beach	FL
Oaks at Palm Aire	Pompano Beach	FL
Palms at Palm Aire	Pompano Beach	FL
Pines at Palm Aire	Pompano Beach	FL
Sabals at Palm Aire	Pompano Beach	FL
The Savanna Club	Port St. Lucie	FL
Barefoot Bay	Sebastian	FL
Tarpon Springs GC	Tarpon Springs	FL
Lakes at Sandridge	Vero Beach	FL
Viera East GC	Viera	FL
Golfview G&R	Ft. Myers	FL
The Hideaway GC	Ft. Myers	FL
SunAir CC	Haines City	FL
Leisure Lakes GC	Lake Placid	FL
Admiral Lehigh North	Lehigh Acres	FL
Palatka GC	Palatka	FL
Palm Aire Resort Spa	Pompano Beach	FL
Sandridge GC	Vero Beach	FL

IRI Golf Group

Sepulveda GC	Los Angeles	CA
Lost Creek GC	Ft. Worth	TX
Elm Grove GC	Lubbock	TX
Los Rios CC	Plano	TX
Ridgeview GC	Plano	TX

IRI Golf Group (cont.)

The Shores CC	Rockwall	TX
Woodlake CC	San Antonio	TX

ISS Golf Services

Cove Cay GC	Clearwater	FL
George Bagby GC	Ft. Gaines	FL
Ironwood GC	Gainesville	FL
Harbor Hills CC	Lady Lake	FL
Pennbrooke Fairways	Leesburg	FL
Lake Diamond GC	Ocala	FL
Pompano Bch Muni	Pompano Beach	FL
Hard Labor Creek	Rutledge	FL
Bobby Jones	Sarasota	FL
Sebastian GC	Sebastian	FL
Ponce de Leon G&CR	St. Augustine	FL
Isla del Sol Y&CC	St. Petersburg	FL
Ga. a Veteran's GC	Cordele	GA

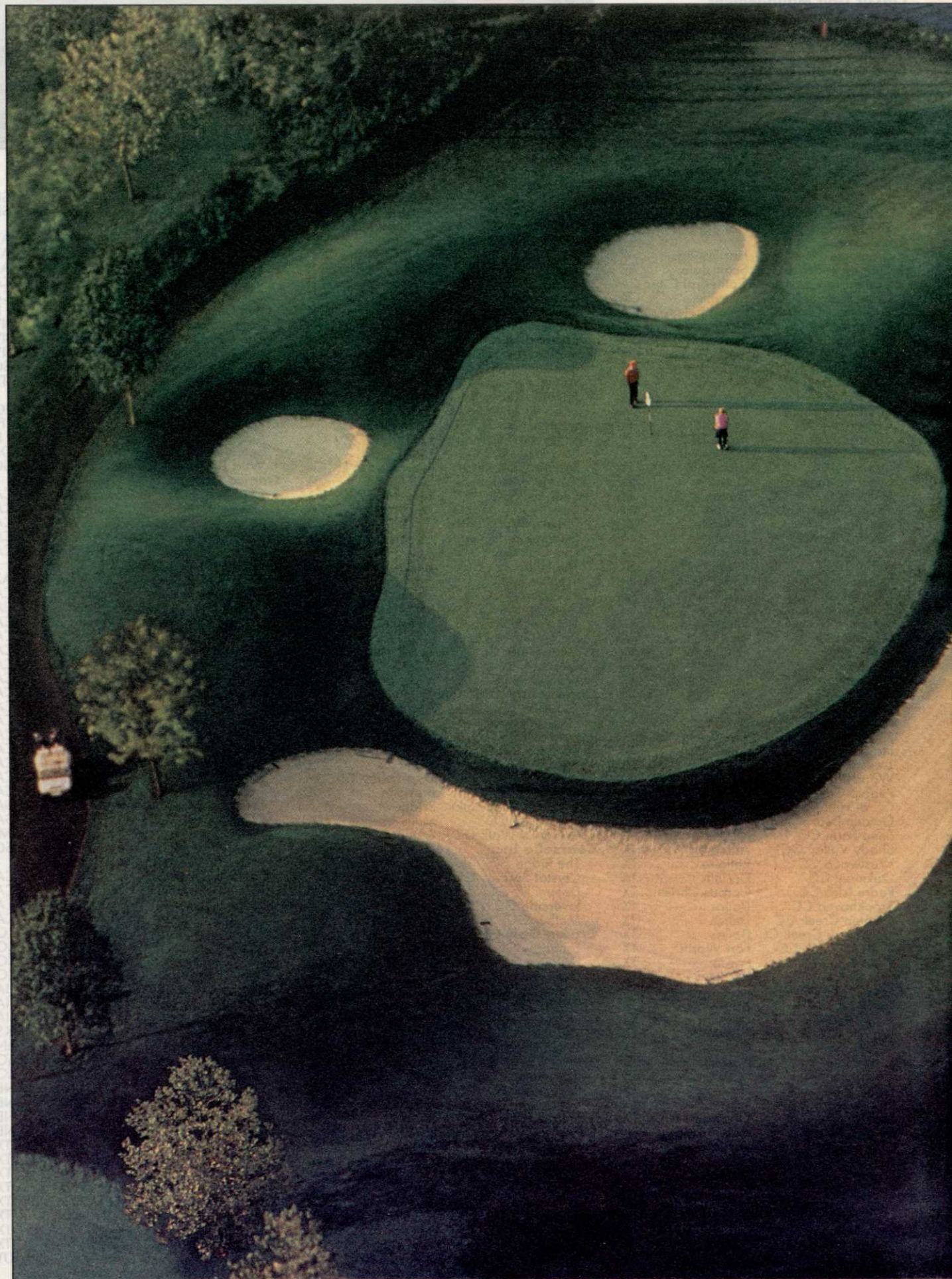
Jemsek Golf

Cog Hill CC	Lemont	IL
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Continued on next page



Troon Golf's Turnberry Hotel in Ayrshire, Scotland.



Jemsel Golf (cont.)

Pine Meadow GC	Mundelin	IL
St. Andrews CC	W. Chicago	IL

John Jacobs Group

San Ignacio GC	Green Valley	AZ
Painted Mountain GC	Mesa	AZ
Coyote Ridge	Peoria	AZ
Hillcrest GC	Sun City West	AZ

Kemper Sports Management

Desert Willow Resort	Palm Desert	CA
Hidden Valley GC	Riverside	CA
Columbus Park GC	Chicago	IL
Diversey Range	Chicago	IL
Jackson Park Range	Chicago	IL
Jackson Park GC	Chicago	IL
Marquette Park GC	Chicago	IL
Robert Black GC	Chicago	IL
South Shore GC	Chicago	IL
Sydney Marovitz GC	Chicago	IL
Kemper Lakes GC	Long Grove	IL

Kemper Sports (cont.)

Royal Melbourne GC	Long Grove	IL
Vernon Hills GC	Vernon Hills	IL
Falcon Ridge GC	Lenexa	KS
Timbers at Troy	Howard Co.	MD
Holly Hills CC	Ijamsville	MD
Marlton GC	Prince George	MD
Whiskey Creek GC	Urbana	MD
Avon Field GC	Cincinnati	OH
California GC	Cincinnati	OH
Dunham GC	Cincinnati	OH
Glenview GC	Cincinnati	OH
Neumann GC	Cincinnati	OH
Reeves GC	Cincinnati	OH
Woodland GC	Cincinnati	OH
Mound GC	Miamisburg	OH
PipeStone GC	Miamisburg	OH
Bandon Dunes	Bandon	OR
Crowfield Golf & CC	Goose Creek	SC
Patriots Points CC	Mt. Pleasant	SC

Kemper Sports (cont.)

PineForest CC	Sumerville	SC
GC of West Virginia	Waverly	WV

Kirchdorfer & Cunningham

Hidden Creek GC	Sellersburg	IN
MayWood GC	Bardstown	KY
Bull at Boone's Trace	Lexington	KY

KSL Fairways

Indigo Lakes GC	Daytona Beach	FL
Tiger Point G&CC	Gulf Breeze	FL
Club at Hidden Creek	Navarre	FL
Scenic Hills CC	Pensacola	FL
Walden Lake G&CC	Plant City	FL
Shalimar Pointe	Shalimar	FL
Pebble Creek	Tampa	FL
Wellington CC	Wellington	FL
Tantallon CC	Ft. Washington	MD
Patuxent Greens CC	Laurel	MD
Marlborough CC	Upper Marl.	MD
Monroe Valley GC	Jonestown	PA

KSL Fairways (cont.)

Memphis Oaks GC	Memphis	TN
Birkdale Golf & CC	Chesterfield	VA
Montclair CC	Dumfries	VA
Gauntlett GC/Curtis	Fredericksburg	VA
Kiln Creek Golf & CC	Newport News	VA
Prince William GC	Nokesville	VA
Countryside GC	Roanoke	VA
Broad Bay CC	Virginia Beach	VA
Mequon CC	Mequon	WI
Willow Run GC	Pewaukee	WI
Lake Windsor GC	Windsor	WI

KSL Recreation

LaQuinta Resort	Palm Springs	CA
PGA West	Palm Springs	CA
Doral Resort & Spa	Miami	FL
Lake Lanier Resort	Lake Lanier	GA
Grand Traverse	Acme	MI

Landmark Golf Co.

Palm Springs Classic	Palm Springs	CA
Las Vegas Paiute	Las Vegas	NV
Trapper's Turn GC	Wisconsin Dells	WI

Legacy Golf

Nutters Crossing GC	Ocean City	MD
Rum Pointe Seaside	Ocean City	MD

Lincoln/Brooks-Baine

Battle Creek	Broken Arrow	OK
Carswell GC	Ft. Worth	TX

LinksCorp

Glenlakes GC	Gulf Shores	AL
Mountain Ranch GC	Little Rock	AR
CC of Arkansas	Maumelle	AR
Kissimmee Oaks GC	Kissimmee	FL
Eastwood GC	Orlando	FL
Alpharetta CC	Alpharetta	GA
Oak Harbor GC	Sidell	LA
Rockwood CC	Independence	MO
Mississippi Nat'l GC	Biloxi	MS
Castlewoods CC	Jackson	MS
Taberna CC	New Bern	NC
Sapphire Mtn. GC	Sapphire	NC
Rickenbacker GC	Columbus	OH
Hunter's Creek CC	Greenwood	SC
Stonehenge GC	Knoxville	TN
River Islands GC	Kodak	TN
Nashboro Village	Nashville	TN
Temple Hills CC	Nashville	TN

Lyon Golf LLC

Chaparral Pines	Payson	AZ
Mountain View GC	Phoenix	AZ
ASU Karsten GC	Tempe	AZ

Marriott Golf

Grand Hotel	Mobile	AL
Camelback Inn	Scottsdale	AZ
Kierland GC	Scottsdale	AZ
Mountain Shadows	Scottsdale	AZ
Castle Harbour Resort	Hamilton	BER
Desert Springs	Palm Desert	CA
Rancho Las Palmas	Rancho Mirage	CA
GC at Mirage City	Cairo	Egypt
GC at Marco Island	Marco Island	FL
Faldo Golf Institute	Orlando	FL
International GC	Orlando	FL
Orlando World Ctr	Orlando	FL
Renaissance Vinoy	St. Petersburg	FL
The Georgian Resort	Atlanta	GA
Renaissance Pineisle	Lake Lanier	GA
Stone Mountain GC	Stone Mtn	GA
Lincolnshire Resort	Lincolnshire	IL
Griffin Gate	Lexington	KY
Tan-Tar-A	Lake/Ozarks	MO
Seaview Resort	Absecon	NJ
Toftrees	State College	PA
Palma de Mallorca		Spain
Cattails/ Meadow	Kingsport	TN
Shiloh Falls	Pickwick Dam	TN
Westfields GC	Reston	VA

Marshall's Golf Course Management

Canyon Lake CC	Canyon Lake	TX
Kingwood Place GC	Kingwood	TX

Marty Golf Management Inc.

The Island	Plaquemine	LA
Mallard Pointe	John Kile St Pk	MS
Quail Hollow	P. Quin St Pk	MS
Saddle Creek GC	Lewisburg	TN

Masters Golf Corp.

Links at Greenfield	Bradenton	FL
Silver Lake G&CC	Leesburg	FL
Monarch/Royal High	Leesburg	FL
Marco Shores	Marco Island	FL
Tealbrooke GC	Ocala	FL
Oak Hills GC	Spring Hill	FL
Deer Island GLC	Tavares	FL
Bay Tree GC	Winter Haven	FL

Matrix Hospitality Corp.

Echo Farms CC	Wilmington	NC
Ashbourne CC	Cheltenham	PA
Commonwealth Nat'l	Horsham	PA
Cedar Brook Hills	Philadelphia	PA

MDJ Management Co.

Birch Hills GC	Brea	CA
Alta Vista CC	Placentia	CA

Meadowbrook Golf Group

Sycamore Canyon	Arvin	CA
Plumas Pines GC	Blairsden	CA
Brighton Crest CC	Friant	CA
Presidents Club	Indio	CA
Lemoore Municipal	Lemoore	CA
Woodhaven CC	Palm Desert	CA
Glendale Lakes GC	Glendale Heights	IL
RedTail GC	Lakewood	IL
Prairie Landing GC	West Chicago	IL

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does a course without dollar
spot seem like a much
happier place?*

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Management cos.

Meadowbrook (cont.)

Water's Edge	Worth	IL
Blackthorn GC	South Bend	IN
Aberdeen GC	Valparaiso	IN
Hawk Ridge	Lk St. Lou	MO
Emerson GC	Emerson	NJ
Pascack GC	Riverville	NJ
St. Lawrence GC	Canton	NY
Reserve/Thunder	S. Madison	OH
Shield Crest	Klamath	OR
Tattersall GC	W. Chester	PA
Indian Creek	Carrollton	TX
National Fairways Inc.		
Fairchild Wheel	Bridgeport	CT
Hidden Hills CC	Jacksonville	FL

National Fairways (cont.)

Hibiscus GC	Naples	FL
Oak Bridge	Ponte Vedra	FL
Port Charlotte	Port Charlotte	FL
Rolling Green	Sarasota	FL
Sarasota GC	Sarasota	FL
Sunrise GC	Sarasota	FL
Tides CC	Seminole	FL
Augustine Shores	St. Augustine	FL
Hudson Nat'l	Croton	NY
Lindbrook GC	Hopkinton	RI
Boulder Hills GC	Richmond	RI
New England Golf Corp.		
Minnechaug GC	Glastonbury	CT
Alling Memorial	New Haven	CT
Pinecrest GC	Holliston	MA
Pine Meadows	Lexington	MA
Lost Brook GC	Norwood	MA

Nitro America Co. Ltd.

Calabasas GCC	Calabasas	CA
Peacock Gap	Rafael	CA
Mikaha Valley	Walanae	CA
Silversword GC	Maui	HI
O.B. Sports		
The Gallery	Tucson	AZ
Stevenson Ranch	Modest	CA
Angel Park	Las Vegas	NV
The Legacy	Las Vegas	NV
The Oasis	Mesquite	NV
Langdon Farms	Portland	OR
Res. Vineyards	Portland	OR
Trophy Lake	Bremerton	WA
Washington Nat	Seattle	WA
Paloma Golf Group		
Port Armor GC	Greensboro	GA
Geneva Nat'l	Lk Geneva	WI

Professional Golf Management

Legends Club	Franklin	TN
Grand Geneva	L. Geneva	WI
Raven/Intrawest		
Raven/So. Mtn	Phoenix	AZ
Raven/Sabino	Tucson	AZ
Panorama GC	Invermere	BC
Mammoth Mtn	Mammoth	CA
Copper Mtn	Copper Mt	CO
Eagles Nest GC	Silverthorn	CO
Mont St. Marie	Ottawa	ONT
Mt. Tremblant	Tremblant	QUE
Stratton Mtn.	Stratton	VT
Snowshoe	Snowshoe	WV
RDC Golf Management		
Gainesville Nat'l	Gainesville	FL
CC at Heathrow	Orlando	FL
Tusawila CC	Orlando	FL

RDC Golf Management (cont.)

Cypress Crk	Ruskin	FL
Crossings/Grove	Raleigh	NC
Forsgate CC	Jamesburg	NJ
Jumping Brook	Monmouth	NJ
Woodlake CC	Ocean Co.	NJ
Riverside Golf Management		
Champions	Jacksonville	FL
Champions	Alpharetta	GA
Walker/Clemson	Clemson	SC
Scratch Golf Co.		
Timacuan G&CC	Lake Mary	FL
Baytree Nat'l GC	Melbourne	FL
Jacaranda GC	Plantation	FL
Slammer & Squire	St. Augustine	FL
Hilton Nat'l GC	Bluffton	SC
Dunes West GC	Mt. Pleasant	SC
Shaker Golf Corp.		
Traditions GC	Burlington	KY
Beaver Creek GC	Beaver Crk	OH
Walden Ponds	Indian Spgs	OH
Shaker Run GC	Lebanon	OH
Deer Run CC	W. Hills	OH
Blackhawk GC	Pflugerville	TX
Signature Golf International		
Starr Pass GC	Tucson	AZ
Harbor Hills CC	Orlando	FL
Oak Tree CC	Edmond	OK
Southwest Golf		
Mesa Del Sol	Yuma	AZ
Blackhawk GC	St. Charles	IL
Desert Pines GC	Las Vegas	NV
Stallion Mtn CC	Las Vegas	NV
SunCor Development Co.		
SunRidge Canyon	Fountain Hills	AZ
Wigwam Resort	Goodyear	AZ
Palm Valley GC	Litchfield Pk	AZ
Sedona Resort	Sedona	AZ
Troon Golf		
Legend Trail GC	Scottsdale	AZ
Talking Stick GC	Scottsdale	AZ
Troon North GC	Scottsdale	AZ
The GC at Vistoso	Tucson	AZ
Westin LaPaloma	Tucson	AZ
Rams Hill CC	Borrego	CA
Tamarron Hilton	Durango	CA
Westin Miss. Hills	Rancho Mir.	CA
Castle Pines No.	Castle Pines	CO
Eagles GC	Odessa	FL
Lost Oaks/Innisbk	Palm Harbor	FL
Westin Innisbrook	Tarpon Spgs	FL
Westin Savannah	Savannah	GA
Ferncroft CC	Danvers	MA
St. James of Reno	Reno	NV
Turnberry Hotel	Ayrshire	Scot.
La Cantera	San Antonio	TX
Western Golf Properties Inc.		
Verde Valley	Clarksdale	AZ
Eagle Mountain	Fountain Hills	AZ
Estrella Mtn	Goodyear	AZ
CC/Prescott Lks	Prescott	AZ
CC at DC Ranch	Scottsdale	AZ
Heritage Highlands	Tucson	AZ
Bougenville GC	Del Mar	CA
Heritage Palms	Indio	CA
Oak Creek GC	Irvine	CA
Pelican Hill GC	Newport Cst	CA
Ocean Trails GC	Palos Verd.	CA
Serrano CC	Sacramento	CA
Rancho La Sierra	Venice	CA
Stewart Creek GC	Calgary	Can.
Dunes Club	Brooksville	FL
Falcon's Fire GC	Kissimmee	FL
Lost Key Plant.	Perdido	FL
Stone Creek GC	Champaign	IL
Harborside Int'l	Chicago	IL
South Shore GC	Las Vegas	NV
Red Hawk GC	Sparks	NV
Wild Wing Plant.	Myrtle Bch	SC
Snoqualmie Rdg	Snoqualmie	WA



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Rinzetti

Continued from page 53

and have no one eat it?" he asked. "Imagine if Picasso kept all his paintings in a closet. We [superintendents] are artists in a sense. Of course we want people to play our courses. How would we get recognition if they didn't?"

That goes for players at outings, too. Praise from members is nice, especially since they sign the superintendent's pay check. "But outings and outside events give you the opportunity to show the entire community what you can do," he said. "It gives you the opportunity to show how important your club and your efforts are to the environment."

BRIEFS



RIVERDALE BRINGS CLARK ABOARD

GLENWOOD, Ill. — Riverdale chemical has named Curtis Clark as marketing manager where he will be responsible for all marketing and advertising activities. Most recently, Clark was director of marketing and sales for Troy Biosciences. Previously he worked as sales manager and marketing manager for American Cyanamid's turf and ornamental group.



Curtis Clark

COLORADO LINING CHANGES NAME

PARKER, Colo. — Colorado Lining Company has changed its name to Colorado Lining International. Colorado Lining International continues to grow by offering a diverse product line to a variety of market segments including waste management, wastewater, golf course lakes and streams, landscape and agricultural, on a world wide basis.

HOWARD JOHNSON'S APPOINTS MITCHELL

MILWAUKEE — Howard Johnson's Enterprises Inc. has announced the appointment of John Mitchell as the chief operating officer. The company said that Mitchell's background includes selling, marketing and management positions in the agricultural and industrial chemical industries. Mitchell has been associated with the company for the past five years and has been responsible for all raw material procurement, supply coordination and transportation.

LASCO ADDS BOWDEN TO TEAM

BROWNSVILLE, Tenn. — Lasco Fluid Distribution Products has named Rick Bowden its new human resource manager. Bowden has more than 20 years experience in personnel management, employee relations, training, and safety with GW Composites, Emerson Electric-Motor Division, General Tire and Rubber Co. and Hall Printing Co. of the Mobil Corp.

GROWTH PRODUCTS HIRES WALKER

WHITE PLAINS, N.Y. — Growth Products Ltd., manufacturer of liquid fertilizers and natural organics, has announced the addition of Rick Walker, as its new technical sales representative for the southeastern region of the United States. Walker has been associated with the golf industry in the southeast for the past 17 years as a golf and landscape superintendent.

Toro adds St. Andrews to irrigation list

By TREVOR LEDGER

BLOOMINGTON, Minn. — Toro Co. has landed the contract to be the exclusive irrigation provider for all five championship courses and the nine hole course at St. Andrews Links, Scotland.

The £2.3M contract will see Toro providing the control system and sprinklers with the piping and installation due to go out to tender during May 1998.

St. Andrews Links Manager, Ian Forbes, is excited at the prospect. "I'm looking forward to getting our hands dirty installing these systems. Up to now the irrigation at St. Andrews has been bought piecemeal."

According to Forbes, St. Andrew's present system evolved over 30 years and is reaching the end of its useful life. "It's a hybrid system," he said. "St. Andrews realized that its irrigation needed updating in order to maintain its position as one of, if not the, most famous golf courses in the world."

With the Millennium Open scheduled for St. Andrews in the year 2000, the stakes could not be higher.

A committee was formed to investigate the available options and, after extensive research and presentations, the Toro Company was chosen.

Toro's International Director of Marketing, Phil Burkart, identified a primary reason for the prestigious deal. "A key closer was the central control system, SitePro."

Ian Forbes was happy to confirm this. "I like the extra capacity SitePro gives us to store and manage our irrigation system and other types of information. Keeping track of fertilization rates is a good example. In the past this has typically been kept by individuals in their heads."

Continued on page 62

SEE RELATED
TORO/
WENTWORTH
CLUB STORY ON
PAGE 63



NEW PRODUCT OF THE MONTH: CUSHMAN HAWK

The Cushman Hawk utility vehicle is engineered with several features to enhance its versatility around the golf course. Available with a choice of either gas or electric power, the off-road Hawk's heavy-duty steel frame, reinforced front suspension and rack and pinion steering help make it highly stable and maneuverable—especially when operated on slopes or undulating terrain. Other features include: a durable V-twin, two-cylinder, 14-hp air-cooled engine; rugged transaxle in the power train helps provide pulling power; drum-type parking brake; heavy-duty 23x10.50-12 tires with knob tread pattern. For more information on the Cushman Hawk utility vehicle, contact Ransomes America at 800-228-4444.

Smithco seals 'speed boss' patent

By MICHAEL LEVANS

WAYNE, Pa. — Smithco Inc. has recently secured full patent protection for

its "speed boss" operational speed governor system for its bunker rakes, technology the company introduced last year.



The 'speed boss' in action in the trap.

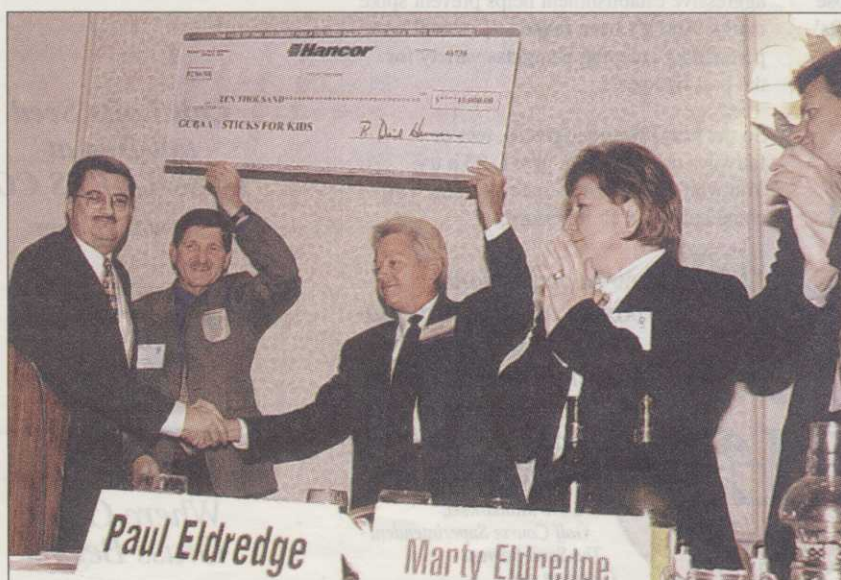
Installed as a standard feature on all the company's gasoline, diesel and electric bunker rakes, the "speed boss" control system for bunker rakes governs the speed of the unit during raking.

When the raking implement is lowered into the sand, the system takes over and automatically limits the operational speed, which is adjustable and pre-set by the superintendent.

"As soon as the rake as-

Continued on page 62

GIVING A LITTLE BACK TO THE KIDS



Duane Jebbitt, vice president of sales of Findlay, Ohio-based Hancor Inc. (left) presents a \$10,000 check to Paul Eldredge and Bill Kubly, immediate past-president and president respectively of the Golf Course Builders Association of America (GCBA), for GCBA's "Sticks for Kids" program.

SR teams with UHS

CORVALLIS, Ore. — Seed Research of Oregon (SR) recently announced that it has formed an alliance with United Horticultural Supply's Atlantic Division for the distribution of the complete SR product line.

UHS will be covering the western two-thirds of Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York, and all of the New England states. Also included in this alliance are Sweeney Seed Company, King of Prussia, Pa., and Pro-Seed Turf Supply of Chantilly, Va.

This alliance now offers complete sales, service and distribution of the Seed Research grass seed products throughout the entire region. The SR turfgrasses are being used extensively by a wide range of customers, including landscapers, sports turf managers and lawn care companies.

Barenbrug, Pebble Beach team

TANGENT, Ore. — The Barenbrug USA and Pebble Beach Co. have formed an alliance.

The agreement provides for all Pebble Beach Co. golf course properties to use Barenbrug varieties. Pebble Beach's courses include

Pebble Beach Golf Links, Spyglass Hill Golf Course, The Links at Spanish Bay, and Del Monte Golf Course.

Barenbrug UK has also confirmed an agreement with St. Andrews Links Trust of Scotland to provide Barenbrug European varieties.

Eco Soil plans to acquire mirco irrigation distrib.

RANCHO BERNARDO, Calif. — Eco Soil Systems Inc., an irrigation and drainage supplier, announced that it has entered into an agreement in principle to acquire Agricultural Supply, Inc., a distributor of micro irrigation products in Southern California and Mexico.

The acquisition, subject to final closing conditions, is expected to occur at press time.

Agricultural Supply, which has two operations in Southern California and three in Mexico, has annual revenues of approximately \$18 million, according to William Adams, chairman and chief executive officer of Eco Soil Systems.

According to Adams, "This represents our first acquisition

of a distribution company that targets the agricultural markets and will add 18 salespeople to our existing group of four marketing people. Agricultural Supply serves more than 45,000 acres under irrigation in our target markets and offers ESSi an immediate new market opportunity for our proprietary products. The infrastructure of people, equipment and locations will solve many of the logistic challenges we faced to support our current base of business."

Terms were not disclosed.

John Wells, president of Agricultural Supply, will join ESSi as general manager of its new agricultural distribution division.

"The introduction of Eco Soil's proprietary products into Agricultural Supply's existing product mix will substantially enhance the value delivered to our existing customers," said Wells. "Additionally, the merger should facilitate the bundling of products and services to the agricultural industry."

SAND BARRENS GOLF COURSE, NEW JERSEY



When your greens are seeded with L-93, golfers will go through almost anything to reach them.

At Sand Barrens Golf Club, you'll find 25 acres of sandy waste standing between you and the greens. But once you get past the sand, you're rewarded with the greenest, most uniform putting surfaces ever created. As a new course, the Sand Barrens needed a hardy, dense turfgrass that would establish and green-up quickly. That's why they chose to cover their five acres of greens with Lofts' L-93.

L-93 features improved resistance to numerous turfgrass diseases such as dollar

spot, gray snow mold and brown patch. So it requires less fungicide in certain conditions than most other creeping bentgrasses. Its upright vertical growth and aggressive establishment helps prevent spike marks. And it's been ranked #1 overall best performing creeping bentgrass variety for the past two years.

So the next time your greens, tees or fairways need seeding, give L-93 a try. You won't believe how many golfers will come out to watch it perform.

"L-93's grow-in performance surpassed all of my expectations. Its quickness of establishment and upright growth habit are quite impressive."

Steve Malikowski,
Golf Course Superintendent
The Sand Barrens
Clermont, NJ



L-93 vs. COMPETITION		
Overall Turfgrass Quality Ratings		
1996 NTEP Trials, Putting Greens		
L-93		6.6
Penn A-4		6.5
Providence		6.3
Penn G-6		6.2
Pennlinks		5.9
SR 1020		5.9
Regent		5.8
Pro/Cup		5.7
Penncross		5.4

Turfgrass Quality Ratings: 9 = Ideal Turf
LSD = 0.2
Page 8



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LABEL CHANGES

ROHM & HAAS GAINS APPROVAL

PHILADELPHIA, PA., March 13, 1998 — Rohm and Haas Company has received approval to change the Eagle label, reducing the recommended application rate of the fungicide.

The company said the rate change makes the use of Eagle more cost-effective without compromising its ability to protect golf course tees, greens and fairways against dollar spot and other diseases, including powdery mildew, rusts, necrotic ring spot, spring dead spot, summer patch and Zoysia patch.

The new labeling reduces the application rate for the product from 0.6 to 0.5 ounces per 1,000 square feet, with a 14-day application schedule.

PBI/GORDON ANNOUNCES CHANGE TO TURPERSAN

KANSAS CITY, Mo. — PBI/Gordon Corporation has announced two new label changes for Turpersan Herbicide Wettable Powder. Turpersan is now labeled for Bermudagrass suppression into bentgrass golf greens and for application to roadside slopes and other areas via hydroseeding or other hydraulic seeders.

In addition to smooth crabgrass and large crabgrass, the company said that Turpersan controls barnyardgrass, downy brome and foxtails (yellow, green and giant) in turf.

Golf Car Market: This is no time to get lazy

By MICHAEL LEVANS

While there isn't a revolutionary breakthrough changing the golf car this year, there is one interesting statistic that is sure to turn up the heat in the golf car market.

According to the National Golf Foun-

mance, but when I asked him if he'd pay a dollar more per car for the performance..."

Bigger, better, stronger doesn't seem to matter, according to Muetzel.

"We're wondering if the industry will be willing to pay the price for new technology and R&D. Much to our chagrin, I think golf cars are considered a commodity item. It's a seat for 36 holes," said Muetzel.

Even with the intense competition, the market isn't immune from new players. The latest Fairway Golf Cars, a division of Waukesha, Wis.-based Ortho-Kinetics, Fairway recently introduced a 48-volt single-rider car that the company said will cut playing time by 25 percent and increase rounds and revenue (see GCN April).

The single-rider has caused quite a stir, yet the Big 3 see it more as a supplement to an existing fleet, not a direct competitor.

"We have folks who are always looking at new products," said E-Z-GO's Skenes. "The single car will be a niche and I'm sure there will be courses who give it a try."

"I think the golf industry is far too traditional to modify," said Muetzel. "Now your talking about modifying cart barns, you're talking about changing how people ride when they play golf. Until the single rider cart can match the revenue stream of the traditional two seater...they're barking up the wrong tree."

"We've taken a look at it," said Joe Kelly, president of



dation (NGF), there are over 900 courses under construction, the most ever since the NGF started counting.

So if you thought the Big 3 were fighting it out for market share over the past years, you haven't seen anything yet. The ensuing months promise all out war.

"We're seeing a burst in growth," said Tom Wright, vice president of North American golf car sales for Club Car. "From talking to other people in related fields, like turf, there's going to be a lot of activity coming down the road. That's probably the function of a good economy. Things are looking pretty good."

And with that growth the industry will undoubtedly see Club Car, Yamaha and E-Z-GO sales representatives racing to these new course developments to ink lease deals before the first shovel of dirt is turned. If they're not, said Ron Skenes, manager of communications and media relations at E-Z-GO, they're simply not doing their jobs.

"If you miss the business the first time in the golf car business you're essentially out for three to five years," said Skenes.

That NGF figure represents 900 doors of opportunity swinging open.

"Any time you have that kind of growth everybody has to go for it," said Chris Plummer, director of marketing for Club Car.

But when you match up the Big 3, competition couldn't be any tighter. The production capability of the three manufacturers right now probably exceeds the demand. All three companies are well established with reliable distribution networks and strong client bases in place across the country and around the world.

The key, according to Plummer, is that you have to be first in the door to tell your story. "The last thing you want to do is get in last, because then it's a price game and that's a tough game to win."

For Plummer, the sales keys are performance, reliability and service and support.

Going into a client and selling on a hot new feature would add a nice differentiating point, but that doesn't seem to work, said Mike Muetzel, national accounts manager for Yamaha.

Muetzel tells the story of trying to sell a client a new breakthrough in golf car suspension: "The client loved the perfor-



Collegeville, Pa.-based Mid-Atlantic Equipment Corp., a golf car distributor.

"It [single-rider] would have to require more maintenance. Instead of 80 to fix they'll now have 160," said Kelly. "It's just harder to manage. Courses may supplement their fleet with a couple singer riders. But in terms of shift from a two seater to a single seater, I don't see that happening."

Kelly said his customers are taking a close look at aftermarket accessories for golf cars to increase the cars role in heightening the golfers experience and improving the operation of the golf course.

"They're particularly interested in yardage information systems and the new keyless golf car control system by Etec," said Kelly. "Anybody who has a lot of shotgun tournaments can, at the push of a button, electronically disable and enable an entire fleet of golf cars."

"People scoffed at GPS [Global Positioning Systems] just a few years ago," said Club Car's Plummer. "But now its reality. We're going to see more and more of it."

The single-rider will fight for its niche, rumors of new competition may bounce off board-room walls and new technology companys may work to expand the role of the golf car. But one thing is for certain: this is a three-company race for the foreseeable future.

"But none of us can afford to get lazy," added Skenes.



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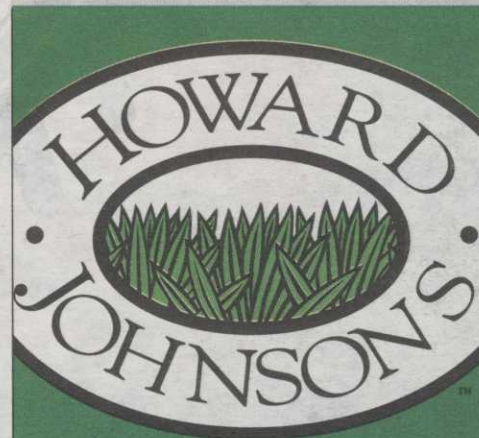
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CIRCLE #154



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CIRCLE #149

Lesco incorporates major boost to IT systems

ATLANTA — Atlanta-based CST Inc. today announced that Lesco, a manufacturer and distributor of commercial turf care and golf course products, has licensed CST Jacada to provide Java-based graphical client access for its information systems that link six production locations, sixteen distribution centers, in

excess of 320 store locations, and a direct sales force.

The addition of Jacada to Lesco's information system will provide easy-to-use graphical access to a variety of information and business transactions located on its AS/400 system for its distributed sales locations that include 235 drive-through

convenience stores as well as its direct sales force and Lesco Stores-on-Wheels, a fleet of trucks serving the golf course market.

"The adoption of CST Jacada fits our development strategy to deploy 'Best-in-Class' hardware and software to create an information infrastructure that will

help us archive superior customer service," said Wayne Murawski, vice president and chief information officer, "Lesco. "Jacada permits LESCO to gain greater enterprise access to information residing on our existing AS/400 without major disruptions to our business. We can then more easily reengineer our processes, organization assignments and computer systems," Murawski said.

CENTURY RAIN EXPANDS IN FLA.

MADISON HEIGHTS, Mich. — Century Rain Aid, a wholesaler of irrigation supplies, announced an expansion in Florida with the acquisition of two local distributorships, Atlantic Irrigation and AWF.

The four-store acquisition gives Century a total of 17 branches throughout the state, announced Mike Stein, Century regional vice president. Stein said the company has plans to open additional Florida branches in 1998.

Smithco

Continued from page 59

sembly is dropped into the trap and the speed is controlled by the speed boss," said Ted Smith, founder of Smithco. "The superintendent can set it at any speed he wants. But when he goes slowly it doesn't stir the sand...it causes much less commotion. The surface then becomes a lot more firm. The speed boss allows him steady control of the important finishing process."

When the raking implement is returned to the raised position, the "speed boss" disengages and full transport ground speed can be maintained.

Toro/St. Andrews

Continued from page 59

That works fine until the individual leaves. With SitePro we can build all of that into our system so well always know."

Forbes said he'd first witnessed the possibilities of SitePro while on a trip to Pinehurst, N.C. The system to be installed at St. Andrews will not have the Satellite Positioning option apparent at Pinehurst due, largely, to the differing habitats.

"The decoder boxes needed for Satellite Positioning could be hidden in the trees at Pinehurst," said Forbes. "We couldn't hide them at St. Andrews so we have gone for the radio option."

The system enables the head greenkeepers to travel the course with a handheld radio control and turn on individual sprinklers where they are needed. Thus, the greenkeeper controls and creates optimum water supply and a permanent record of irrigation activity that allows for precise water management.

With such a high-tech, expensive irrigation system will St. Andrews have its character altered with an increased application of water?

Not according to Forbes. "Our aim is to have hard, running surfaces. A good irrigation system is an insurance policy and should be used sensibly on a links course."

GOLF COURSE NEWS



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Toro secures exclusive with Wentworth Club

By TREVOR LEDGER

VIRGINIA WATER, Surrey, England — Wentworth Club has just committed itself to a five-year exclusive contract with Toro for all its irrigation and machinery requirements.

Chris Kennedy, golf courses manager at the unique tournament venue (it is the only club that hosts two European tour events) said was clear as to why Wentworth has been painted Toro red.

"We have three Toro irrigation systems installed and 70 percent of our machinery was Toro anyway. It is far easier

to carry spares for just one manufacturer so it makes sense to have all the machinery from one source.

David Cole, sales manager for Lely U.K., Toro's distributor, confirmed the arrangements. "Wentworth was looking to embrace machinery as well as irrigation with one single supplier. They [Wentworth] spoke to almost all of the machinery suppliers and decided on Toro.

What does this mean for the companies who have the

remaining 30 percent of the machinery at Wentworth?

"All non-Toro equipment is to be taken off site and a large fleet of replacements will be installed in two phases," said Cole.

The first phase of equipment was delivered in April with phase two starting April 1999.

No doubt the increased buying power such an exclusivity brings will enable the Surrey Club to negotiate a good deal, nevertheless new machinery does not come cheap. At £700,000 for the equipment contract alone, it is unsurprising to

hear that Cole is pleased to cement an existing relationship with such a unique tournament venue.

As more and more companies attempt to consolidate and get their foot in the door at countless golf courses, exclusive machinery and irrigation deals are likely to become commonplace, or at least less rare. Notwithstanding that fact, Toro have a prestigious feather in its cap having landed Wentworth and St. Andrews in the same month.



Turf & Garden expands into sod production

CHESAPEAKE, Va. — Turf and Garden, a division of Todd Farm Equipment, Inc. has expanded into the sod growing business.

The company's newest venture, "Southern Belle Turf Farms," located in Southampton County, Va., sits on a 269 acre tract of land along the Blackwater River.

Steve McCulloch, a 12 year sales veteran at Turf and Garden, member of the board of directors of Todd Farm and former golf course superintendent,

has been named Farm Manager.

David Rhodes, president, said, "Sod production is a natural fit in our business. We have the turf and irrigation expertise in-house, our sales and marketing arm are in place, and our existing customer base includes golf courses and lawn care companies. The obvious need was for the land, and now that dream is reality."

The farms will produce bermudagrass and turf-type tall fescue sod.

Jake distributor makes 'hands-on' possible at Penn State

UNIVERSITY PARK, Pa. — The Penn State University turfgrass program provides students with the opportunity to use state-of-the-art turf maintenance equipment — thanks to the efforts of companies like equipment distributor Krigger & Co., of Gibsonia, Pa., and Jacobsen Division of Textron in Racine, Wis.

During the 1997 summer and fall season, 43 Penn State turf students used equipment provided by Jacobsen and Krigger & Company to maintain research plots and enhance their education in turfgrass science and turf maintenance. The equipment included a Jacobsen Greens King V triplex greens mower,

Greens King walk-behind greens mower, LF light-weight fairway mower and Aero King verticutter-seeder.

"We are committed to supporting the education of turf students wherever we can," said Jacobsen vice president of quality and customer support, Tony Saiia.

Penn State's turf research facilities draw students primarily from the Turfgrass Science baccalaureate program, plus the Turfgrass Management two-year program and Landscape Contracting baccalaureate program.

FROM THE COVER

Rain Bird/ AGC

Continued from page 1

Bird distributors are currently putting AGC personnel through one- and two-day orientation sessions.

It's no secret that exclusive agreement with management companies are increasing industry wide as management company breadth increases. This, said Wendi Abrams, Rain Bird's national sales manager, could make things easier for a supplier's sales force.

"Equipment purchasing decisions are being made by the management companies, not the individual courses," said Abrams. "So it certainly helps us when we're dealing with one group of decision makers over many, many courses.

"With the American Golf arrangement we're obviously interested in the financial aspects of the agreement, but more importantly we're interested in being involved with a company that, we believe, created that market and leads that market."

Abrams likens AGC and other large course management companies to the Wal-Mart and super-store scenarios. It's about volume.

"Mass-merchandisers re-created the market for other manufacturers," said Abrams. "We feel that's what American Golf is doing to golf. They push us to stay cutting edge and keep our cost structure down. In turn, that keeps us sharper and more competitive."

Zeneca launches Web site

WILMINGTON, Del. — Zeneca Professional Products has made available a new information vehicle for the turf and pest control markets with the introduction of its website at www.zenecaprofprod.com.

Visitors to the site can access information on the entire Zeneca professional products portfolio, which includes its turf and ornamental and pest control product lines.

The site features comprehensive information for each product, including efficacy information, handling and application recommendations, mode of action, fields of use and trial data.



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CIRCLE #150

Lesco introduces Penn G-2

Lesco, a leading manufacturer and marketer of turf products, has introduced Penn G-2 for putting green surfaces.

Penn G-2 is a creeping bentgrass offering an exceptional putting surface especially where heat, humidity and the potential for disease are significant. It has been specifically de-

veloped to be maintained at very low cutting heights and has exhibited excellent tolerance to heavy traffic from golfers. Absence of grain and the above qualities easily provide long true putts.

For more information on Penn G-2, contact 800-321-5325.

CIRCLE #201

Andersons ready with Tee Time

The Andersons have introduced Tee Time 16-2-6 organic plant food with 50 percent Nutralene and Nature Safe.

Tee Time value is designed to develop strong turf that resists stress from traffic, disease, and environmental extremes. The combination of Tee Time ingredients and Nature Safe strikes a de-

sirable balance between turf safety and good growth response.

The unique formulation process used for Tee Time 16-2-6 produces a homogenous, fairway sized product suitable for broadcast applications. In keeping with today's environmentally conscious superintendents, this product can be used

for all types of turf when applied at recommended rates. Its dual nitrogen sources become available over several months time following application.

The natural sources of blood meal, feather meal, potash and phosphorous provide for an unusually complete natural turf nutrition application which will provide excellent long term turf quality.

For more information, contact 800-253-5296.

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Simplot blends Superturf

The J.R. Simplot Company, manufacturer of the Best family of fertilizer formulations for the golf course and professional turf industries, has introduced SuperTurf.

Competitively priced, SuperTurf is engineered to deliver the superior 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—the leading homogenous N-P-K fertilizer west of the Rockies—with the proven performance of Polyon polymer- and TriKote polymer/sulfur-coated urea prills to produce a 55 percent controlled-release, 25-5-5 product. The three components work in concert to produce a fertilizer that is both long-lasting and highly predictable.

For more information, contact 209-858-2511.

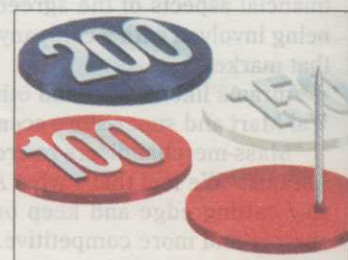
CIRCLE #203

Par Aide spruces up distance markers

Par Aide's new, cast aluminum, fairway distance markers deliver high visibility, long term durability, and easy maintenance while helping players increase their accuracy at distances of 100, 150 and 200 yards.

Molded form cast aluminum, the disk-shaped markers complement a course when appropriately placed on both sides of the fairway. An offset spike mounts markers flush with the turf. Replacement markers and special distance markers are also available. For more information, contact 888-893-2433.

CIRCLE #204



ZENECA Professional Products

CIRCLE #144

GOLF COURSE NEWS

Letter/WGA

Continued from page 14

harming their enjoyment of the round. This is a golfer issue not a walking v. cart issue.

And we are doing something about it.

We are currently negotiating with the City of Rockville and the professional staff at their municipal layout, Redgate Golf Course, to partner in the creation of an educational video for golfers which will be filmed this spring.

This 15 minute video would be displayed in pro shops or concession areas and explain to players in a simple clear way a dozen speed of play or rule of play tips to speed their rounds. We want these tips to be something players immediately take to the course and use.

Once we are successfully educating golfers, then we want to help golf courses to train their marshals on how they can enforce these rules effectively. Marshal training is currently time consuming and potentially expensive for a golf course.

Marshal turnover is high, forcing continuous reeducation on part of the golf course creating inconsistency at a particular golf course and one course to the next.

To this end we intend to create a Marshal Training Program. This program, which will include a 30 to 60 minute video, work book and test will save golf courses hundreds if not thousands of dollars.

You know as a golfer, there is nothing more frustrating than a marshal flying up to your group and yelling at you for slow play when you have been the person waiting for others during the entire round and doing everything you can to get the group to pick it up.

You leave the golf course with a bad taste in your mouth feeling like that marshal has no idea what your group was doing or how to manage play on the course — let alone how to talk to

people.

Through our training program, a marshal will be taught how to quickly observe a group and then strategically engage with them in a positive way to speed up play. The program will, even more importantly, teach marshals how to manage and maintain play in the first place!

Many times marshals are the ambassador of a golf course. Other than the guy that took your money and the kid at the concession stand, you might not meet any other staff at the course. Therefore, it's in the interest of the golf course that marshals are well trained, personable and good shepherds.

'Once we are successfully educating golfers, then we want to help golf courses to train their marshals on how they can enforce these rules effectively.'

—Graham Whatley

This is actually where the opportunity comes in for *Golf Course News* and ourselves to work in some way with Redgate and the City of Rockville. How could we partner to distribute these marshal training videos and publicize this program? Our issue is not the pro-

duction but building a solid distribution network.

Furthermore, we are going to be conducting a lot of research in partnership with golf courses and the National Golf Foundation.

Redgate, for instance, is very interested in working with us on some of the problems they face.

Bottom line, our goal is not to be adversarial. Your article, I'm afraid appeared to portray us that way. We will not be able to work with and attract golf courses if they perceive we plan to order them to simply allow walking. It's unrealistic.

We believe this can definitely be a win-win situation for everyone.

Furthermore, I hope there is a way we can work together in the best interests of the spirit of the golf.

Thank you,
Graham Whatley

Hurdzan/flat pipe

Continued from page 15

pretty harsh thought I would admit, but not without a fair amount of truth.

We are living in a period of rapid technological innovation and application that is trending toward a pattern of life that is more naturally sustainable. This period has no foreseeable end and the pace will only quicken as we learn more about the complex world in which we live. Hence it is an individual decision to either grow or not, but to frown on a new idea or concept without giving it an unbiased delibera-

tion, to me, signals being past your prime.

For all of those reasons I am surprised that flat tile in greens would generate controversy — stimulate thought perhaps, but not generate controversy.

Build a test green by first sending off your rootzone material to a certified lab to be sure it meets some performance standard or selection criteria. Then build a test plot with about 1 1/2% slope as you would in a golf green, divide the green with an impermeable barrier, install round tile on one-half and flat tile on the other, with each system having its own sampling pit to catch leachate — then make a decision.

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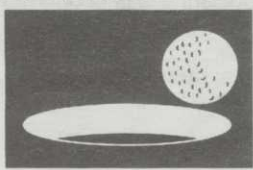
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CIRCLE #151

Is golf getting greener?

Edit note: On March 12, Scientists and representatives of the golfing industry recently attended the second "Is Golfing Greener?" workshop at the University of North Carolina at Wilmington. The following highlights the presentation given by Todd Miller, executive director of the North Carolina Coastal Federation.

By TODD MILLER

Since our first conference, there is now a much better understanding of how golf courses and the environment can be compatible. Aiding in this better understanding is the work of a national committee of golfing and environmental interests. It

has worked to: Organize two national conferences that served as a catalyst for discussing golfing and environmental issues; prepared Environmental Principles for Golf Courses in the United States that provides a framework for how golf can co-exist with a healthy environment; and drafted performance measures and a collaboration guide that should assist in the use of

the principles.

Membership on this national committee is diverse. It includes representatives of the U.S. Golf Association, the Golf Course Superintendents Association, the U.S. Environmental Protection Agency, National Wildlife Federation, NC Coastal Federation, and others. The Center for Resource Management, based in Salt Lake City, has coordinated

the work of this project.

The committee made substantial progress by advocating environmental principles for planning and siting of golf courses, design, construction, maintenance, facility operations, and golfer education. Golfers and environmentalists involved in this effort agree that there are two basic ways to prevent environmental damage from golf courses.

First, golf courses must be properly planned, sited, and designed. They acknowledged that the presence and extent of some types of sensitive environments may render certain locations unsuitable for a golf course.

Second, once the golf course is designed, it must be con-

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'Over the last five years, I have been extremely impressed by the commitment of golf course superintendents to minimize the impact their courses have on the environment.'

—Todd Miller

structed, maintained and operated based upon local environmental conditions. Even golf courses that are well constructed, managed and operated can have unacceptable negative environmental impacts if they are located in the wrong place.

Over the last five years, I have been extremely impressed by the commitment of golf course superintendents to minimize the impact their courses have on the environment.

I've also had the opportunity to work with some of the leading golf course designers in the country.

They have demonstrated to me that good design can avoid environmental damage. The initiative shown by many leaders in the golfing industry could serve as a role model for other industries once tangible environmental results are demonstrated. But translating the environmental principles into real environmental protection is still a formidable task, particularly since we have made no progress improving the process by which sites are selected for new courses in coastal North Carolina.

For example, a golf course currently under construction in

Continued on next page

GOLF COURSE NEWS

Is golfing greener?

Continued from previous page

Brunswick County illustrates the need for better siting, design and construction standards. This course was sited and designed before the environmental principles adopted by the golfing industry became available.

It is located immediately adjacent to a primary fish nursery area and open shellfishing waters. It was approved by the state with standard requirements for erosion control. Since construction started, the course has received repeated State inspection reports stating that it is out of compliance with erosion control standards. One report states that the degree of damage to the environment has been severe.

Recent water quality studies in Sunset Beach and Calabash indicate that golf courses are contributing nutrients to coastal waters. Estuaries are susceptible to nutrient pollution. Nutrients can accelerate eutrophication resulting in algal blooms, reduced transparency, undesirable shifts in algal and fish populations, and even fish kills.

These studies found that Chlorophyll Total Nitrogen, and Total Phosphorus values in areas which drain golf courses are comparable to areas which drain high density, septic tank dependent areas.

If courses are sited directly adjacent to fragile estuaries without significant vegetated buffers, the impact of fertilizer use even at agronomic rates can be unacceptable.

The environmental benefits of improved operation and management will never compensate for poor site selection since it only takes minimal disturbance to alter the productive ecological balance of coastal estuaries. Coastal waters simply have little tolerance for pollution.

Golf courses attract associated real estate development. The magnitude of this attraction is described in the *Wilmington Morning Star* (October 19, 1997) article entitled, "Land Rush: Sales Boom at Brunswick County Golf Communities."

The article quotes a local realtor saying, "There's still a lot of dirt to sell in Brunswick County." This additional development magnifies the environmental damage to the coastal environment. If better sites for golf courses are selected, then it is likely that this development will also be attracted to more environmentally compatible locations.

Significant progress has been made in the last five years in our understanding of golf courses and the environment. It is my impression that the operation and management practices at golf courses have improved with the help of this new information. The focus should now be on improving the selection of sites for new golf courses.

Voluntary measures that encourage improved site selection will only be marginally effective as long as conscientious developers are forced to compete with developers who profit by taking advantage of rules that allow significant environmental degradation. The only way to level the playing field is to adopt minimum rules for avoiding the environmentally sensitive coastal areas.

This is an objective that the environmental and golfing community should accomplish together over the next five years.

GOLF COURSE NEWS

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September

7-10 — *Responsible Industry for a Sound Environment annual meeting in Palm Beach, Fla.* Contact 202-872-3860.

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1-3 — *International Irrigation Expo in San Diego, Calif.* Contact 703-573-3551.

1-3 — *Georgia GCSA annual meeting at St. Simons Island.* Contact Karen White at 706-769-4076.

4-6 — *Penn State Golf Turf Conference in State College, Pa.* Contact 814-863-3475.

9-12 — *West Virginia GCSA Turf Conference and Show in Morgantown, W. Va.* Contact Robert Maguire at 304-243-4154.

9-13 — *New York State Turf & Grounds Exposition in Syracuse, N.Y.* Contact 800-873-8873.

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10-12 — *Rocky Mountain Regional Turfgrass Association Conference in Denver.* Contact 303-770-2220.

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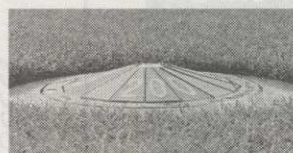
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110	Rhone-Poulenc*	28-29
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131	Rohm & Haas	48
—	Rohm & Haas	33
132	Rohmid LLC*	24
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134	Smithco	41
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139	Toro Comm'l. Prod. Div.	32
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109	Zeneca Professional Products	44-45
—	Zeneca Professional Products	25

*Appears in regional edition.

CCA/PGA ETC

Continued from page 1

-ments accepted the ClubCorp offer after consulting with the two other primary shareholders. Primary shareholders of PGA ETC are PGA European Tour, which owns 18.9 percent and International Management Group (IMG), which owns 19.3 percent. Approximately 38 percent of the shares are in the hands of the public.

Said Robert Dedman Jr. president and chief executive officer of Club Corporation International, "Our company expects to complement the expertise and skills of PGA European Tour and IMG with the 40 years of successful experience we have had in operating tournament-caliber facilities while building quality relationships with tournament sponsors, players and host course owners."

PGA ETC owns and manages high-profile courses in England, Sweden, and Portugal which are the sites of internationally prominent golf tournaments. In England, PGA ETC owns a 50-percent interest in the Woburn Golf Club near London, the home of the British Masters, as well as two other tournament courses near London, Collingtree Park and Stockley Park.

The PGA ETC-owned property in Sweden is the home of the Scandinavian Masters.

In Portugal, PGA ETC owns the Quinta do Lago golf courses on the Atlantic coast, which have been the site of numerous tournaments such as the Portuguese Open and the Johnnie Walker Euro Classic. PGA ETC has a course built to Ryder Cup standards near Barcelona, Spain, currently under development.

Club Corporation International owns or manages more than 220 golf-related properties and private clubs worldwide.

Leslie comment

Continued from page 14

Gamble used to use the Good Housekeeping Seal of Approval," said Bob Swift, general manager of Indian River Club in Vero Beach, Fla., one of seven fully certified Audubon Signature golf facilities.

"What's really ironic," said superintendent Tim Hiers at Collier's Reserve in Naples, Fla., "is, you hear somebody say 'We don't have the money to join [Audubon golf programs].' They're really saying: 'We don't have the fortitude, desire or intent to do what is right.'"

...

Upon hearing that his design of The Classic at Madden's had won third-best New Upscale Public Golf Course in 1997, superintendent Scott Hoffman said: "My first reaction was that I was really happy for Brian [owner Thuringer], that it worked out. Not to sound like I'm not grateful, but when I look at the ratings, how do you rate all these golf courses? It's like rating your kids: Which is best? There are a lot of great courses out there. We were fortunate. It's good for our area."

...

Carter Morrish's pay from Bill O'Connor for designing three holes on the cliffs overlooking Malibu in 1992? (See story page 39)

"My deal with him was no charge," Morrish said. "He was to take me to play Riviera, Bel-Air and Los Angeles Country Club."

Golf Course Marketplace

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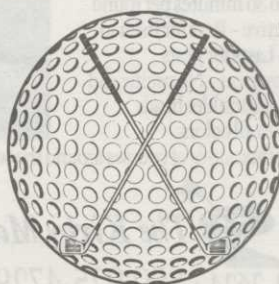
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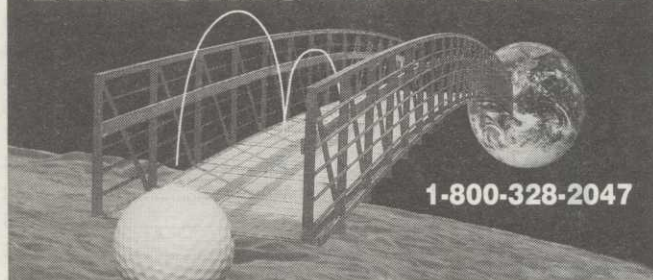
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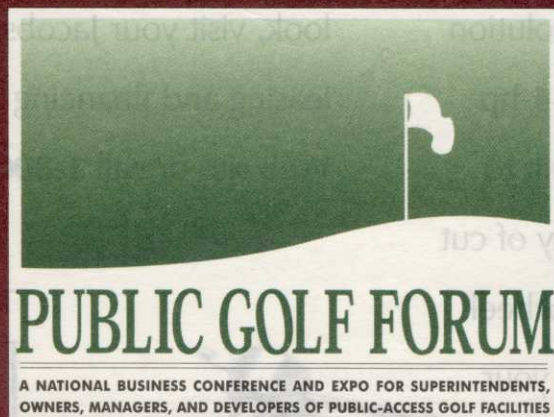
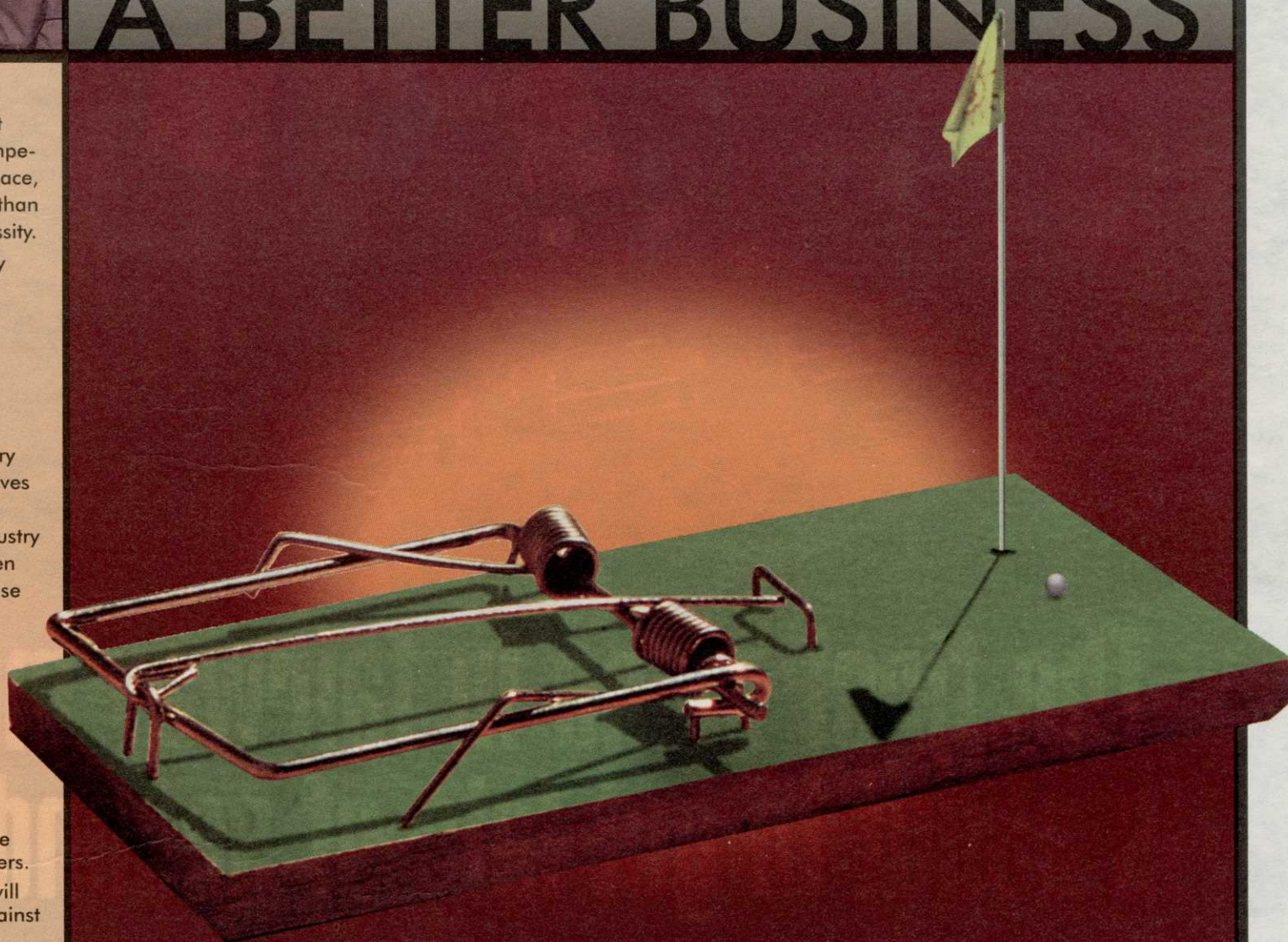
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