

# GOLF COURSE NEWS

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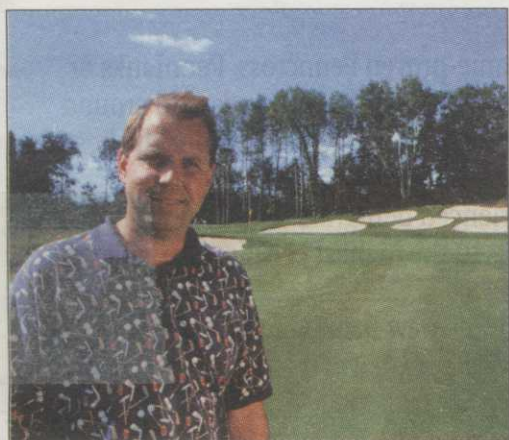
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With more than 900 courses under construction, the golf car market has never been busier ..... 61

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When the "new" wears off at a golf course, put on a new dress. .... 17



#### 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

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## 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-

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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

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## 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

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

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