

GOLF COURSE NEWS

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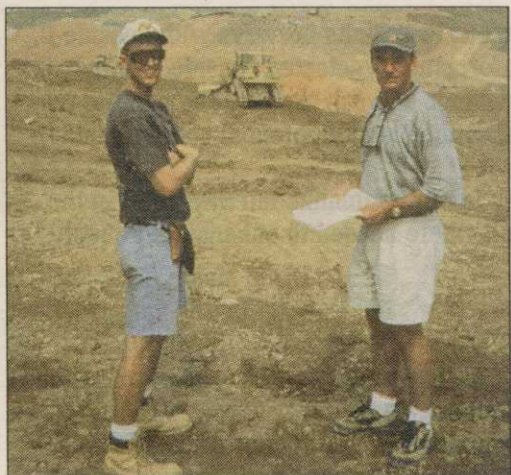
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Spotlight on Asia: Vietnam

Vietnam has the best chance among its Asian neighbors to develop an industry that isn't overgrown 9



NICKELS GETS A JUMP START ON KOREA
Doug Nickels (right), of Nickels Golf Group, and shaper Cliff Hamilton on the fairway at Club 200. See story page 33.

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Texas seeks shelter from the heat

By MARK LESLIE

DALLAS — A typical day in August: The heat climbs to 101 degrees at noon, reaches 104 around 4 p.m., drops back to 101 at 7 p.m., and slowly descends to 90 by midnight. The low for the day is 82, recorded at 3 a.m. Water levels on Falcon and Amistad lakes along the Rio Grande are 50 feet below normal; boat ramps look like they are sitting on a cliff.

With four to five hours above 100 degrees nearly every day from July deep into August, and with an inch or so of rain in more than two months, Texas cooked on a high simmer — to the point that lives were in danger when precautions weren't taken.

That's the human side.

Continued on page 22

N.C. State/Fazio next with research & teaching course

By MARK LESLIE

RALEIGH, N.C. — North Carolina State University is on the verge of building an 18-hole golf course on its Centennial

Campus here that will serve as a research, teaching and extension facility.

The Tom Fazio-designed course will be part of a hotel conference center complex that will be developed and operated by private enterprises, according to Dr. Charles Peacock of the Department of Crop Sciences and NC State's point man on the project.

The private companies
Continued on page 24

Golden Bear Inc. hits hard times

NORTH PALM BEACH, Fla. — At the beginning of July, Donald Trump dismissed Jack Nicklaus' construction company, Paragon Construction, from the job of building Trump's \$40 million resort just South of Palm Beach International Airport.

That was just the beginning of Golden Bear Inc.'s trouble.

At the end of July, Golden Bear said that it would restate its 1997 results after discovering that former managers of Paragon deliberately falsified reports, misrepresented

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GOTTA HIT IT FAR AT CINNABAR

SAN JOSE, Calif. — Cinnabar Hills Golf Club's #8 is a dramatic 222-yard par 3 perched atop the Canyon course. See story page 30.

Creative management ideas abound at PGF

By PETER BLAIS

The "Build It And They Will Come" philosophy may work in the Iowa ballfield business. But in golf, it takes efficient management and creative marketing to get golfers past the bag drop area as the speakers at this year's Management/Marketing Track of the Public Golf Forum can attest.

Six management/marketing sessions are on the line-up card at this year's *Golf Course News*-sponsored business conference and expo for superintendents, owners, managers and developers of public-access golf facilities on October 26-27 at Rancho Las Palmas Marriott Resort in Palm Springs, Calif. The Management, Development

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GLOBAL GOLF: NEPAL'S 'NEW MONUMENT'

KATHMANDU, Nepal — Proof that golf is truly global can be found here in the King of Nepal's 800-acre, walled hunting park which also contains the Royal Summer Palace. Astaff of women plant a green blade by blade on the King's new course (above). The organic matter consists of composted rice husks and fresh, local elephant manure, the latter being collected daily from the jungle by a team of 60 laborers.

What they're saying about The New Penn Pals

"Penn A-4 enhances the game of golf. It is my personal feeling that Penn A-4 is one of a number of significant contributions to the game of golf by Dr. Joe Duich." "Awesome."

Cutler Robinson, CGCS, Supt.
Bayville GC, Virginia Beach, VA

"Simply stated, everyone who has played Bayville comments the greens are 'the best they have ever putted.' This grass allows our members to experience 'tour' quality putting and green speed without jeopardizing fairness and enjoyment. Properly managed, Penn A-4 is, in my opinion, the best grass to date and has set a new standard for excellence."

Dean Hurst, PGA Professional
Bayville GC, Virginia Beach, VA

"Even though summer temperatures can reach 115-120°, we've cut our Penn A-4 at 7/64" for more than a year with no problems."

Doug Anderson, CGCS, Supt.
The Vintage Club, Palm Desert, CA

"For me, the lower the cutting height, the better the management (Penn G-6)."

Pete Gerdon, Supt.
Grandfather Golf and CC, Linville, NC

"Because of the short season at our 7,500 ft. elevation, we sodded our rebuilt greens with 42" wide rolls of Penn A-4 from West Coast Turf in California."

There, we found a source for rootzone sand that closely matched our own, and the long, wide rolls minimized seams. We re-opened 5 weeks after sodding, and dense, fibrous roots reached 10-12" in a matter of months."

Kevin Ross, CGCS, Supt.
CC of the Rockies, Edwards, CO

"Quality of the Penn A-4 putting surfaces at The Estancia Club is beyond comparison. Ball roll and the pace of the greens are excellent. I would not hesitate using Penn A-4 again."

Carl Rygg, CGCS, Supt.
The Estancia Club, Scottsdale, AZ

"Penn A-4 Greens do not cost more. While they do need more topdressing and aerification, they require significantly less water, fertilizer, and pesticides."

Ted Hunker, Supt.
Tartan Fields GC, Dublin, OH

"We've overseeded Penn G-6 into our Poa/bentgrass greens after aerifying a total of five times. We fill the holes within 1/4 to 1/8" with sand, seed with one lb. per 1,000 sq. ft., then topdress. When the Poa stresses under heat pressure, Penn G-6 will re-populate that area."

John Lof, Supt.
Michelbook CC, McMinnville, OR

"Penn A-4 greens do not mean more work, more trouble, and do not cost more money to maintain. In fact, just the opposite may be true. We have found that they require fewer cultural practices such as vertical mowing and brushing."

In two years of managing Penn A-4, we have not observed any brown patch or dollar spot, and greens require limited amounts of fertilizer."

Kurt Thuemmel, CGCS, Supt.
Walnut Hills CC, East Lansing, MI

"I overseed our 18 old greens with 1/4 lb. per 1,000 sq. ft. of Penn A-4 each time we aerify. Now, with single cut and roll, our green speeds are consistently fast at 12 to 12-1/2'. Where ball marks tend to tear older bents, they just make dents in Penn A-4."

Pat Franklin, Supt.
Plum Creek CC, Fishers, IN

"We resodded high stress areas in our PennLinks fairways with Seaside II, and are very pleased with its performance. I selected Seaside II with improved dollar spot disease resistance and salt tolerance to address two major turf challenges; the coastal influence and potential sodium buildup from irrigation."

We find Seaside II a strong ally to our PennLinks fairways, and in the future, will slit seed with Seaside II where needed to enhance turf quality."

David Major, CGCS, Supt.
Del Mar CC, Rancho Santa Fe, CA

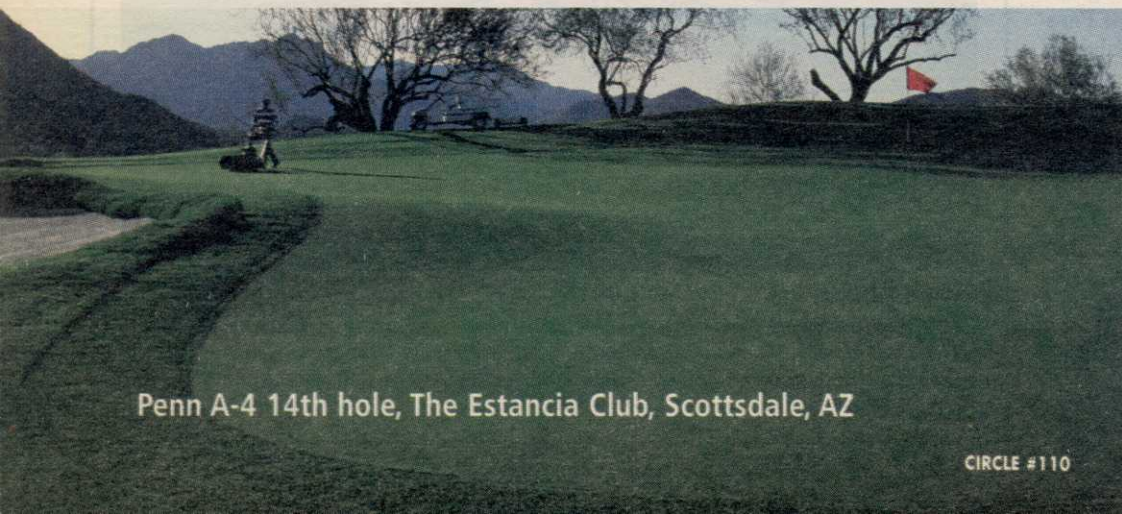
"We have 36 putting greens and 4 practice greens that have been converted from Toronto C-15 to Penn A-4 Creeping bentgrass."

When the greens were placed in play the spring after conversion, comments from our golfing membership were very positive even though turf maturity had not been reached. Putting trueness and turf appearance were among the positive remarks most often mentioned. Now that the putting surfaces have additional development, comments are the greens are superior to anything they've played."

Bill Byers, CGCS, Supt.
Des Moines G & CC, West Des Moines, IA

"Comments from golfers have been extremely positive (Penn G-2)."

Jeff Hill, CGCS, Supt.
Pinehurst Resort and CC, No. 8, Pinehurst, NC



Penn A-4 14th hole, The Estancia Club, Scottsdale, AZ

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Penn A-2
Penn A-4
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Penn G-2
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BRIEFS

AURORA, Colo. — U.S. Home Corp. has broken ground at Heritage at Eagle Bend. U.S. Home plans to build an 18-hole course designed by Arthur Hills and Associates along with more than 2,400 residential units and a 30,000-square-foot, lodge-style clubhouse and community center on the 1,000-acre property located south of Denver.

...

CHESAPEAKE, Va. — The 45-hole, Cahoon Plantation golf complex is on schedule to open its new 18-hole, par-3 course in October and the 27-hole championship course by spring 1999. Ault, Clark & Associates designed the golf complex and SAJO Construction built it for owner Wallace Cahoon. The course features bentgrass tees, greens and fairways.

...

KINGSTON, Mass. — Construction is underway on what will reportedly be the first course in Massachusetts to irrigate with effluent. Indian Pond Country Club will be the primary site for disposing of treated wastewater from the town's planned treatment facility. Damian Pascuzzo designed the 18-hole, semi-private layout, which is scheduled to open sometime in the year 2000. Fred Tonsberg is the developer.



PRESIDENTIAL SWINGER

President Bill Clinton (left) receives some tips from Maroon Creek Club (MCC) Director of Golf Todd Williams during a recent presidential visit to the exclusive Aspen, Colo., golf facility. Clinton reportedly experienced the full gamut of Colorado weather during his round, playing through sunshine, wind, lightning and rain. Clinton's playing party reportedly included six of the Democratic Party's biggest financial contributors, three of whom are MCC members. Photo by Dick Durrance II.

University of Arkansas upgrades turf management program

FAYETTEVILLE, Ark. — The University of Arkansas is looking to expand its program for training turf professionals, according to *The Arkansas Democrat-Gazette*.

Mike Richardson, chairman of University of Arkansas' turf sciences program, said the university has added a full major in turfgrass management.

Lying in the temperate zone, Arkansas can be a challenging place to grow grass. It's this balancing act between warm- and

cool-season grasses that makes Arkansas a good place to teach students how to care for turf, Richardson said.

Students will be required to undertake internships at the area's golf courses. The program officially starts this fall.

The university surveyed turf-industry employers to find out what skills would be most important. As a result, three areas will be emphasized: basic agronomy, agriculture machinery and business management.

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Evergreen seeks involvement in California project

CAMARILLO, Calif. — Evergreen Alliance Golf Limited is seeking to replace another investor who decided to pull out of a project to develop an 18-hole course and 16,000-seat amphitheater near the former Camarillo State Hospital.

Evergreen expected to receive approval from the Ventura County

Board of Supervisors this summer.

Evergreen would replace CEC Properties Inc., which has been with the project since the start. Evergreen, based in Dallas, manages and develops public and private courses across the country.

The county is also asking that the agreement between the developer and county be extended

six months with the possibility another six. The extension is needed because of a lawsuit and delays in getting permits. Superior Court Judge Barbara Lane will decide soon whether to allow construction of the course.

The Environmental Defense Center in Ventura and the California Native Plant Society contended

in court that Ventura County's development plan violates state law and local planning policies. They hope to overturn approval of the project, launched by the county nearly three years ago to generate money for its financially strapped parks system. The proposed 320-acre park would gen-



erate up to \$750,000 yearly for the county to help support the parks system.

Charles Howard has designed a course for the site.

The county would ideally like to start construction later this year and hopefully open the course in late 1999 or early 2000.

Jacobsen may design northern California track

MENDOCINO, Calif. — Mendocino County supervisors and the Fort Bragg City Council have agreed to put up a \$250,000 guarantee apiece toward construction of a \$7.5 million course near Noyo Harbor.

If approved, the 18-hole facility would be developed and owned by the Mendocino Coast Recreational and Park District. The park district would sell bonds to finance construction costs on the 330-acre site.

Current property owner Georgia-Pacific Corp. has offered to sell the land to the district for \$475,000. The district needs to obtain additional permits, meaning the start of construction is still at least 12 months off.

Jacobsen Hardy Golf Design has been selected as course architect. A builder and management firm will be selected at a later date.

An economic feasibility study by Economic Research Associates indicated the course should host 52,000 rounds annually. Jim Hurst has directed the Regional Park and Golf Course Steering Committee for the past few years.

Fazio to design Virginia SGA headquarters

POWHATAN, Va. — Eastern Powhatan County is slated to be the new home of the Virginia State Golf Association (VSGA) golf complex.

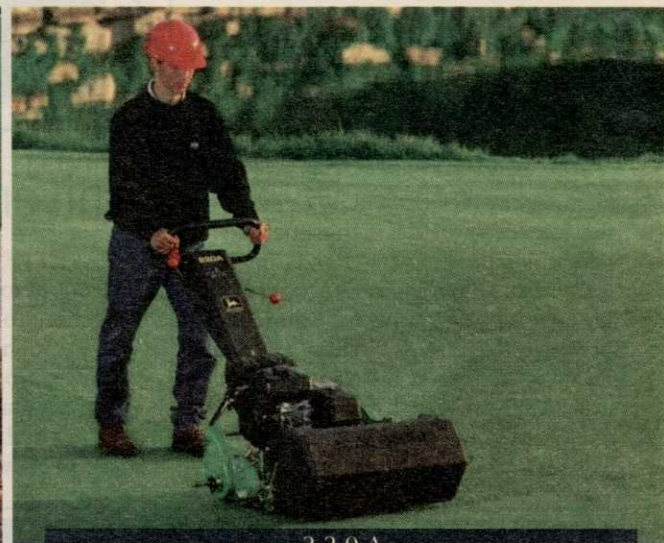
The project is estimated to cost \$12.8 million and will have 18 holes of championship golf, a nine-hole short course and practice facilities.

Tom Fazio will design the golf facility. The center will feature a 12,000-square-foot clubhouse, education center, museum and library, turfgrass research center, instructional learning center and dormitory.

Groundbreaking will take place next spring, with completion scheduled by the spring of 2001.



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Washington state course layout to make way for new industry

REDMOND, Ore. — One of Central Oregon's golf courses probably has a few more years left before moving on to another use.

"My guess is that in five to six years (Juniper Golf Club) will be buildings and industrial property for the (Redmond) airport," Bruce Wattenburger, general

manager and head professional at the club, told *The Bulletin*.

If that happens, a new course is planned near the Deschutes County Fairgrounds. The change in location is forced by an expected large increase in rent in 2006, when Juniper's lease expires.

The course is owned by the

city of Redmond. The club makes a token rent payment of \$1 per year. However, the federal government requires that lease payments reflect fair market value, which would push the lease to \$100,000.

If the property were rezoned for industrial use, the market value could be \$1 million.

So the city decided to change locations of the golf course to maintain a recreational opportunity. The new \$4 million course, if all goes according to plan, will be ready for play in 2002, Wattenburger said.

Juniper opened in 1952 with nine holes, with the second nine added in 1987.

Voters asked to OK Chicago course buyout

CHICAGO — Prospect Heights park district officials likely will go to a referendum this fall, to ask voters for money to buy the Old Orchard Country Club.

Park district board members discussed a referendum during a recent special meeting. If the board votes in favor of a referendum during an August meeting, it will put the question on the November ballot.

Park officials still are negotiating with the golf course owners, but Commissioner Dan Pavlik estimated the district will have to pay between \$5 million and \$7 million for the property.

S.C. developers need go-ahead to remove trees

CHARLESTON, S.C. — Kiawah Island's developers are seeking permission to remove 88 trees as part of a planned 400-acre private golf course development on the Andell property of Seabrook Island.

The trees, mostly oak and sweet gum, would be removed as part of a golf club and residential development on farmland and a forest off Kiawah Island Parkway.

The developers are Kiawah Resort Associates (KRA) and Virginia Investment Trust. The golf course would be designed by Tom Watson.

If the developers get the approvals, construction could begin this fall, with the course ready for play by fall 1999 and a grand opening in spring 2000.

Golden Bear to design Mo. links

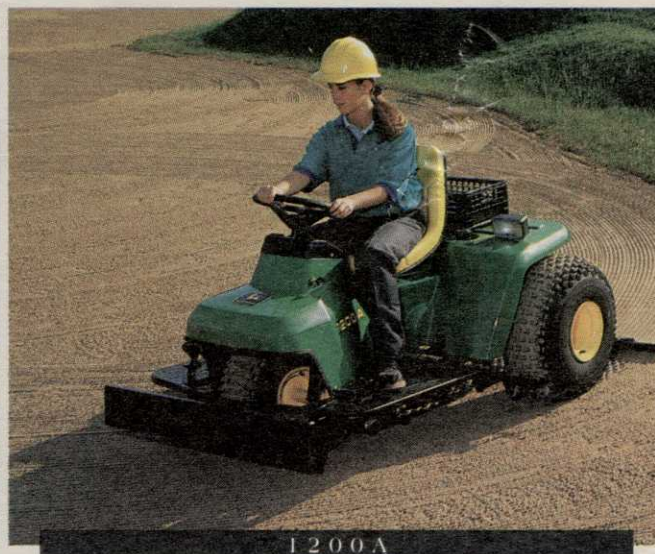
LAKE OF THE OZARKS, Mo. — Jack Nicklaus will design a new course at the Lodge of Four Seasons here.

The course will be called The Golf Club at Porto Cima and is scheduled to open in the spring of 2000. Four Seasons already has two courses in Seasons Ridge Golf Club and the Robert Trent Jones Sr. Course.

The resort has spent over \$1 million to upgrade the two courses and facilities in the past year.



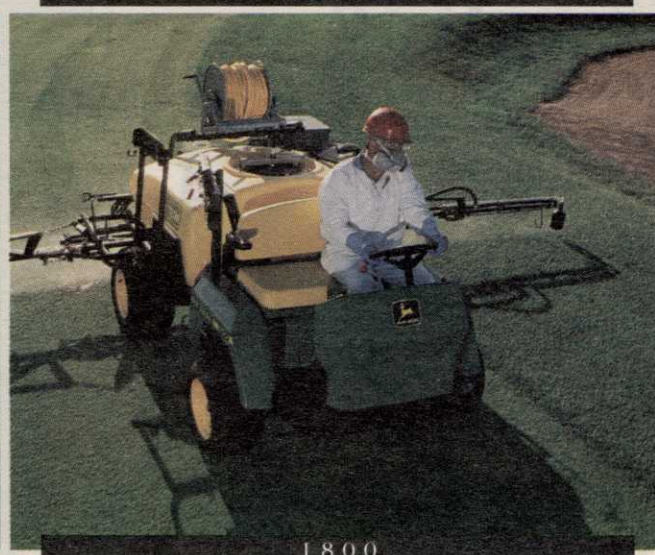
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Arsenic scare won't delay Fla. base redevelopment

ORLANDO, Fla. — Arsenic contamination along the golf course at the closing Orlando Naval Training Center should not delay efforts to rebuild the base into a small city, according to *The Orlando Sentinel*.

Consultants said they found the material only in the top 6 inches of soil, all of it on the golf

course. The toxin had not leached into ground water.

"That's good news," Shane Benner, Orlando's environmental supervisor, told *The Sentinel*.

There had been fears the arsenic might have seeped deep into the earth, and that could have pushed back redevelopment plans. But by remaining

close to the surface, the pollutant could be scraped off and hauled to a landfill, where it could be buried under tons of garbage.

The estimated cleanup cost is as high as \$3 million. The Department of Defense, which is selling the base to the city, has promised to pay for the work.

Arsenic used to be found in some

pesticides until the chemical was banned 20 years ago. Preliminary checks of the 100-acre, 18-hole course found levels 25 times higher than acceptable by Florida law. The course, on the east side of the base, will become a housing subdivision after the turn of the century.

Orlando is buying the Navy base for about \$4.6 million.



Once the city takes control, it intends to sell the property to Orlando Partners for \$5.8 million. Orlando Partners proposes transforming the site into a community of 1,900 homes and condominiums, 1,300 apartments, 1.5 million square feet of offices, 350,000 square feet of shops and 215 acres of parks.

Nashville eyes First Tee facility

NASHVILLE, Tenn. — Nashville's Metropolitan Parks and Recreation and the Tennessee Golf Foundation's Vinny Pro-Celebrity Invitational hope to build a First Tee golf course in Nashville.

The Riverview Course, a nine-hole short course at Shelby Park in East Nashville, will be extensively renovated as a par-three First Tee course. A new clubhouse will also be built there to serve as home for instructional, educational and vocational junior golf programs.

The First Tee plans to have 100 junior courses under development nationwide by the end of the year 2000.

First Tee will provide seed capital and fund-raising support. The city of Nashville will continue to own the course and Metro Parks and Recreation will operate and maintain it. The Vinny, as part of the Tennessee Golf Foundation, will be responsible for fund-raising efforts to renovate the course as well as for funding the costs associated with programs and staffing for the facility.

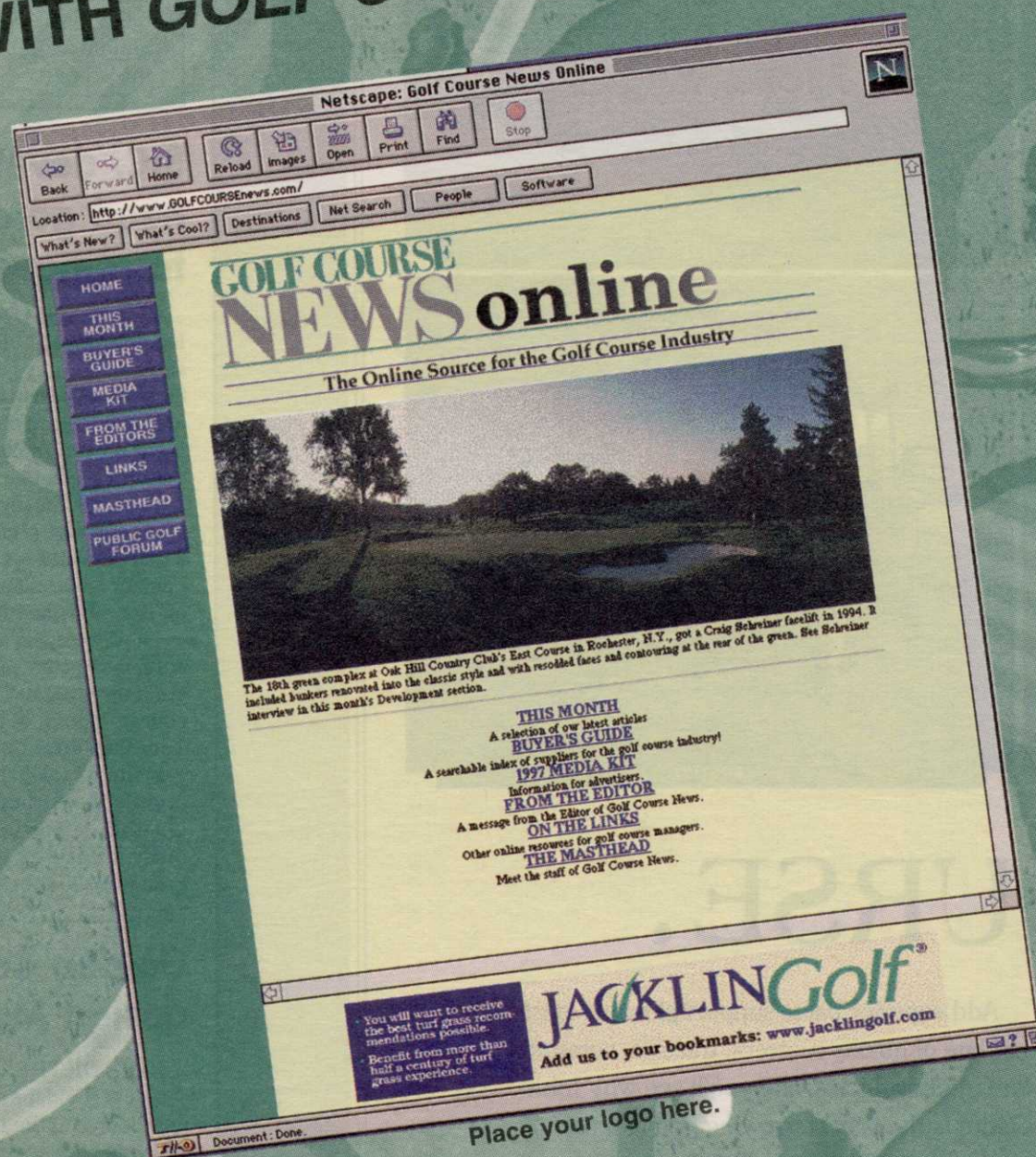
Architect Bob Cupp will donate design of the course. Earl Swensson and Associates will donate the clubhouse architectural design.

Cupp will use a to-scale, 70-plus year-old nine-hole design by architect Donald Ross originally intended for Shelby Park. The design was lost for many years and rediscovered only recently.

ISS TAKES OVER FLORIDA LINKS

TAMPA, Fla.—ISS Golf Services has won the contract to provide complete golf maintenance services at Lake Diamond Golf Club. Located in Ocala, Lake Diamond is a new residential development and will offer the soon-to-be-built 18-hole course as an enticement for new residents. ISS has been contracted by Atlantis Ventures Investments, Ltd., to grow in the course, and then provide ongoing maintenance to the new facility. The grow-in will be supervised by Wayne Darlington of ISS.

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Golf courses could lose federal emergency funding

WASHINGTON — A Senate panel moved recently to bar the Federal Emergency Management Agency from spending disaster relief funds on golf courses.

"This is the first step in preventing FEMA from assisting a lot of municipal facilities on down the road; that's what's going on here and we're starting out with golf courses because it's politically easy to do," Sen. Max Baucus, D-Mont., told The Associated Press.

Sen. Christopher Bond, R-Mo., asserted that spending on disaster relief has tripled in the past five years in part "due to the declaration of disasters where nobody knew there was a disaster."

But Democrats on the Senate Environment and Public Works Committee opposed Bond's efforts to require stricter rules for a presidential disaster declaration.

The panel, on a 10-7 party-line vote, approved a Bond amendment denying disaster funds for public golf courses. But the committee stopped short of endorsing his effort to rewrite the disaster declaration rules.

"The thrust of this amendment is to move more of the cost away from the federal government and toward state and local governments," said Sen. Bob Graham, D-Fla. "Disasters are difficult to prepare for and difficult to define."

Congress has spent more than \$12 billion on disaster relief since 1995. FEMA asks Congress for more money whenever disaster relief funds are depleted.

Bond said FEMA gave \$ 872,000 to the Indian Wells Golf

Course in Myrtle Beach, S.C., a public course. Democratic lawmakers accused him of discriminating against golfers who can't afford private clubs.



Private courses, noted Sen. Barbara Boxer, D-Calif., would remain eligible for low-interest loans through the Small Business Administration.

COURSE PLANNED FOR ABANDONED NJ LANDFILL

BAYONNE, N.J. — The State Department of Environmental Protection has granted Orion of Elizabeth New Jersey (OENJ) Corp. conditional approval to use an abandoned landfill as part of a 36-hole golf facility. The 403-acre site is located in the Constable Hook industrial area south of the Military Ocean Terminal. The 69-acre city dump site must be capped before construction. Plans also call for land to be reclaimed from the harbor. Ron Garl has done a preliminary design for a 36-hole facility that will include 18 public and 18 private holes.

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LaFoy remodels N.C. golf course

GOLDSBORO, N.C. — The Goldsboro City Council has approved spending \$2.7 million to renovate the Goldsboro Golf Course.

Architect John LaFoy will oversee the renovation, which will include new greens and tees, concrete cart paths, reshaping and regrassing of fairways and roughs, renovated drainage and a new irrigation system. Treated wastewater will be used to irrigate the facility.

The city will acquire the course in October and plans to close the course for about a year to make the renovations.

EAGLE GREENS OPENS GA TRACK

MONROE, Ga. — Providence Club, a new residential golf community here, will open its semi-private golf course Oct. 1. Eagle Greens, which operates four golf communities in northeast Georgia, is the course developer. Course Crafters of Gainesville is the course architect.

PGF: The space between

A music professor once told me that it's not so much the notes that make a particular piece of music interesting, but the space between those notes.

When you're making out your list of reasons why you should attend Public Golf Forum, keep that in mind.

I can name two excellent reasons why you need to be there — keynoters Greg Norman and Dr. Michael Hurdzan. Those two are obviously at the top of your list. Add our three tracks of conference sessions covering Management/Marketing (see cover story), Development and Maintenance, as well as our First Tee General Session moderated by Executive Director Todd Leiweke, and I can easily say that this year's PGF line up is the best we've ever had. Now, let your eyes gaze over page 12 and start dialing.

But outside of the structured events and sessions is another element that ends up, from what our event surveys tell us, as being absolutely priceless — the time between the sessions.

For the past three years comments about the networking opportunities have been just as "raving" as the comments on the conference content. Lunch time at PGF, I was told by a golf course architect, "is one of the best deal-making opportunities of the year."

The PGF attendee is generally hungry for knowledge. Not only are they owners, operators and superintendents of existing public golf facilities who want to boost their business, but I'm surprised at how many attendees are making their first leap into the business. These "first timers" are looking for answers, and they're not afraid to ask questions, as many of last year's speakers can attest.

If you're shy, get over it. Following a speaker into the hallway for comments and questions after a session is fairly commonplace and highly encouraged by *Golf Course News* staffers.

And if you're on the fence, let me ask you something. What is the cost of not attending? What is the cost of that one new idea you didn't implement at your course? Now take that list of reasons, ball it up and toss it. You're going.



Michael Levans,
editor

We've been extremely fortunate over the past year to have Andrew Overbeck reporting in from his travels through Asia during his Watson Fellowship. Thanks to Andy, *Golf Course News* has had the most detailed insight into the state of golf in

Asia during the economic meltdown. Even though Andy is back on U.S. soil, he will be following up on his travels and checking on the progress of all the new projects, as well as suspended projects, that he's mentioned in his pieces. We want to thank Andy for the great work and assure our readers that you haven't read the last of him.

CONTACT GCNI

Trevor Ledger / GCNI
International Bureau Chief
Goose Cottage,
Victoria Road
Market Drayton, Shropshire
England TF9 3DW
Phone: 44 1630 656833
Fax: 44 1630 656829
TLedger1@aol.com

Living labs could shake foundation

Heads up, Rachel Carsonites of the world. The list of "living laboratories" is about to get longer and, with it, the ability of American universities to produce scientific proof of the effects of golf course maintenance practices on wildlife and ground and surface water.

You want to show that golf courses are a blight on the earth? These "living laboratories" could be your key. But, be warned: They could prove the opposite. And if they do, be prepared to find another adversary, another "behemoth of big business" to stop in the planning board meetings, city councils and courts of the land.

North Carolina State University is the latest to announce it will build a golf course to serve as a laboratory as well as playing field (see page 1 story). NC State will join Clemson, Purdue and Kansas State universities and SUNY at Delhi in this elite class.

Meanwhile, Schuyler Meadows Golf Club has been serving for the last two years as a research property for the Sienna College-Audubon International Institute in Newtonville, N.Y. Dr. Larry Woolbright, Sienna professor and Institute research director, is overseeing long-term studies at Schuyler Meadows.

At NC State, as at the other schools, people "have been very supportive of the fact that this is going to be a teaching and research tool as much as it is a recreational facility," said Dr. Charles Peacock.

NC State teaching staff and students will use the new Tom Fazio-designed course to study "everything you can think of," Peacock said, later adding: "We want a model for other people to follow."

Eight to 10 years ago, people in the golf industry declared that long-term studies of this nature were sorely needed. Yet there existed no operating golf course where such research could be done. Today, that lack has been remedied. Stay tuned for the results. They could shake the foundation of the Sierra Club, *Earth First!* and others of that nature.



Mark Leslie,
managing editor

"I left here a couple evenings at 9 o'clock and it was still above 100 [degrees]," said Keith Ihms, superintendent at Bent Tree Country Club in Dallas and president of North Texas GCSA. "We peaked out at this club on July 12, it was 111."

Some of us can only try to imagine what the Texas superintendents have endured this summer. But you have to talk to them for the best word picture.

"We have earth-cracks in our rough that you could lose your leg down," said Bruce Burger at The Quarry Golf Club in San Antonio.

"The rain report is scary," said Ihms. "We got 8 inches of rain in January to March and then it quit. We didn't have a spring. It was cold and then it was hot."

Meanwhile, superintendents had to be particularly concerned about their employees' health.

"We supply our staff with sun shade, helmets and water coolers for water and Gatorade. We check on them and make sure we won't have somebody fall out on us," said Mike Sandburg at Lakeside Country Club in Houston and vice president of South Texas GCSA. "There have been 20-25 deaths in the Houston area due to the heat."

LETTER TO THE EDITOR/CORRECTION

Credit where credit is due

We were very interested in reading the feature story in *Golf Course News* about Bob-O-Link "Kids Course" in Lawrenceburg, Ky. (GCN July, 1998).

Your reporter, Mark Leslie, credited Bob-O-Link and its owner, Jack Ridge, with pioneering this concept which is, in fact, incorrect. In 1997, Fripp Island Resort in South Carolina became one of the first golf resorts to offer a "kids-sized" course aimed at the 10-and-under age group.

Called "Wee Links," this children's golf program re-

ceived the "Best New Idea" award at the 1997 meeting of the National Golf Course Owners Association, and has been featured in *USA Today*, *The Washington Post*, *Chicago Tribune* and *Southwestern Living*. The Wee Links course was designed by Sean Lamb, head professional at Fripp Island's Ocean Point Golf Links, and is played on our three courses: Ocean Point, Ocean Creek and South Carolina National on nearby Cat Island.

—Charlie Bohmert, director of golf & Sean Lamb, head professional.

Edit Note: The following is a news item from July, 1997.

FRIPP ISLAND, S.C. — For children ages 5-12 who want to play golf, Fripp Island Resort in South Carolina operates a "Wee Links" program, played on the resort's three golf courses — Ocean Point Golf Links, Ocean Creek Golf Course and South Carolina National on nearby Cat Island. Available year round, Wee Links offers children a chance to play alongside adults and still keep pace with the game.

"Young golfers are often unable to compete with parents or siblings on courses designed for adults," said Sean Lamb, Ocean Point's head golf professional. "With the Wee Links course, they can build their confidence and have fun on a course designed especially for them."

Recognized by the National Golf Course Owners Association as "Best New Idea" for 1997 and featured in *USA Today*, the Wee Links course is a modified version of Fripp Island's Ocean Point adult course and was designed to avoid most of the course's hazards and common trouble areas. At 2,000 yards long, it is approximately one-third the course's normal length. Children can play from shortened tees on the course's par-3 to par-5 holes, which average 100 yards each.

Wee Links is available from 1 to 3 p.m. year round for \$10 per round. In the summer, youngsters can also get in an evening round after 5:30 p.m. Adults can play Ocean Point Golf Links between noon and 4 p.m. for \$44 and after 4 p.m. for \$35. All children must be accompanied by an adult.

GOLF COURSE NEWS

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Brook Taliaferro

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Editorial Office

Golf Course News

Box 997, 106 Lafayette Street

Yarmouth, ME 04096

207-846-0600; Fax: 207-846-0657

mlevans@golfcoursenews.com

mleslie@golfcoursenews.com

ADVERTISING OFFICES

National Sales:

Charles E. von Brecht

Box 997, 106 Lafayette Street

Yarmouth, ME 04096

207-846-0600; Fax: 207-846-0657

cvonb@golfcoursenews.com

Western Sales:

Robert Sanner

Western Territory Manager

2141 Vermont

Lawrence, KS 66046

785-842-3969; fax: 785-842-4304

Account Manager

Jean Andrews

P.O. Box 51

Fryburg, Maine 04093

Phone/FAX 207-925-1099

Marketplace Sales:

Jean Andrews

Phone/FAX 207-925-1099

Public Golf Forum Sales

Dean DeLuca

207-846-0600; fax: 207-846-0657

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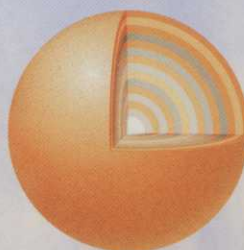


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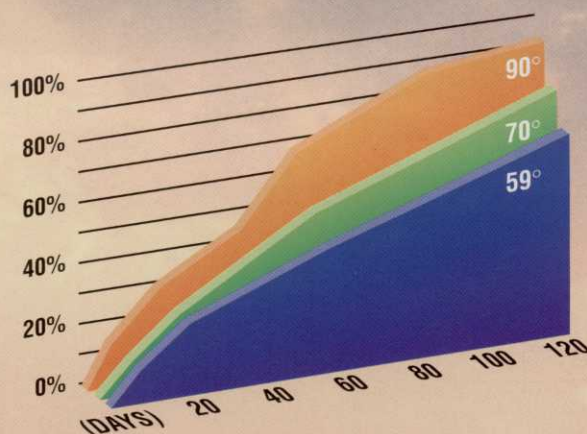
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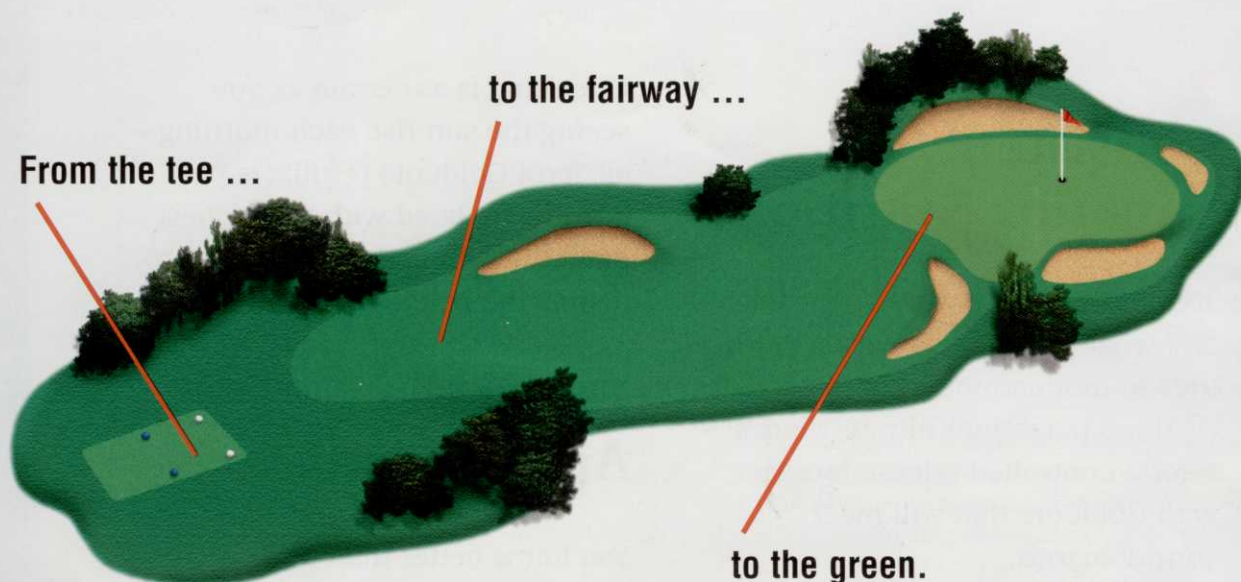
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Vietnam: Golf market experiencing growing pains

By ANDREW OVERBECK

HANOI, Vietnam — In the last decade, while the rest of Asia has boomed and subsequently collapsed, Vietnam has remained a difficult environment for investors and the economy has maintained a slow pace.

While this has not deterred golf projects, it has significantly limited their scope, size and number. This may not be a bad thing. Vietnam, perhaps, has the best chance among its Asian neighbors to develop a golf industry that is not overgrown, over valued or overdone. However, there are several significant obstacles that must be overcome in order for this to take place.

The challenges that the golf industry faces are threefold. The first is the limited size of the intended market. For the moment, golf clubs are relying on expatriates for the bulk of their membership sales, which have not provided a stable source of income. As the Asian econo-

mies have collapsed, many expatriates are now returning home and selling their memberships at below market cost — making it nearly impossible for the golf clubs to sell memberships at full price.

Further, there are very few locals who are rich enough and educated enough about the game of golf to be comfortable purchasing memberships. In order to stimulate the local market, golf must be more accessible and affordable.

Secondly, the policies of the Vietnamese government have not been friendly to golf course developers. Clubs are currently taxed 20 percent on their turnover, which is decidedly debilitating to their finances. Until lately, the customs department has been equally unfair in their assessment of specialty products that must be imported for use on the golf course.

The end effect of these policies has made building and running a golf club more expensive and time consuming than anywhere else in Asia, thus impacting the quality of services and products.

Finally, the investors are equally to blame for the slow growth of the golf course industry in Vietnam. Many have not come close to investing the amount of money that was promised in their Ministry of Planning and Investment (MPI)

licensing agreements.

Incompetent management of some projects has led to poor quality golf courses and facilities. Some investors have cut corners on design, and construction budgets and as a result have built inadequate facilities. Others have clearly bitten off more than they could chew (or afford) and have failed to raise the general capital needed to complete their projects.

In addition, poor communication between the investors and the government has contributed to the expense of operating a golf course in Vietnam.

At the moment, the golf industry in Vietnam is going through a much needed restructuring period — both the government and the industry are reevaluating their projects, policies and long-term goals.

The following is an assessment of the golf projects and a look at the direction of the industry in Vietnam.

Golf courses in Vietnam can be divided into three groups: the four weekend, members/pay-for-play clubs that are close to Ho Chi Minh (HCM) City, the two resort courses in the South, and the course out-

side of Hanoi.

The competition between the four HCM City clubs is fierce, especially due to the rather limited amount of expatriates for potential members. The Vietnam Golf and Country Club in Thu Duc is the most established club in Vietnam and has the best position in HCM City.

They have the most extensive golf project in the country with two 18-hole layouts, one designed by Lee Trevino that opened in late 1997, and another designed by Chen King Shih that opened in 1994. Since the Taiwanese owner has already committed the bulk of the promised \$70 million of capital to the project, the club is continuing to expand and is planning to open golfing

villas and is scheduled to soon hold the ground breaking for the new clubhouse and country club.

Their golf courses are of tournament quality and have held two professional tournaments — one of which was the Asian PGA's Vietnam Open last year. The club is managed by CCA International, although the staff is currently limited to Ted Johns, who is acting as both general manager and director of golf. Although

Continued on page 42



FIRST OF TWO PARTS

Andrew Overbeck is currently on a Watson Fellowship studying golf course development in Asia and is regularly contributing to GCN. He is visiting both existing golf courses and those under construction in Thailand, China and Vietnam.



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Vietnam: Golf market experiencing growing pains

BY ANDREW OVERBERG

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While this has not deterred golf projects, it has significantly limited their scope, size and number. This may not be a bad thing. Vietnam, perhaps, has the best chance among the Asian neighbors to develop a golf industry that is not overgrown, over valued, or overdone. However, there are several significant obstacles that must be overcome in order for this to take place.

The obstacles that the golf industry faces are threefold. The first is the time and size of the intended market. For the moment, golf clubs are relying on expatriates for the bulk of their membership, which has not provided a stable source of income. As the Asian econ-

omy has collapsed, many expatriates are now returning home and selling their memberships at below market cost — making it nearly impossible for the golf clubs to sell memberships at full price. Further, there are very few locals who are rich enough and educated enough about the game of golf to be comfortable purchasing memberships. In order to stimulate the local market, golf must be more accessible and affordable.

Secondly, the politics of the Vietnamese government have not been friendly to golf course developers. Clubs are currently taxed 20 percent on their turnover, which is double the rate of other industries. Furthermore, the government has not been friendly to expatriates who wish to invest in the country. In order to raise the general capital needed to complete their projects, investors have had to find other ways to raise the capital.

In addition, poor communication between investors and the government has led to poor quality golf projects and has led to poor quality golf courses and facilities. Some investors have cut corners on design and construction budgets and as a result have built inadequate facilities. Others have clearly hit and off more than they could chew for

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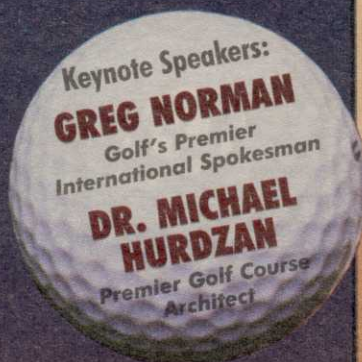
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| | 10:00 - 10:50 AM | Business Factors Changing The Face of Public Golf Management | Renovation: Putting New Life Into The Old Track | Poa Annua Control: The Solution Is Here! |
| | 11:00 AM - 2:00 PM | LUNCH & EXHIBITS | | |
| | 2:00 - 2:50 PM | Developing New Markets: Resurrecting a 9-Holer in a Resort Marketplace | Pitch-and Putt as a First Step Into Regulation Course Development | Country Club-type Fertility On A Public Course Budget |
| | 3:00 - 3:50 PM | Owner Focus: What Do Top Management Companies Look For in a Public Access Course | New Developments: The Advantages of The Totally Organic Course | Widow's Walk: The First Results/The Proof's in the Pudding |
| | 4:00 - 4:50 PM | PGA of America's Career Links Program: Golf Pros As Golf Course Managers | Access For All: The Barrier-Free Design Concept | Pros and Cons of "Going For the Top" |
| OCTOBER 27 | 5:00 - 7:00 PM | RECEPTION AND EXHIBITS | | |
| | 9:00 - 9:50 AM | KEYNOTE PRESENTATION Tomorrow's Player Starts at Today's Public Venues—Greg Norman | | |
| | 10:00 - 11:30 AM | GENERAL SESSION The First Tee Roundtable | | |
| | 11:30 AM - 2:00 PM | LUNCH & EXHIBITS | | |
| | 2:00 - 2:50 PM | Leasing vs. Buying: What's Best For You? | Permitting Made Easy: A Step-By-Step Guide | Team vs. Zone Approach to Maintenance Crews |
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BRIEFS



IGM NAMES WEST COAST MANAGER

PALM DESERT, Calif. — International Golf Maintenance, Inc. (IGM) has named Z. Gordon Davidson regional manager of the West Coast office here. Davidson is a 1976 business administration graduate of California Baptist University and holds a masters of divinity degree from Biola University in La Mirada, Calif. He is a member of the Golf Course Superintendents Association of America, National Golf Course Owners Association, National Recreation and Park Administration and U.S. Golf Association. "Z's experience in the contractual maintenance business will be a great asset to our team," said Scott Zakany, executive vice president of IGM.

HEART OF AMERICA SETS CONFERENCE

KANSAS CITY, Mo.—The Heart of America Golf Course Superintendents Association (HAGCSA) announced its 1998 Golf & Turf Conference will be held Nov. 4-5 at Harrah's North Kansas City Hotel & Conference Center here. This is the third annual event, featuring seminars and exhibits. The conference will feature a full day of programming for certified golf course superintendents, with tested Continuing Education Units, and a full-day U.S. Golf Association program for superintendents, club managers and other decision-makers from golf courses throughout the Midwest. Classes will be offered on advanced turf, landscaping and customer service for golf course employees. More information is available from Olivia Golden, HAGCSA, P.O. Box 419264, Kansas City, Mo. 64141-6264; e-mail ogolden@westernassn.com.

Workbench perfected at Wuskowhan club

By TERRY BUCHEN

WEST OLIVE, Mich. — One of the advantages of building a new turf-care center is the ability to incorporate new concepts along with time-tested winning ideas. Designing the equipment mechanic's workbench is one way to have some fun. And that's exactly what superintendent

Continued on page 19



British scientists work on grass that stays green

By TREVOR LEDGER

ABERYSTWYTH, Wales — Working from a strain of meadow fescue that stays green during drought and remains lush throughout all seasons, the Institute of Grassland and Environmental Research (IGER) is working to develop a perennial ryegrass with the same attributes.

IGER hopes to have seed available on the market around the turn of the century, according to Dr. Brian Clifford, coordinator of amenity and sports turf.

"All plant varieties have to go

through trials and stand up against other conventional varieties for other characteristics," Clifford said. "They have to get on a national list and meet certain DUS (Distinctness, Uniformity and Stability) trial requirements. Once you have that, you can market it in the UK."

IGER scientists said they discovered the so-called "staygreen" gene which causes yellowing in plants when the leaves are destined to die. By using DNA fingerprinting techniques to map



genes, scientists are able to "silence" the gene responsible for yellowing.

Plants turn yellow when placed under stress like heat, drought, salinity, pests, diseases, time and pollution. While the gene

does not stop those stresses, it does remove the symptom — yellowing.

Official trials at the Sports Turf Research Institute are under way and it is hoped that approval of new grass strains incorporating the "staygreen"

Continued on page 15



Nancy Pierce at Crowbush Cove, where the ocean is always "a presence."

The Maritimes are home for Crowbush's Pierce

By PETER BLAIS

PRINCE EDWARD ISLAND, Canada — There were a lot of nervous PEI course owners when head superintendent Nancy Pierce's facility, Crowbush Cove, opened in 1993.

"They were afraid Crowbush would take away all their business," Pierce recalled of the north shore course that has received numerous awards and in late July hosted the Export "A" Skins Game featuring Mark O'Meara, Fred Couples, John Daly and Canadian Mike Weir. "But golf rounds are up on the whole island since we opened. You can't get a tee time anywhere, unless you call ahead."

"The Skins game was just amazing. We had 500 people on the course on the busiest day of last year's Canadian Amateur Championship. We had more than 5,000 a day for this year's Skins game. And it was televised in more than 50 countries. The Tourist Board has gotten hundreds of calls about golf on PEI since then."

Equally gratifying to Pierce were the many calls and faxes she received following the Skins game from fellow Canadian superintendents congratulating her on the course conditions and how well that reflected on Canadian golf.

Continued on page 18



SHOP TALK

Superintendent Ronald A. Brandon and his crew built this workbench complex.

COMMENTARY

Use soil's natural storage capacity during grow-in

By RICK KROEGER

Technology has improved mowing equipment. Ingenuity has created aeration equipment, which technology improved further. Science has developed biological pesticides. And fertilizers have become available in so many forms, it's difficult to keep up with all the new trade names.

Yet superintendents seem reluctant to abandon the old standby: "15-15-15 before planting." Because our knowledge of soil and water science has also improved, I feel it's time to re-evaluate this approach.

As the variety of readily available fertilizers has multiplied, superintendents have latched onto products which they understand and trust through experience — that is to say, through consistently safe usage.

Favorite products become favorites through predictability. Most superintendents have similar stories to tell about the time they tried "hype product X" and scrambled to recover from some form of negative fallout.

The wiser superintendents have returned to predictable, economical and environmentally responsible elemental fertilizers. They apply these to the ultimate storage system — the soil — for continuous availability, much as we store food in our pantries or refrigerators. Establishing and maintaining the nutritional balance of soil reserves allows the plant to energize its own genetic defenses against heat, drought, insects and disease. It also fortifies the plant to healthfully regenerate itself in response to close mowing and associ-

Continued on page 14

Rick Kroeger, CGCS, is president of Kroeger Worldwide, a golf course management and consulting firm based in Rockford, Ill. Kroeger is the consulting agronomist to GolfPlan, a design firm based in Santa Rosa, Calif.

Use soil's natural storage

Continued from page 13
ated golf course wear.

Most elements stored in the soil have a long shelf life — elements like iron, zinc, copper, molybdenum and phosphorous. Some of the intermediate shelf-life elements are calcium, magnesium and potassium. The most famous short-shelf-life element is nitrogen, although calcium, magnesium and potassium may also have less staying power under certain poor soil or water situations.

Fertilizer selection is simplified if we learn to understand storage and manage it in concert with the elemental changes that occur due to the impact of rainfall and irrigation water content. This learning curve begins with analysis of the physical soil and chemical testing of both the soil and water. (It's important to remember that laboratories simply analyze soil and water; it takes a skilled agronomist specializing in soil and water chemistry and turf nutrition to interpret this data.)

This storage process is further established by replacing the soil's elemental shortfalls and reducing excesses. This provides balanced nutritional availability, much as we balance fruits, vegetables, meats, etc. in our own diet. The process is maintained by monitoring and replenishing on an annual basis, at the very least.

When these steps are accomplished, most soils will provide the plant all its nutritional needs for many months at a time and require only minimal replenishment of potassium and nitrogen. We have been successful in using this approach to grow in and open new golf courses three to four months following seeding or sprigging. When the soil is nutritionally in balance, nitrogen and potassium — applied through the sprinkler system via a fertilizer injection system at the pumphouse — may be all the fertilizer needed for several months.

A fast grow-in reduces the chance of erosion and the resulting costs associated with repair. It's also important to note that most golf course openings are delayed by reseeding and resodding operations. A quicker grow-in reduces costs, which improve cash flow, as the course is opened sooner.

In my activities with Golfplan, we have been successful in using this approach to quickly grow in and open new courses. One of these, Chin Ju Country Club in the hot and humid climate of southern Korea, included cool-season grasses grown in during the monsoon season when disease activity and erosion might

normally be considered perilous. Because the soil was nutritionally in balance, and a slow-release nitrogen source had been applied before seeding, nitrogen and potassium applied through the sprinkler system was all the fertilizer needed until dense turf covered the surface.

Heavy fertilizer application

equipment, which would have rutted the perfectly shaped features, was not needed. Light-rate, preventive fungicide applications were made to counteract the combination of fast growth, high temperature and high humidity. These spray applications were made every 10 days using sprayers with high-flotation tires.

Another Golfplan design, Bandai National Park Resort Golf Club in Japan (at 1,500 feet of

elevation), badly needed a fast grow-in due to the combined issues of a short growing season and monsoons which occur for a solid month from the middle of June through the middle of July. Using these soil-storage techniques, grow-in at Bandai went off without a hitch.

We've made believers out of grow-in superintendents. They consistently remark on the additional attention we pay to soil

chemistry. It's the difference between a potentially nightmarish grow-in and one which was rather uneventful.

In managing soil and water chemistry, certain complications may occur based upon the size of the soil storage capacity, or CEC (cation exchange capacity), soil and air temperatures, rain and irrigation chemistry, and total rainfall, among others. In

Continued on next page



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Brits study 'green' gene

Continued from page 13

gene will be given within three years.

Clifford explained that in the 1960s, a man named Joe Lewis noticed that a meadow fescue in his field remained green during the autumn and winter and this became, and remained, a curio. About 10 years ago, IGER ame-

nity plant breeder Danny Thorogood picked up on it and pointed out how useful it could be.

The research and development of "staygreen" emerged from there.

Many questions need to be addressed: for example, such as if a grass does not yellow how can its health be monitored?

"It's a question of learning how to manage these new grasses," said Clifford. "You can tell the difference between healthy grass and the senescing grass when you get close up. It is a different green and will be identifiable to the trained eye."

Clifford said that, for now, IGER is concentrating exclusively on perennial ryegrass. Since rye is a cousin of meadow fescue, transferring the gene conventionally

was relatively easy, he said.

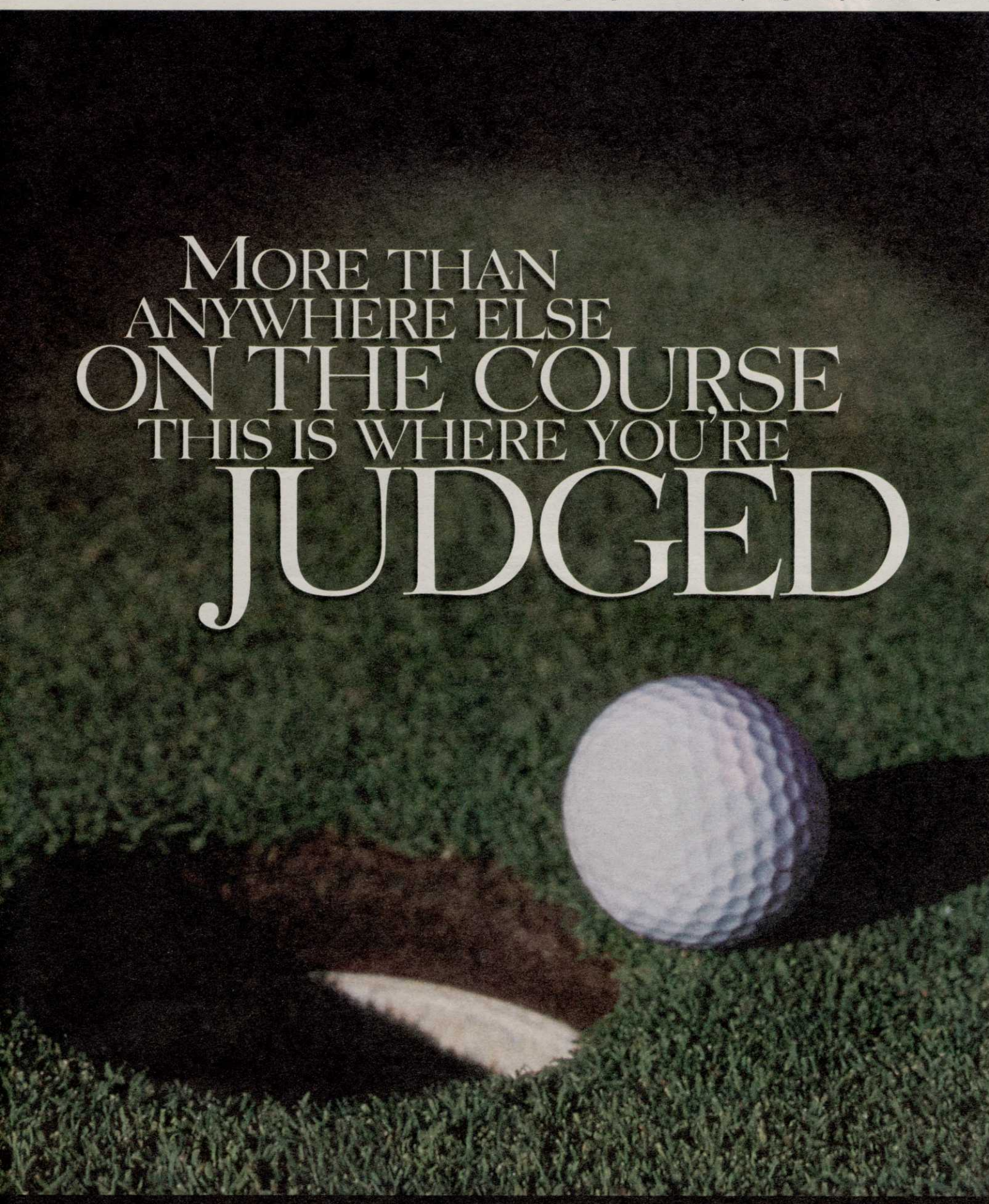
"Kentucky bluegrass would be another good target for it," Clifford said. "We do plan to use it in other grass species. Bentgrass is an obvious target, as are Bermudagrass and zoysia. But the breeding program is that much more difficult because those are another genera."

That breeding would be made easier by using genetic engineering techniques, he said. A possible

added bonus to IGER's research is found in the biological process. Plants regenerate themselves by using old, discarded tissue and cells to build new growth. In effect, it recycles itself using second-hand building blocks of life.

However, by removing the plant's ability to "kill itself off," it will have to look elsewhere for new building blocks — i.e. the plant's environment. Therefore, the growth could well be slowed down, which holds potentially beneficial implications for mowing frequency and other methods.

IGER has maintained strong links with the nearby University of Wales in Aberystwyth and is a government-funded institution. This program is funded by British commercial seed companies, Clifford said.



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Soil capacity

Continued from previous page

some cases minimal replacement of calcium and magnesium may also be required.

In any case, new courses which have not accomplished this more thorough type of pre-plant fertilizer application will not grow in as quickly as they could.

I have been called in to consult on a number of golf courses where grow-in superintendents followed the very desirable USGA Method for Putting Construction, only to find the CEC too low to adequately store nutrients. The solutions available are, in all cases, quite expensive from an annual operations perspective or that of amending the soil vertically with deep coring/drilling and subsequent filling of the holes with a high CEC mixture. In no case is this more desirable than building greens right the first time.

Existing courses that don't maintain balance in the soil reserve can offer high-quality playing conditions — but only at a steep financial premium. Courses where management is satisfied with average to above-average playing conditions tend to have good years and bad years, based mainly upon the inconsistencies of annual weather.

It's best to establish sound nutrient storage during grow-in. But existing courses can also reap significant improvements in reliability through this simple adjustment.

The old standby 15-15-15 application is an unnecessary expense when state-of-the-art soil and water science is used. By understanding the soil's natural storage capacity, fertilization is simplified and economized. Savvy superintendents can then take the money typically spent on the old shotgun approach and use it to open their course earlier — or, in the case of an existing facility, make the turf better all summer long.

There are no guarantees on the course...



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Pierce earns accolades for Crowbush's conditions

Continued from page 13

"Mike Wier's caddie sought me out of the crowd to tell me how much the players enjoyed the course," she said. "The organizers said this was the best Skins game yet because of the enthusiasm of the staff and everyone on PEI."

The accolades may be surpris-

ing considering Pierce had never set foot on a golf course "except as a short cut to get from my house to school" when she graduated from the University of Guelph with her bachelor's degree in ecology in the early 1980s. She worked for several years as a technician in the university's Botany Department

before a job opening doing turfgrass research in the Horticulture Department brought her under the guidance of renowned Canadian turfgrass researcher Dr. Jack Eggens.

Pierce maintained turf plots at the school and at several private Toronto clubs that worked with Eggens and his staff. Pierce

found she enjoyed her time on the links and jumped at the chance to become Bob Brewster's assistant superintendent when he took over Toronto Golf Club.

"It was tough to leave the university setting," she recalled. "There's nothing quite like it — the facilities, the people, the at-

mosphere. But there was something about the golf course and being able to see the results of your work almost immediately. Plus it's just a beautiful place to work."

Pierce spent two years as second assistant at Toronto GC before migrating south to Pinehurst (N.C.) National shortly after the Jack Nicklaus design opened. She had every intention of remaining in the United States. But just two months after accepting the position, the Royal Canadian Golf Association recruited her for a post at Belvedere Golf & Winter Club in Charlottetown PEI.

"My parents were from Atlantic Canada and I had always vacationed there," she said. "It was just too good an opportunity to pass up."

After several years at Belvedere, the provincial government offered her the head superintendent position at what many people were predicting would soon become the island's top course, Crowbush Cove. She arrived in January 1992, in time to oversee the grow-in prior to the course opening in 1993.

"[Architect] Tom McBroom was here every 10 days or so that first summer," she recalled. "The course looked like it would be intimidating to maintain with all the bunkers and the wind. And we were going to have a small staff [12 people]. But I couldn't wait."

Pierce's first grow-in experience was a pleasurable one. "There were absolutely no golfers," she recalled. "You could water whenever and wherever you wanted. The greens didn't have to be cut every day. You had time to play with and fix the little things you never get a chance to do once the course opens."

"But it was also a hectic time. The seedlings were so tender you had to be extremely careful. We had a number of washouts during construction and you always had to contend with the wind. But it was a lot of fun. And the course was perfect opening day."

While perfect from day one, few guessed the course would meet with such success in so short a time. *Golf Digest* voted it 1994's Best New Course in Canada and has awarded it a coveted five-star rating. *SCORE Magazine* ranked it among Canada's top 10 layouts. In addition to the recent Skins Game, it has hosted a Canadian Tour event and the Canadian Amateur. While it has benefited from its oceanside location and McBroom's design skills, Crowbush has also thrived because of the care Pierce lavishes upon it.

"She certainly is not out of her league," said Merlin Affleck, superintendent at nearby Stanhope

Continued on next page

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The workbench

Continued from page 13

Ronald A. Brandon, equipment mechanic Chris Boyce and the crew did at Wuskowhan Players Club in this Grand Rapids suburb.

"Our mechanic's workbenches were built in-house whenever possible to have total control," said Brandon, a certified golf course superintendent. "We are very pleased with the

way our equipment shop area turned out. We have great employees at our club and we put our collective heads together."

The workbenches are 40 inches high and 27 inches deep. The tops are covered with 1/8-inch plated steel that is welded at the corners. The steel is covered with Rustoleum 9100 Series 2 — Part Epoxy, which provides a firm and hard finish, Brandon said.

On areas of the benchtops that

receive extra wear and tear, the Wuskowhan crew covered the metal with 3/8-inch rubber matting. They painted the epoxy product onto the matting and the top 6 inches on the wall above the bench.

The bottom kickboard was painted a dark red for high visibility for safety and decorative reasons. The 12- by 6- by 18-inch drawers are a metal modular type that were bought locally. They

hold many everyday items, such as ball-washer parts and aerifier tines, and the contents of each drawer are clearly identified with a plastic label.

Two larger doors — 24 by 14 inches — hold grease rags, towels, lapping compound, string line, trimmer spools and heads, tow straps and jumper cables.

Electric outlets above the benches are a quad type, with all of them on a single 30-amp cir-

cuit breaker. The bench grinder, air hose with quick disconnects and drill-bit holders fit nicely while allowing plenty of room to work.

Two additional benches were built out 90 degrees from the wall-mounted benches. These contain mechanic's vises and quarter-inch solid steel for truing-up greens-mowers. Because of the 90-degree angle, mechanics can walk on three sides of the bench and easily work on the equipment.

Crowbush's Nancy Pierce

Continued from previous page

Golf Club and treasurer of the Canadian Golf Course Superintendents Association. "She's very good at what she does. The success she and the course have had has helped convince the operators of other courses on PEI to improve their operations."

Said Pierce: "I do the best I can. No one would ever call me lazy. I'm up at 4:30 a.m. seven days a week from May through October. We have a small staff so I'm out there cutting greens and raking bunkers. But it's a great life."

That 12-person staff was small and very inexperienced as recently as last summer when a change in the provincial government led to numerous personnel changes at provincial-owned Crowbush. "All I did was teach last summer," Pierce remembered. "And we had a tough winter. But the crew and the course came through great."

Pierce's biggest challenge since the tournament has been keeping the right amount of water on the course through the dry weather that settled over the Maritimes this summer. Crowbush is one of the few layouts on the island with double-row irrigation through the fairways and sprinklers on tees and greens. "But we're still seeing a lot of isolated dry spots and the roughs are turning brown. People still want to see green grass," she said.

Though it is changing, people also generally expect to see a man when they ask to see the Crowbush superintendent.

"Being a woman has never been a disadvantage," Pierce said. "If anything, it has been an advantage. When I'm with a group of superintendents, I'm often the one outsiders remember."

As for the future, she said: "There are days when every superintendent says 'I'm ready to quit this place.' But when I stand on the 11th hole and look out at the ocean, I know it doesn't get any better than this. Right now, I plan to stay here as long as they'll have me. I know I'd never move out of the Maritimes. I love it here."

GOLF COURSE NEWS

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To lease or not to lease: A checklist for golf course superintendents

By TERRY BUCHEN

WILLIAMSBURG, Va. — Making the difficult decision of whether to buy, lease, or lease/purchase for their management equipment has always challenged golf course superintendents. Leasing is becoming more and more attractive, especially when cash-flow situations warrant their use rather than an outright purchase.

The following "Lease Checklist" was developed by the Leasing Education

Committee of the Federal Reserve Board, with additions that suit the golf course management business as well. It helps answer some of the important issues and questions when considering leasing that next desired piece of equipment:

- What are the costs of the lease at its beginning, during its term and at its end?



- What do the terms mean and how can you use and understand the new federally required disclosures?

- How much can the course afford to pay up front? Each month? At lease end?

- How long will the lease terms last?
- Will the course buy the equipment at the end of the lease?

- How much will the equipment cost to purchase at the end of the lease?

- What are the insurance requirements? How much will it cost? Will it cost more than insuring an outright purchase?

- What is the gross capitalized cost of the lease? What is the value of the equipment? (It is always best to negotiate the price of each piece of equipment first and then decide how it will be paid for: to lease, lease/purchase or outright purchase).

- What are the total up-front costs? Is a down payment part of these costs? Are other costs included?

- Will the course receive any credit for a trade-in and how much? Is the trade-in value negotiable?

- Can equipment be added and subtracted to the lease at any time during the term of the lease without any excess charge(s)?

- Does your leasing company of choice allow "mixing" of equipment manufactured by many different companies to suit your individual course's needs? Can a course only lease equipment from certain lease companies?

- What is the monthly payment?

- What is the option to purchase each individual piece of equipment?

- How many points above the prime interest rate is the interest rate?

- What are the maintenance requirements? Who is responsible? Does the warranty affect the lease in any way? Are hour meter maximum usage readings a factor, and is there an extra fee for any excess hour meter readings? Will the equipment distributor provide a maintenance technician to train the course's equipment technician on how to properly maintain each piece of equipment?

- What are the "standards for excess wear" that must be mutually agreed upon for each piece of equipment?

- Who is liable if any pieces of equipment are totally damaged or stolen? Does the lease include "GAP" coverage?

- What happens if the lease is ended early and the equipment is returned?

- What are any other end-of-lease costs? Is there a disposition fee if any piece of equipment is returned?

- Can provisions of a lease be "tailor-made" for an individual course's requirements and needs, or is the standard lease not subject to any changes?

- Can a blank lease form be studied by course officials well in advance of finalizing any particular lease?

- Nothing is final, obviously, until the lease agreement is signed, so understanding all of the lease provisions is very important before making this big step.

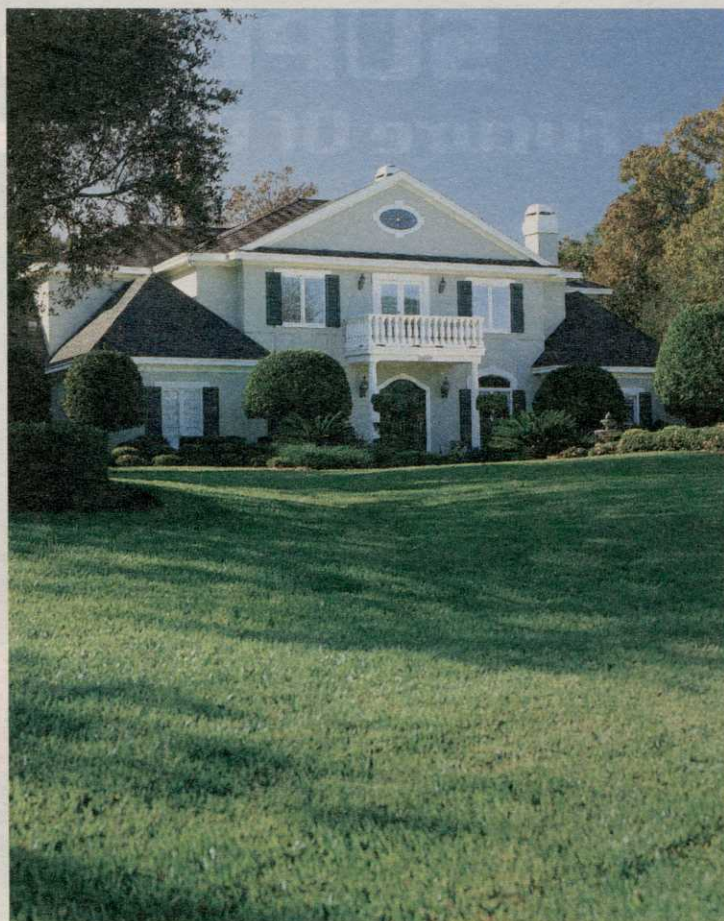
- Will the monthly lease payment go on your capital equipment budget or your maintenance operations budget?

There are many attractive leasing companies in the golf course management business. Some are affiliated or outright divisions of manufacturers, while others are independent operations who are open to leasing equipment manufactured by any equipment purveyors.

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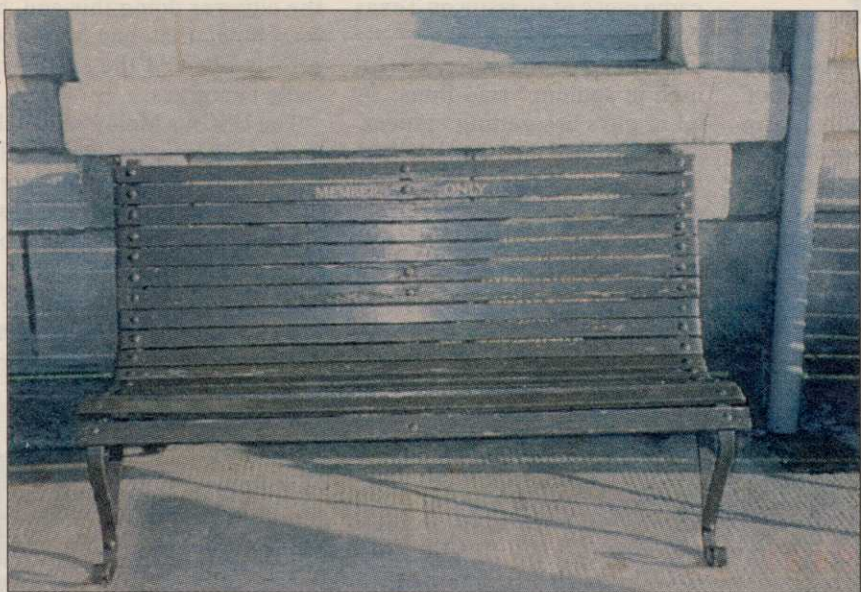
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LAWRENCE, Kan. — A call for entries for the 1999 Environmental Steward Award has been made by Novartis Turf & Ornamental Products, Rain Bird, Pursell Technologies Inc. and Textron Turf Care and Specialty Products with Cushman, Jacobsen, Ransomes and Ryan brands, in partnership with the Golf Course

Superintendents Association of America (GCSAA).

Applications for the 1999 awards are available through the GCSAA Service Center (800-472-7878) and from each of the participating sponsors. The application also is available on the GCSAA web site (www.gcsaa.org).

Patino the Old Tom Morris choice

SOTOGRADE, Spain — Jaime Ortiz-Patino, owner, president and golf course superintendent at Valderrama Golf Club here, has been selected to receive the 1999 Old Tom Morris Award from the Golf Course Superintendents Association of America (GCSAA). The award presentation will take place in Orlando, Fla., Feb. 13 during the association's 70th International Golf Course Conference and Show.

GCSAA's most prestigious honor, the Old Tom Morris Award is presented each year to an individual who, "through a continuing lifetime commitment to the game of golf, has helped to mold the welfare of the game in a manner and style exemplified by Old Tom Morris."

Morris (1821-1908) was greenkeeper and golf professional at the Royal and Ancient Golf Club of St. Andrews, Scotland; a four-time winner of the British Open (1861, '62, '64 and '67); and ranked as one of the top links designers of the 19th century.

"Golf is truly an international game and Jaime Ortiz-Patino is certainly a recognized figure in the industry worldwide," said GCSAA President George Renault. "He is a person who has not only given his time, talents and resources to benefit the sport, but has also advanced numerous philanthropic causes throughout the world."

Ortiz-Patino has had ties to GCSAA and the golf course superintendent profession for more than a decade. Since his purchase of Valderrama Golf Club in 1985, he has attended the association's annual conference and show, participating in numerous education seminars and forums. In fact, despite wearing numerous hats at Valderrama, he says he is "a golf course superintendent at heart."

Last year, Ortiz-Patino agreed to serve as the campaign chair for GCSAA's \$3.5 million endowment campaign — Investing in the Beauty of Golf — which will support applied research and expanded educational opportunities for golf course superintendents.

"In the future of golf it will be necessary to have expert people looking after golf courses," Ortiz-Patino said. "This profession really only exists in America. Other countries in Europe are beginning to have golf course superintendent associations, but they really don't have the education or training that you get in the States. And I think it is very important that if I can help, I am very happy to help."

Ortiz-Patino's interests also include a past term as president of the World Bridge Federation (for 10 years), and collections of art, wine, books and one of the world's most extensive collections of golf memorabilia.

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Texans tough it out in heat, drought

Continued from page 1

That's the human side. ("We have to be very careful with the staff... There have been 20 to 25 deaths in the Houston area due to the heat," said Mike Sandburg, superintendent at Lakeside Country Club in Houston and vice president of the South Texas Golf Course Superintendents Association.)

The business side is that golfers are staying in cooler spots than golf courses. ("People are playing in the early morning, or at twilight, or not at all," was the word from throughout the South, and one private course in Houston was completely shut down.)

The maintenance side is that golf course roughs and fairways are showing cracks large enough to lose a golf ball; water lines are breaking in the parched earth; courses, in many cases, are under water restrictions, or must use effluent or poor-quality water that causes a range of agronomic problems of its own; and a strange outbreak of the rare Bermuda stunt mite has occurred, thinning the turf and fooling superintendents who don't recognize part of the problem is a pest.

After two months of drought, Brian Maloy, an agronomist for the U.S. Golf Association Green Section's Mid-Continent Region, softened the outlook a bit in mid-August, saying: "It's not as bleak as we painted the picture originally. From Louisiana to New Mexico and even to Oklahoma, there's a large difference."

Nevertheless, superintendents in the toughest weather-struck areas fought an unrelenting battle.

In San Antonio: "It sounds odd, but we would love a hurricane or tropical storm right now," said Bruce Burger, superintendent at The Quarry Golf Club. "The aquifer needs that much rainfall to get back up to a level that is safe."

In Dallas: "Ft. Worth is having problems with water supply lines," said Keith Ihms of Bent Tree Country Club, president of the North Texas Golf Course Superintendents Association. "The ground is shifting, they are taxing the systems beyond what they are supposed to, and they are blowing out main lines. A 90-inch line went out last week and no watering was allowed at all."

In Houston: "I'm from Kansas and I haven't seen it this hot and dry anywhere," said Sandburg. "Even with the wet spring we had, we're 12 inches below normal. We have taken a dramatic swing. We would need a full week, if not 10 days, of rain to get back up. I have earth-cracks that are starting to move into the fairways. I water enough to keep

the grass alive, but there is no subsurface moisture."

"Superintendents here always look toward Sept. 1," said Ihms. "If you make it that far, it gets downhill after that. But the forecast is not calling for any major break in the weather through September. It won't necessarily be as hot, but dry..."

Burger explained that high-pressure systems "camped out" over the Gulf of Mexico, forming a sort of meteorological dome. Fronts coming from Kansas-Oklahoma or from the Gulf merely bounced off that dome of pressure.

...

As the drought and heat

dragged on, water quality became more of an issue on Texas courses.

"If they use well water, it's real high in sodium," said Ihms. "A lot of guys are getting effluent, or water from the city. [Dallas] mainly pumps out of the reservoir; but to conserve water, they're supplementing it with well water, which is not very good."

According to Ihms, some su-

perintendents were not aware the city was doing this and, before long, that bad water adversely affected the turf, especially bentgrass.

The USGA's Maloy said Oklahoma City courses had similar problems because well waters there are high in salts and sodium, especially causing problems in clay soils.

"With sodium, your option is

Continued on next page

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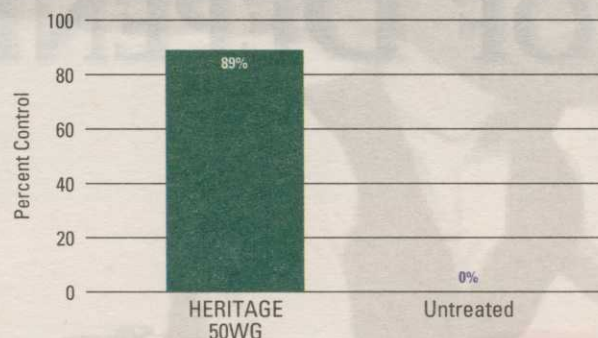
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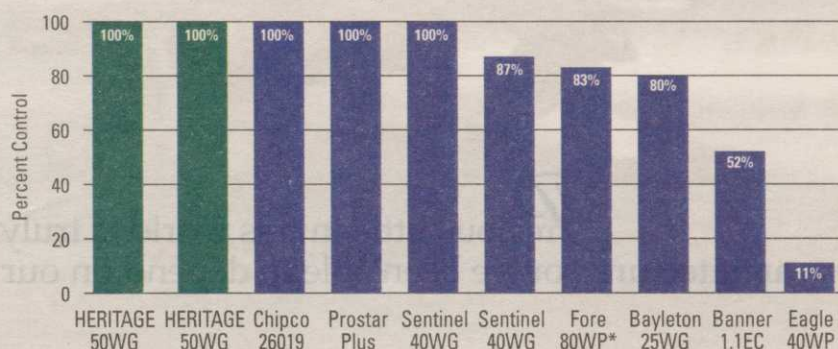
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Application Interval (days) One application, treatment applied 3/7/96, final reading 3/18/96

Dr. Larry Stowell, PACE Turfgrass Research Institute, San Diego, CA, 1996

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Application Interval (days) Single applications, all treatments applied 3/21/97, final readings 5/2/97

Dr. Houston Couch, Virginia Tech, 1997

US 12-97-P902

Texas heat

Continued from previous page

only as good as the water you have and your ability to leach the sodium through the soil," Maloy said.

Some superintendents were using gypsum and other products to try to flush the offending sodium through the soil. "But you're using the same water to flush it," Ihms pointed out.

Many superintendents are injecting a type of sulfuric-based acid product at the pump station that is not corrosive and lowers the water's pH.

Meanwhile, insect pests are wreaking havoc. An invasion of grasshoppers was even reported in downtown Ft. Worth.

So many areas don't have foliage that pests like grub worms and cutworms have been concentrating in places that are

I think a lot of superintendents have these [Bermuda stunt] mites but don't know because they [make the grass] look like hot spots.'

— Bruce Burger

green.

Burger said Bermuda stunt mites "have been a big problem throughout the mid-continent region, and Texas in particular.

"I think a lot of superintendents have these mites but don't know because they [make the grass] look like hot spots," he said. "I've never had it before in

my 20 years. The mites tend to harbor themselves where the leaf and sheath meet and suck the juice out of the plant."

The plant "stunts" back into a tight rosette, so the area becomes thin and dry-looking. Spraying Scimitar GC and Mavrik in two applications 10 days apart kills the mite, he said.

Overseeding was another problem. While courses experienced a good season for overseeding, the heat arrived when the ryegrass was dying out and Bermudagrass didn't come in as quickly as normal.

"Bermuda doesn't like 105-degree weather, either," said Ihms. "Bermuda can normally handle 98 or 99 degrees. But I've heard new Bermuda courses are having trouble."

Meanwhile, superintendents are using various cultural methods to keep their courses alive. For instance:

- Some courses limited play at certain times of the day and/or restricted golf cars to cart paths to relieve the stress on the turf.

- Many, like Sandburg at Lakeside CC, increased mowing heights and used more slow-release or organic-type fertilizers to build up the turf stamina.

- Many, like Burger at The Quarry, are trying to keep potassium levels up and allow the Bermuda to store carbohydrates for the fall and winter. "That's what Bermuda lives off in the winter-time," Burger said. "It also strengthens the cell walls of the plant so it creates a hardier plant that is more resistant to drought and disease."

- Many, like Ihms at Bent Tree, are cooling the green canopies with fans. "We have nine greens that have two to five portable fans from 7 a.m. to 7 p.m.," said Ihms, adding, "The low humidity and wind, as well as the fans, have saved our greens."

- Many water their courses during the day as well as at night. Those with state-of-the-art irrigation systems can adjust the water flow. Instead of running an irrigation head for 20 minutes, they might prefer running it three times at 6 minutes each.

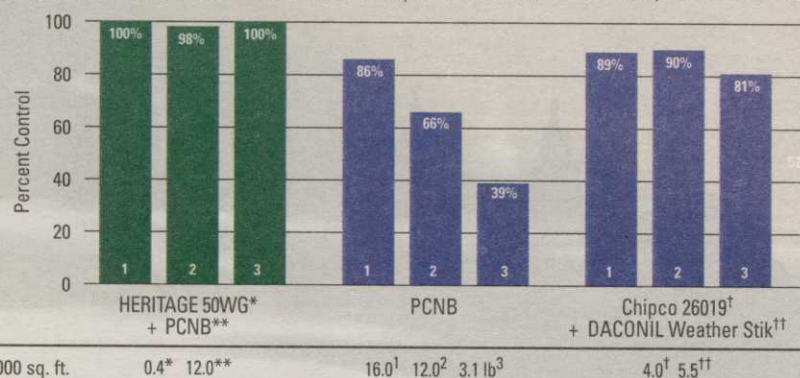
"But if you have water restrictions you're in trouble," Ihms said.

Maloy said golf courses with good water quality, electrical hookups at the green sites, and with excellent surface, subsurface and drainage characteristics and with good water quality are doing well.

"But now I'm concerned about this next year," Ihms said. "The Bermudagrass is not healthy and now we're going to go out and verticut it and do all the other things we do, then dump a bunch more seed on it in September. Next year we could have a cumulative effect of this [stress]."



Snow Mold (*Microdochium nivale* and *Typhula ishikariensis*)¹ on Annual Bluegrass (*M. nivale* only)² on Turfgrass (*T. incarnata*, *T. ishikariensis*, *T. phacorrhiza* and *M. nivale*)³ on Annual Bluegrass



Application Interval (days) Single applications, all treatments applied 10/21/97,¹ 11/17/96,² and 11/7/97,³ final readings 4/1/98,¹ 3/26/97² and 3/29/98³

¹Bozeman, MT ²Amherst, MA ³Sayner (Plum Lake), WI

¹Dr. Rob Golembiewski, Montana State University, 1998

²Dr. Gail Schumann, University of Massachusetts, 1997

³Jeff Gregos, University of Wisconsin—Madison, 1998

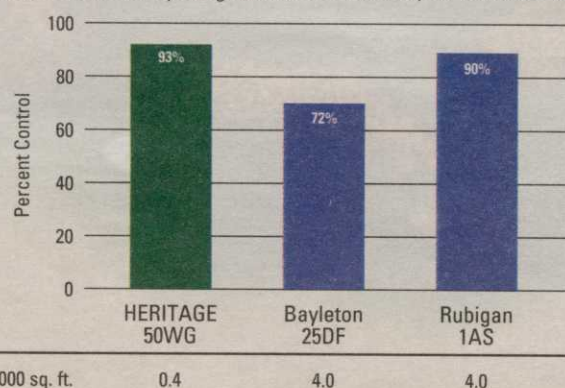
PCNB either Revere 4000, Scotts FFII or Turfcide 400; Chipco 26019 either Chipco FLO or Chipco 26GT

US 20-98-P900

US 12-97-P550

US 63-98-P901

Take-all Patch (*Gaeumannomyces graminis* var. *avenae*) on Colonial Bentgrass



Application Interval (days) Two applications, all treatments applied at 28 day intervals

Dr. Pat Sanders, Penn State University, 1995

USNP-95-P019

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NC State eyes 'lab' course

Continued from page 1

involved "have been very supportive of the fact that this is going to be a teaching and research tool as much as it is a recreational facility," Peacock said. "We are also getting a lot of support from the university's ecological community — botany, zoology and so forth — and they will have input [in the project] as well as people from the agronomic side."

NC State will also strive to initiate a PGA Professional Golf Management Program, he said, adding that the only thing that has prevented that in the past has been the absence of a golf course.

Peacock is especially interested in the opportunity for long-term research into "everything you can think of — variety testing, leaching and runoff studies, effects of different grass types in buffer zones," he said. "It's an excellent opportunity to look at how we can go into an area from the beginning and, through design, construction and proper management, institute Best Management Practices and make them work."

It also affords an opportunity to evaluate techniques and materials as they come into existence.

NC State officials envision the Fazio track as a model for courses designed in the same fashion in similar locations.

The project, Peacock said, is similar to Kansas State's new course, "but much different in climate, geographical location, topography, soil types and so forth. It will fit very well into the traditional mid-Atlantic transition zone golf course. What we learn will be applicable to Best Management Practices for this region."

Once permitting and routing are accomplished, a GIS [Geographic Information System] model developed by a zoology professor will be used to investigate bird distribution in relationship to the habitat. Later, it will monitor changes in wildlife in relationship to changes in land use.

"This is an excellent opportunity to see how his model works with golf course development," Peacock said. "It has been used in other situations, primarily with military facilities... A GIS software company on Centennial Campus will help us."

Wildlife habitat and the changes in habitat will also be monitored, as will water quality. "There are some protected streams on the property that we will look at," Peacock said.

Multiple lysimeters will be placed in greens and fairways, while catch basins will be installed to check surface runoff, he added.

From the students' viewpoint, the Centennial Campus course will be a living laboratory and training ground.

"We hope [the course] will use a lot of our turf students as interns and the clubhouse opera-

tion will use our parks, recreation and tourism students as well," Peacock said.

"It opens a lot of doors for us that we haven't had," Peacock said. "Industry at times justifiably says that a lot of the work we do is not on a golf course. They are right. Now this is a great opportunity for us."

At the same time, the course's impact on the community will be "tremendous," he said. "It will

be like a municipal course but privately run. We're sitting in the middle of a million people — 27,000 on the two campuses."

...

Meanwhile, Fazio, who has been working on the project's planning and routing for two years, said: "We always feel honored to be involved with things that are creative and that have long-term involvement. It's also a big responsibility. But that's our job."

...

The golf course property lends itself to "potential for a wide range of golf holes," Fazio said. "It's an upper Piedmont area — beautiful natural rolling terrain and many areas of intense vegetation."

He said it could play to par 71 instead of 72, depending on how the wetlands and creeks affect the design.

Fazio's team is already at work on a complete renovation of the

University of North Carolina at Chapel Hill's 40-year-old Finley Course, which sits 25 miles away from the Centennial Campus.

Starting construction in late August or early September, Fazio will build "in effect, a brand new golf course," he said. The new layout will be contained on a portion of the present site, but the holes are being completely repositioned and designed with the Fazio touch.

HERE. THERE. EVERYWHERE.

HOW'S THAT FOR APPLICATION GUIDELINES?



Composting: Planting the seeds of environmental awareness

By JOHN FARLEY

BORACAY, The Philippines — The recycling and compost program at Fairways and Bluewater Boracay here is in full swing, as are the club's community outreach and education program.

This was made evident recently when elementary school students from Little Acorn

Montessori were invited to the golf course for a field trip. The students learned how recycling and composting can greatly reduce the waste generated by people. By teaching young minds the importance of resource conservation we are perpetuating a positive trend — one that can only benefit future generations.

Forty-two students from 7 to 14 gathered at the Fil-Estate Eco Centre, located near the 17th fairway and the maintenance building. I explained what solid-waste management is and how Fil Estate is dealing with the waste created at the course. They learned about all the different categories of waste, like paper, plastic

bottles, glass bottles, aluminium cans and batteries, all of which can be separated and recycled.

To learn how to recycle, we had them sort through a large pile of materials.

They pulled out all the recyclables and put them into the appropriate containers. When they were finished, only a

small pile remained. Everyone was amazed at how recycling reduced the amount of waste that we started with. They also enjoyed the "hands-on" aspect of the demonstration. I explained that all the trash from the entire facility comes to the Eco Centre for processing. All recyclables are dealt with accordingly and all paper is shredded and composted.

The students then got their first lesson in composting. I explained that composting is the same as recycling except that, with composting, the entire process takes place on site.

All green waste products, such as grass clippings, leaves and brush trimmings, are composted.

All green waste products, such as grass clippings, leaves and brush trimmings, are composted. The finished product is called "humus," an excellent soil amendment and potting mix.

The finished product is called "humus," an excellent soil amendment and potting mix.

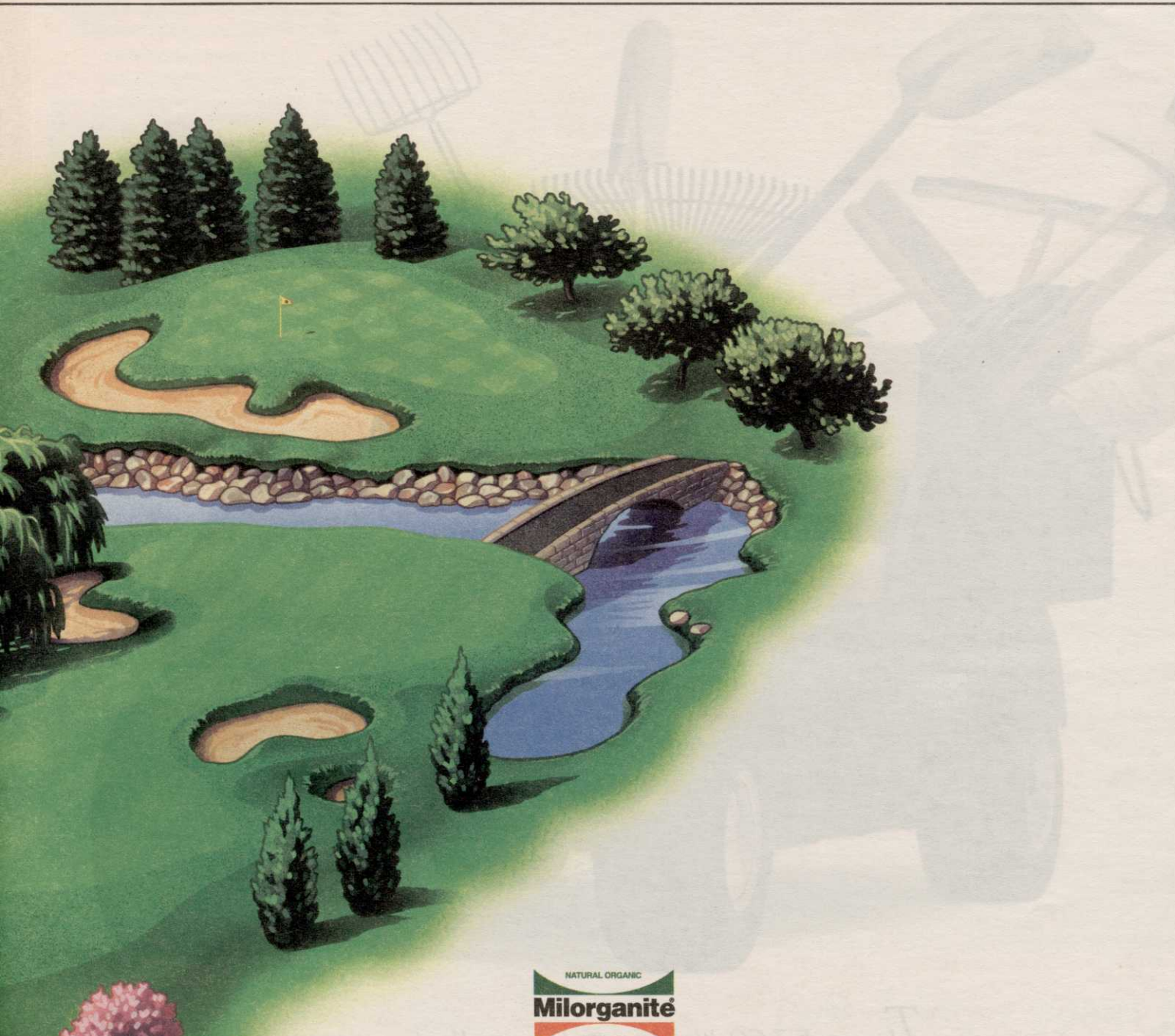
Again, the students were treated to hands-on training. I had previously set out several piles of compostable materials like clippings, leaves, paper, chopped banana plants and some kitchen scraps. Everybody used shovels and sacks to transfer the material to the compost bins. Then they mixed up the whole lot and added some mineral soil. I explained that the soil contains the microbes needed to break down the compost and convert it into humus.

After mixing everything together, we added some water because the process of decomposition also requires moisture. We then covered the pile with plastic and continued our talk.

I told them that the pile needs to be turned, or aerated every week or so. This helps speed up the process by providing plenty of oxygen to the microbes. After 10 weeks, the pile will only be one-fourth its original size. Once the center of the pile is cool to the touch, the process is complete. All that's left to do is sift the compost and you have a beautiful finished product.

We use the humus in potting mix at the native tree nursery and incorporate its use in the Eco garden. It's a great soil amendment and does wonders for both clay and sandy soils.

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BRIEFS



ASPEN GOLF NAMES KELLY

PHOENIX, Ariz. — Aspen Golf has announced the addition of Kraig Kelly as Southwest region manager. Kelly is based here and will be responsible for providing services in Arizona, Nevada and California. Aspen Golf specializes in the design and construction of golf course water features including lake construction, rock walls and waterfalls, aeration, timber walls and bridges, decorative shorelines and streams. Kelly may be contacted at 602-307-0285.

GOLF RESOURCES CHANGES NAME

DALLAS — The golf course design firm Golf Resources Group has changed its name to D.A. Weibring/Golf Resources Group Inc. (Weibring/GRI) to capitalize on the national identity of 22-year PGA professional golfer and company chairman D.A. Weibring. Weibring was one of the founding principals of the company while continuing to play on the PGA Tour, where he won five championships. The Plano resident also won twice overseas. The company has also announced the addition of Steve Wolfard to its design team. He is a former executive with Jack Nicklaus/Golden Bear International, Inc. and Gene Bates.

IMG'S RIELLY MOVES TO SAN FRAN

SAN FRANCISCO — Mike Rielly, senior international vice president at IMG, transferred on July 1 to IMG San Francisco, from where he will oversee IMG's global golf course design business and assume direct responsibility for these activities in North and South America. Rielly has lived in Asia since 1990. He first moved to Tokyo from IMG's world headquarters in Cleveland in order to establish IMG's first Asian real-estate office. Rielly was most recently managing director of IMG Singapore, headquarters for Asian real estate, and managed IMG's real-estate staff in Tokyo, Hong Kong, Beijing, Manila, Jakarta and Singapore.

ERIC WEISKOPF JOINS RODGERS

Eric Weiskopf is the newest member of Larry Rodgers Design Group (LRDG), a golf course irrigation consultant. LRDG opened a Phoenix office in May, managed by Weiskopf, to respond to the demand of existing golf course GPS mapping services. PGA Tour great Tom Weiskopf's son, he was on the golf teams of Ohio State and the University of Arizona, followed by four years of caddying on the PGA Tour, and worked in the construction industry for one year. Weiskopf's office is located at 4408 N. 24th St., Phoenix, Ariz. 85016; phone 602-725-4693.

GOLF COURSE NEWS



As shown on Cedarcrest Golf Course's 12th hole above, once the sod is stripped off the fairways, 4 inches of sand is laid atop new drainage tiles. At right is Cedarcrest's 3rd hole after construction.

By DOUG SAUNDERS

MARYSVILLE, Wash. — Strip the sod, lay down drainage lines and 4 inches of sand over the entire course and you've solved the shoulder season scramble in the Great Northwest. That's The World According to John Steidel.

A golf course architect, Steidel had used this procedure, minus the sod-stripping, on a couple of new courses but had never closed down a facility and completely rehabilitated it in this manner. That was until the opportunity came at the municipal Cedarcrest Golf Course here.

"The reason we did this," Steidel said from his Kennewick offices, "was that the financial success of a public golf course mostly concerns how successful you are in the shoulder season — March, April, part of May, and September and October."

The prime advantages of the sand solution, he said, are that the course drains quicker, stays firmer and allows for maintenance work to continue on a more regular basis."

Steidel perfects sand solution in Northwest



"The question is, what happens in the spring when people are watching The Masters and want to golf and it is sunny, but the course is a bog and the balls are plugging," Steidel said. "Here in the Northwest we get 40 inches of rain a year, but we also have 240 days of clouds, which means the golf courses don't get the sunshine needed to dry out. Muddy conditions can be standard in March and April, cutting down on play."

The 75-year-old Cedarcrest is tucked into 120 acres of rolling, tree-covered terrain. For years it was the only place in the area to play, but as new courses opened, the need to improve in order to keep up with the competition became evident.

The city officials' decision to follow Steidel's advice and close the course for a new "topping" came on a sunny day in January 1997 when nearby Lynwood Municipal Golf Course, which

Continued on page 28

Not all 100% sand greens 'California'

By DR. MICHAEL J. HURDZAN

There seems to be a false notion that any golf green constructed of 100-percent sand is a California green. This is incorrect and I will explain why people have experienced such varying degrees of success with pure sand construction.

When someone tells me that they built a California green, the first question I ask is "Which lab did the testing to help you select your sand?" Nearly always I am told that no laboratory was used, so my second question is "Then, how do you know it is a California green?" The point



Michael Hurdzan

is that not all 100-percent sand greens are true California greens as defined in publication #21448, The Sand Putting Green Construction and Management available from: Publications Division Agriculture and Natural Resources, University of California, 6701 San Pablo Ave., Oakland, CA 94608-1239.

By definition, California greens are made of 100-percent sand that meets the following particle size distribution: 90 to 100 percent of particles with a diameter between 0.1 and 1.0mm; and 50 to 70 percent of particles with a diameter of 0.50 to 0.25mm. Angular to sub-angular shape is preferred. Any sand outside that range may work just fine, but it is technically not a California green — it is a 100-percent sand green.

Continued on page 29



Twin Bridges is architect Bob Lohmann's latest creation.

Twin Bridges opens for play; USGA Seniors visit a month later

DANVILLE, Ind. — Twin Bridges Golf Club, a unique environmental collaboration between Lohmann Golf Designs (LGD), Heritage Golf Management, Waste Management Inc. and Audubon International, has opened for play here outside Indianapolis. One month following a May 29 grand opening ceremony, Twin Bridges played host to USGA Senior Amateur qualifying.

Named for a pair of railway trestles that criss-cross the property, Twin Bridges is owned by Waste Management, the rubbish disposal company which operates a landfill on another portion of the 800-acre property. Bob Lohmann routed the 18 holes so as to skirt the landfill completely. His construction firm, Golf Creations, built the course with help from Heritage, which stayed on to manage the facility.

Twin Bridges was constructed with the utmost environmental sensitivity; it has already earned "Signature" status, the highest designation bestowed by Audubon International (AI). "The course is a real showpiece," said Ron Dodson, president of Selkirk, N.Y.-based AI, a nonprofit organization that facilitates responsible golf course development and maintenance practices worldwide. "The work Bob Lohmann has done at Twin Bridges has been so tremendous. He wouldn't even authorize the clearing of site lines until we walked the parcel together. When we had, he went out of his way to maintain natural riparian corridors."

While the sensitive design and construction of Twin Bridges stand as considerable achievements (albino deer have

Continued on page 28

Twin Bridges

Continued from page 27

been sighted on the back nine), they take a back seat to the layout itself. Lohmann has created an exhilarating variety of golf holes here: Existing ravines strategically frame several fairways while others swoop downhill into more gentle, rolling terrain. "The course looks like it has been here for years," said head pro Jeff Peters.

Indeed, Lohmann said the site's environ-

mental sensitivity never hindered his design team. "It was an opportunity, to tell you the truth," said Lohmann, president and founder of Marengo, Ill.-based LGD and Golf Creations. "The owner was obligated to leave many areas untouched, so we used those areas to the advantage of the environment and the golfer. Snake dens and other habitats were left untouched, for example, which provides nice separation for the golf holes."

Because much of the site is gently rolling and treeless, Lohmann incorporated an off-beat series of mounds and depressions

to provide definition. Lohmann has also created a unique grading scheme around the putting surfaces through use of expanded collars, depressions and various bunker patterns, including old-fashioned pot bunkers on the 15th. "It's a different sort of look," Lohmann explained.

"The effect is interesting: The expanded collars make the putting surfaces look larger than they are. And these chipping areas invite all sorts of creativity around the greens. If you miss, you can putt, chip or hit a 3-wood like Tiger."

"You get absolutely perfect fairways..."

— John Steidel

Sand solution

Continued from page 27

Steidel built with the sand method, hosted 160 rounds of golf. Cedarcrest's total: 60.

The call went out to Steidel for his expertise, and he went to work.

"We tried to correct all the problems," he said. "If areas were not draining well, we tried to correct them. If areas were too flat, we raised them and graded them. We put drain lines down and 4 inches of sand over the entire course — from the edge of the cart path to the far side of the fairway."

The fairways were then hydroseeded and quickly established a strong root system in the sandy base.

One complication during the procedure is connecting the new drainage lines to the old ones "so that they don't weep out and leave wet areas everywhere," Steidel said. "The two or three problems they found in the last year were drain lines that had been cut and no one knew about it."

Every tee and 16 greens were also rebuilt in the process.

The result of the renovation?

"You get absolutely perfect fairways instead of fairways full of stump holes that are impossible to mow and holes 3 feet in diameter and a foot deep where the grass is 2 inches long in the middle of the fairway," he said.

Steidel said that in western Oregon and Washington superintendents top dress the fairways to improve drainage. His method is an alternate.

"Do you close down and put in the 4 inches of sand, or do you put in drainage lines and top dress for three or four years (and that assumes your course is in fine condition to begin with)?" he said. "What we've done is a better solution."

...

"I was proud of the town that they had the courage not only to close the course to do the needed work, but to do everything possible to address all of the problems at once," Steidel said. "The total cost of \$3 million was close to the cost of building a new course, but they saw the value of making the effort."

Cedarcrest was closed in May 1996 and reopened in August 1997. Upon reopening, the city could increase green fees from \$14 to \$25 because it offered a better product. In its first year of operation the city has seen an increase of \$380,000 in revenues.

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Hurdzan column

Continued from page 27

Unlike the USGA recommendation, there are no performance guidelines for such things as infiltration or hydraulic conductivity rates, percentage of capillary and non-capillary pores, or coefficients of uniformity (CU). Some see this as a weakness, but I do not. I actually see it as a strength because it gives the opportunity to use locally available sands and amend them to whatever performance criteria you want. "Designer root zones" is what one distinguished soil scientist calls them. Allow me to explain my reasoning.

To begin with, you should realize that the turf industry has much to learn about root zones and how they perform. It is an evolving body of knowledge. What we think we know today may prove to be wrong tomorrow.

As an example, I cite Dr. Ed McCoy's work at Ohio State University that preliminarily concluded that California greens construction drains down slower than the USGA green construction method under saturated, experimental conditions. This unexpected finding has puzzled some people who always thought California greens were best drained.

Of what practical significance all of this is has yet to be determined. With all of the confusion about what works and what doesn't, how should you decide on which designer root zone is best for you?

I suggest a simple three-step process. Step one: Determine the source of your irrigation water and do some fairly in-depth testing concerning dissolved materials and suspended colloidal particles. If it is at all out of the ordinary, I would suggest sending along five gallons of that water to the sand-testing lab along with your sand samples so they can do sand selection using your irrigation water. Believe me, this can make a big difference in long-term performance.

Step two: Choose which turfgrass you are going to use on the greens and the possible stresses that may be aggravated by the quality of the irrigation water. For instance, suppose you choose an upright variety of bentgrass for the mid-South, and you find the irrigation water will be effluent that has fairly high salt content. Intuitively this should cause you some alarm—bent, mid-South, salty water, mid-summer.

Your first choice would be to change the source of water to fresh water. But assuming you cannot, should you change to Bermudagrass putting turf

which may better endure those stresses, or go to a very open root-zone architecture?

Or let's suppose you are on a course in the Northeast that wants to use one of the new, very fine-blade, very dense, upright bentgrasses, and the irrigation water is perfect and abundant. What material will you use to top dress these greens, that can get down into the very dense canopy, but yet not cause a perched water table by layering fine top dressing over a coarser root zone? In

this case, the turfgrass is determining the top dressing, which is then dictating the root zone.

In these and many other examples the correct answer may be "designer root zones."

Step three: Select the best root zone, given the information you found in step one and two.

California greens or sand modified with organic or inorganic amendments give you those options and a wide range of flexibility.

How do you determine which

method may be best suited for you? The answer is to test and study, ask questions and listen, and deal with a testing laboratory that understands and endorses various methods of green construction and cares about your situation. Stay away from the lab that seems to know about only one or two ways to build greens, and that simply dismisses any idea of a "designer root zone."

This lab may do just fine for routine and conventional testing,

but lacks the expertise to find the method best for your situation. Of course, I recommend a USGA-certified lab, but don't rely on that certification alone. If you need more help, talk with me personally.

Lastly, I again suggest building your own test plot. Try out what seems to be your best options and compare their results. Be bold and test the limits of a concept, not just the middle ground. Remember, this is soil science, not rocket science.

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Dr. Michael Hurdzan is a principle in Hurdzan Fry Golf Design and holds a PhD in environmental turfgrass physiology.

By MARK LESLIE

LENOX, Mass. — Long-time golf course superintendent and turfgrass advisor Dick Bator and Tom Tanto of Tanto Irrigation & Golf Course Construction have formed an allegiance to work in the United States and abroad.

"We're separate but in partnership," said Bator from his office here outside Pittsfield. "We will come in as a team. I'll spec

Dick Bator, Tom Tanto form allegiance

the grasses and grow-in requirements and hire a superintendent to oversee construction. Tom will install irrigation and build the course.

"We can offer the whole package other than the architect."

"We are entering a different phase of our life," said Tanto of his firm, which has been in busi-

ness for 29 years, building 12 golf courses and installing irrigation on another 300. "I'm looking forward to it. I think it will be a lot of fun."

Bator has been the superintendent at Congressional Country Club, Pine Valley Golf Club and Atlantic City Country Club and once before operated a con-

sulting service. He went to Atlanta Country Club in November 1996, prepped the course for the USGA 1997 Women's Mid-Amateur, and left last January to begin working full-time as a consultant.

Tanto, he said, "is one of the best respected irrigation consultants in the country. We've known

each other for quite a while. We feel with our experience in all ends of construction, plus my grow-in experience, we are a great package. We will do restoration projects as well, and I'm doing troubleshooting on all types of golf courses."

Tanto returned the compliment, saying: "Dick is one of the leading supers in the country. The first time I saw one of his jobs he was at Pine Valley and they held the Walker Cup. I have never seen a course in better shape. His reputation of getting golf courses in shape is good and he has a lot to offer."

Tanto said his company's normal workload can handle a couple of course constructions and nine irrigation projects at a time.

Bator said the tandem has prospects in England, Ireland, Germany and Sweden as well as the United States.

Bator's company, Golf Course Turfgrass Advisor, has a mailing address of P.O. Box 564, Lenox, Mass. 01240; phone 413-499-3395.

Tanto Irrigation & Golf Course Construction is located on Saltsburg Road, Murrysville, Pa. 15668, telephone 412-793-1440.

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Cinnabar Hills opens for play in San Jose

SAN JOSE, Calif. — Fresh off his renovation work at Los Angeles Country Club, golf course architect John Harbottle III saw three nine-hole layouts unveiled here on Aug. 15 when Cinnabar Hills Golf Club opened for play.

The first upscale public course to open in Greater San Jose in 30 years, the club boasts The Canyon, The Lake and The Mountain nines. Harbottle carved the holes out of the hills and valleys of the Calero region.

Four sets of tees make the course playable for all levels of golfer. The facility also offers three practice putting greens, a chipping area and grass tee driving range.

Cinnabar Hills' clubhouse is home to the Brandenburg Historical Golf Museum.

HILLS' PEVELY FARM OPENS

ST. LOUIS—The site of a historic dairy farm now shares its location with St. Louis' newest upscale public golf course. Pevely Farm Golf Club, about 30 minutes west of downtown St. Louis, opened in early June. Architect Arthur Hills designed the 18-hole regulation course on what was once Pevely Dairy Co.'s farm.

GOLF COURSE NEWS

McBroom transforming St. Andrews, N.B.'s Algonquin Golf Course

By PETER BLAIS

ST. ANDREWS, New Brunswick, Canada — While Thomas McBroom's Crowbush Cove was receiving world-wide accolades during the recent Export "A" Skins Game on Prince Edward Island, the Canadian designer was busily applying his architectural hand to another Maritimes layout, the Algonquin Golf Course here at St. Andrews-By-The-Sea.

Canadian Pacific operates the Algonquin, including the hotel, for the provincial government. First opened in 1894, Donald Ross put his hand to the design in the 1920s. The course has been significantly altered over the years, according to head professional Lindon Garron.

The current facility includes a regulation 18-hole and an executive nine-hole layout.

McBroom is condensing that down to a single 18-hole course that takes advantage of the expansive views of Passamaquoddy Bay and New Brunswick's rocky coast.

The ocean will be visible from almost every spot on the course. The signature hole may eventually be the par-3, 12th, which drops approximately 75 feet from



Algonquin Golf Club's 12th hole will be one of several with views of the Atlantic Ocean.

the tee down to a green perched on the rocks no more than 50 feet from the Atlantic Ocean.

The first nine is scheduled to open next June and the second nine a year later.

A state-of-the-art practice facility will accommodate an expanded

teaching program.

"The new layout will allow us to do a lot of the things we've dreamed about in terms of tournaments, tours and golf schools," Garron said.

Garron said the renovation will cost approximately \$6.7 million.

The new Rain Bird irrigation

The new layout will allow us to do a lot of the things we've dreamed about in terms of tournaments, tours and golf schools.'

— Lindon Garron

system will apply water supplied by the community's public water system.

The government and local environmental groups have been very supportive of the project, Garron said.

During the earthmoving process, builders came upon a midden, an ancient Indian refuse heap consisting of clam and mussel shells the native Passamaquoddys had piled by the shore hundreds of years ago.

CP officials contacted the Passamaquoddy tribal leaders, who agreed to allow the midden to be incorporated into the course design as long as a marker was placed near the site informing golfers of the Passamaquoddy's contributions to the local culture.

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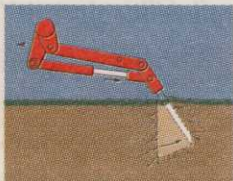
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Nebraska supers help junior golf course

LINCOLN, Neb. — Thanks to the efforts of local golf course superintendents and their corporate partners, the Jim Ager Memorial Junior Golf Course here has undergone a much-needed facelift. The Nebraska Golf Course Superintendents Association (NGCSA), its professional, commercial and cor-

porate members, and other concerned parties donated time, talent and materials to build a new practice green at the 33-year-old course the week of Aug. 24.

Opened in 1965 and built solely from private donations, Ager Golf Course is a "junior" course. Located in the center of Lincoln, the par-27, nine-hole layout hosts

nearly 35,000 rounds per year — mostly children 7 to 15.

The new green, which tripled the area for lessons and warm-up, was designed by Grant Wencel and construction was supervised by a crew from Lincoln-based golf course builder Landscapes Unlimited, Inc. Construction labor for the project

was provided by the Nebraska Student Chapter of the GCSAA, and Lincoln-area superintendents and their crews.

From preferred starting times and special "Juniors Only" tournaments to an extensive golf lesson program, Ager Golf Course is almost totally focused on the needs of junior golfers. Though adults may play the course, they usually need to be accompanied by a junior.

Reaching Out



This package of stories is one of an ongoing series covering initiatives and projects developed to bring new golfers into the game, particularly youths and minorities. People wishing to submit projects should contact the editorial department of *Golf Course News* at 106 Lafayette St., P.O. Box 997, Yarmouth, Maine 04096.

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Hidden Creek GC targets beginners

SELLERSBURG, Ind. — Hidden Creek Golf Club has announced plans to build Hidden Creek Golf Academy, a \$500,000 practice center for juniors and adult beginners, at its 18-hole course just north of Louisville.

"We want to be the facility that juniors and adult beginners think of when they decide they want to learn the game of golf," said Todd Cunningham, Hidden Creek's operations manager and a partner in Kirchdorfer & Cunningham, Inc., Golf Course Management, which owns the facility.

Cunningham said the facility will also enable Hidden Creek to expand and enhance its already active youth program. The club participates in the national Sticks for Kids program, which is sponsored by the Golf Course Builders Association of America.

Work to develop the academy will nearly triple Hidden Creek's number of practice tees to 50 or more, including all-weather tees with mats. The existing lighted practice area will be enhanced with more target greens and practice areas for sand shots and chipping. More putting greens will also be installed.

David Pfaff is designing the academy, and Cunningham said work on the facilities will begin construction this fall. It is expected to be ready by next spring. Cunningham emphasized that the work will not interfere with Hidden Creek's regular golf course and driving range operations.

Construction will be handled by Golf Development Construction, Inc., which is headed by Cunningham's partner, Jim Kirchdorfer.

Cunningham said the new facilities will enable Hidden Creek's staff of PGA golf pros to conduct a continual program of instruction for beginners to advanced players.

"There will always be something going on," he said, "with specific clinics for every aspect of the game, from driving and putting, to iron shots and sand shots."

Hidden Creek, a public course with optional memberships, was developed by Kirchdorfer & Cunningham and opened in the spring of 1992.

Nickels' 3 Korean projects creep toward completion

By MICHAEL LEVANS

SEOUL — Nickels Golf Group's recent activity may be a sign that golf is alive and well in South Korea and will continue to be so when the current economic cloud clears.

Over the last year, Doug Nickels was commissioned to evaluate existing, and create original course designs for three projects being sculpted on the sides of the mountainous Korean landscape. One project is near completion, while the other two are scheduled to open in full before 2000.

Nickels recently oversaw the near completion of Mauna Ocean Resort near Kwangju, South Korea's ancient city. "Over the winter, this may have been the only golf course construction project going in Korea. The shaper left about a month ago," said Nickels.

Built by Kolon Development

Co., a subgroup of the Kolon Group, a textile and apparel company, Mauna offers ocean views from gentle, rolling hills — uncharacteristic of the typical Korean golf landscape.

Kolon plans to add condominiums and is considering the construction of a high-tech theme park on the site.

According to Nickels, Kolon decided to push ahead with course completion through the economic turmoil due to its proposed opening date. "We were close enough to finishing and the owners had the foresight that everybody will be coming out of this crisis in a year or two, right when then they would be ready to open."

Club 200, an 18-hole facility one hour northeast of Seoul, is Nickels' second Korean project. The owners plan to limit membership to 299.

"The course has one hole left



A typical Korean golf course construction scene: Nickels' Mauna Ocean Resort course slowly takes shape along the hillsides.

to shape, so we're waiting to see when we can finish," said Nickels. "Membership sales have pretty much stopped, which means capital expenditures have also stopped." The entire course is planted with the exception of two greens and one fairway. The 50,000-square-foot clubhouse is half done.

"It's in a gorgeous valley," said

Nickels. "There are some mountainous holes then there are some holes that blend together in a big bowl. The clubhouse will overlook six or seven holes."

Club 200 plans to open nine holes this year and nine holes in 1999.

The third project is Tong Yang Country Club, 27 holes located one hour south of Seoul near

Yong-In, a town which already has several golf courses.

At this time, all rough shaping is complete and irrigation is half done. However, construction here has been put off until late summer, early fall. "The goal here is to stabilize what we have until work picks up," said Nickels.

Continued on page 34

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Ristola scores environmental victory in Germany

EMSTAL, Germany — A success story has been created here on the banks of the River Ems by architect Tony Ristola in the shape of an extension to the Lingen Golf Course.

The extension was vehemently opposed by environmental group Bund für Umwelt und Naturschutz Deutschland e.V. (BUND).

"The beginning of the construction phase was, for both the environmentalists and the club, a small part of Hell," said Ristola.

The resulting course, Ristola's second in Germany, led BUND to announce: "We admit this: We made a mistake. [The project] is now a model for the integration of a sports park in a protected area."

The flat site was covered with 7-foot-high stands of corn.

"The second site visit got my heart racing with excitement," Ristola said. "A property bordering the course gave me the feeling that something truly special could be created."

To the southeast Ristola stumbled upon a 28-acre natural

reserve of sand dunes, hillocks and hollows. The way forward for the Lingen extension suddenly became crystal clear — "To restore the barren farmland to a version of its original beauty."

Test borings on the property revealed differing varieties of sand throughout, allowing Ristola to plan for extensive areas of exposed sand and sandy waste.

Course construction began on a Tuesday and by the Friday

BUND had called in the police and work was halted. A missing permit was finally granted and work recommenced in an atmosphere of hostile tension. Ristola can now laugh at the situation which confronted him, but at the time, "No one was happy; the club, contractors, BUND or myself."

All interested parties met for a site visit and Herr. Claus Alfes of BUND expressed his displeasure at the prospect of a "glorified graveyard" of flat, green ex-cornfield.

It was here that Ristola made the breakthrough in communication. "I pointed to the eroded dunes on the nature reserve and explained that we would have vast expanses of open sand with grassy islands and native plantings. Herr. Alfes expressed his approval and I added that there would be more than he could possibly imagine."

A much healthier communication line was opened up and construction continued with the support of both the city authorities and BUND itself.

At the end of May the finishing touches were applied. BUND cited the following aspects as being crucial to its cooperation: That the new section of golf course (10 holes) has the dunes-like character of the Ems river banks; that a wide corridor between the course and the reserve be left fallow; that the underground pipe drainage (in place from agricultural use) be replaced with creek and wetland drainage system; that only native deciduous trees are planted; that a 1.5-km public footpath should run through the new section of the course.

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Nickels project

Continued from page 33

Developed by Tong Yang Leisure Co., Tong Yang Country Club is a good example of just how huge Korean golf course construction projects can be.

Being a semi-mountainous country, Korea's flatter land in the bottom of the valleys is dedicated to agriculture or urban growth. Golf, and other recreation, is relegated to the mountains.

Tong Yang was carved out of a mountainside following the movement of 7 million cubic meters of earth and rock to accommodate not only the course, but access roads and other construction amenities.

"Golf courses are huge civil engineering projects in Korea," said Nickels. "Our involvement has been to work with the Korean architects, who are basically civil engineers. We lend our expertise in the design and sculptural side. They move the millions of yards, we work with them to sculpt it."

GOLF COURSE NEWS

BRIEFS



CMAA'S SINGERLING HONORED

ALEXANDRIA, Va.—The 1998 Industry Leader of the Year Award from the Tourism and Convention Department at the University of Nevada, Las Vegas (UNLV),

was presented to James Singerling, executive vice president of the Club Managers Association of America. Singerling has headed CMAA

since 1990 and has long been a champion of education. Under his leadership, CMAA's presence on university campuses has grown to 32.



James Singerling

IGM TAKES OVER ROSS LAYOUT

LAKELAND, Fla.—International Golf Maintenance (IGM) has been selected by Dunedin Country Club to oversee its golf course maintenance operations. Under the three-year agreement, IGM provides all aspects of golf course maintenance for this Donald Ross-designed, 18-hole layout. The 6900-yard course has been in operation since 1927. The city of Dunedin took ownership in 1962.

GOLF TRUST ACQUIRES PAIR

CHARLESTON, S.C.—Golf Trust of America, Inc. has closed its acquisitions of Tierra Del Sol Country Club, an 18-hole golf facility located near Albuquerque, NM, for \$3.6 million, and Ohio Prestwick Country Club, an 18-hole upscale private golf facility located near Akron, Ohio, for \$6.4 million.



ACQUISITIONS

STAND JOIN WILSON GG

WHITE BEAR LAKE, Minn. — The Wilson Golf Group, a White Bear Lake-based course ownership and operations company, named Greg Stand director of acquisitions. Stand also is general manager of one of the group's Oak Glen, a 27-hole public facility in Stillwater, Minn. The Wilson Golf Group owns and operates six facilities: Oak Glen and Applewood Hills in Stillwater, Minn.; Gem Lake Hills in White Bear Lake; North Links GC in North Mankato, Minn.; Adobe Creek in Fruita, Colo.; and Chipeta in Grand Junction, Colo.



Hyatt Dorado Beach course in Puerto Rico.

Rosmarin assumes Hyatt golf reins

By PETER BLAIS

CHICAGO — Hyatt Hotels Corp., which operates 23 courses in the United States and Caribbean, has hired former Golden Bear Golf Centers executive Gary Rosmarin as the hotel chain's director-golf operations.

Rosmarin will oversee management, marketing, operations and development of Hyatt's golf facilities. Hyatt has Caribbean golf operations in Aruba, Grand Cayman and Puerto Rico. Its U.S. facilities are located in Scottsdale, Ariz., Indian Wells, Calif., Vail, Colo., Orlando, Fla., Incline Village, Nev., Hilton Head, S.C., San Antonio, Texas, Koloa, Kauai and Lahania, Maui, Hawaii.

"My responsibilities deal with specific operational issues as well as new golf development and remodeling of some of our existing properties," said the Tulane and Florida State University graduate.

"We're getting ready to make a significant investment in Puerto Rico to bring Dorado Beach and Cerromar back to the wonderful condition they were in many years ago and make them the jewels of the Caribbean. When people traditionally thought about the Caribbean and golf, they thought about Puerto Rico and Dorado Beach as the places to go. We're also working on new resort properties on St. Lucia and St. Kitts."

Continued on page 36

Meditrust realigns management staff

Cobblestone Golf to benefit

NEEDHAM HEIGHTS, Mass. — The Meditrust Companies announced that Abraham Gosman has resigned from the positions of chairman of the boards, chief executive officer (CEO) and director and that Thomas Taylor has been appointed interim chairman. David Benson, president of Meditrust Corp. since 1991, will serve as interim CEO.

Over the next 60 days, Meditrust anticipates filling the chairman and CEO positions, reviewing and approving a modified investment and operating strategy for The Meditrust Companies, and selecting an appropriate corporate structure through which to conduct the business activities in response to the recent paired share REIT legislation.

Said Gosman: "Following the successful completion of the acquisitions of La Quinta Inns, Cobblestone Golf Group and Santa Anita over the past nine months, I feel that I have accomplished my mission in assembling these premier assets. The Meditrust Companies is no longer just a healthcare REIT but has evolved into a business that requires complex capital markets and operating expertise on the part of whomever serves as the chairman

Continued on page 36

Nicklaus, ClubCorp join development forces nationwide

DALLAS—Two of the golf industry's leading family-operated dynasties have formed a new joint venture to build, own and operate as many as three dozen Jack Nicklaus Signature courses worldwide over the next 10 years.

Officials of Golden Bear International Inc. of North Palm Beach, Fla., and Dallas-based ClubCorp said the joint venture will build three golf course products: private golf and country clubs; upscale daily-fee courses; and "The Bear's Best," a series of daily-fee courses that will feature replications of Nicklaus-designed golf holes.

Course layouts will be by Nicklaus Design. Certain projects might be co-designed by Nicklaus and other family members involved in Nicklaus Design, including son Jack Nicklaus II. The courses and country clubs will be operated by Club Corporation of America (CCA), a unit of Dallas-based ClubCorp founded by Robert Dedman Sr., and now headed by his son, Bob Dedman Jr.

The management committee for the

PERSONNEL CORNER

Looking for Mister Good Greeter Plus

By VINCE ALFONSO

Between 1977 and 1982, when I was general manager and head professional at Holiday Golf Club in Olive Branch, Miss., a significant contingent of Japanese golfers from the Sharp plant in Memphis, Tenn., frequented our course every Saturday and Sunday.

I cannot tell you the number of times one of them would remove a set of irons or woods from my shelf, walk to the cash register and ask this question, "Takea Veesa!?"

Of course I "took a Veesa". I also "took" Cash, Check, Master Card and American Express. I was happy to take whatever method of payment they wanted to give me.

However, if I had just been there to take their Visa or cash, etc., I wouldn't be telling you this story.

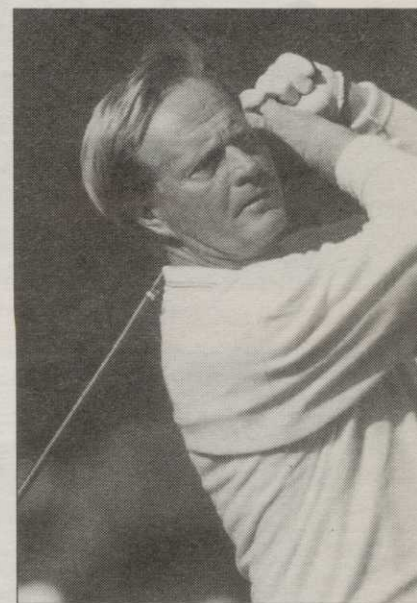
Taking their money, or any other customers' money for that matter, although essential to the business, was just a very small part of my job.

You see, my real job was to make them feel appreciated and welcome, to make them smile and have fun, to make them want to come back again and again.

One of the ways I feel I accomplished

Continued on page 38

Vince Alfonso Jr. is a 40-year, golf-industry veteran, president of Alfonso Creative Enterprises Inc., and owner/PGA professional at Kimberling Golf Course near Branson, Mo. He can be reached at 417-739-4370.



Jack Nicklaus

venture includes: Ira Fenton, president of Golden Bear Financial Services; Tim Kenny, senior vice president of business development of Golden Bear International; Tom Bennison, senior vice president of new business for CCA; and Dave Richey, senior vice president of development for CCA.

The joint venture's first project is The Golden Bear Golf Club at LionsGate in Overland Park, Kan. A

Continued on page 37

Meditrust/Cobblestone

Continued from page 35
and chief executive officer."

With the addition of La Quinta's hotels and Cobblestone's golf course facilities together with its healthcare portfolio, The Meditrust Companies owns approximately 800 health care-, lodging-, and golf/entertainment-related facilities and employs more than 12,000 people.

Cobblestone recently acquired Carolinas Golf Group, a Raleigh, N.C., company that operates seven courses on the East Coast.

Rosmarin

Continued from page 35

A 20-year golf industry veteran, Rosmarin spent 14 years working for Golden Bear. He ran the Nicklaus/Flick golf schools, was involved in public golf course development, served as president of Golden Bear Golf Centers and was vice president of Jack Nicklaus Golf Management. He most recently served

as chief executive officer of Greylock Associates, a management consulting firm where he recruited such notables as Nicklaus and NBA coach Lenny Wilkens to be featured in a business-to-business video titled "The Art of Coaching in Business."



Gary Rosmarin

Operationally, Rosmarin will work with the directors of golf at Hyatt locations "to make certain guests receive the same quality of service [on the course] that they do at the hotel. That means excellent course conditions, the best merchandise and great customer service."

Hyatt has no specific numerical goals in terms of adding courses. "We can't say we're going to double our numbers by a certain time because it takes so long to develop a quality resort," Rosmarin said. "Hyatt's a private company that looks at resorts on a case-by-case basis...We have quite a bit of activity in the Caribbean as well as some projects we are looking at in the continental United States. Hyatt Development has more projects now than it has had in many years."

"We're very close to starting construction on St. Kitts. Hyatt also has a project in Las Vegas (Henderson) that is associated with two Nicklaus courses already out there. We're building a hotel on St. Lucia that already has a golf course and we're hopeful of a management agreement down there."

Hyatt owns several of its golf properties, has management agreements on others and is affiliated with a handful that are operated by third parties. "Every situation is different because of the ownership of the properties," Rosmarin said. "Obviously, we'd like to manage the golf wherever that's feasible."

The biggest restoration involves the four courses at Cerromar and Dorado Beach in Puerto Rico. "All four are wonderful designs by Robert Trent Jones Sr.," Rosmarin said. "Over the years, as happens with most golf courses, greens tend to get smaller, bunkers change shape, drainage needs to be added. We're working with the Raymond Floyd group. The chief designer [Harry Bowers] spent many years working with Robert Trent Jones."

In terms of Caribbean development, Rosmarin said: "There seems to be more competition there than ever before. We're building resort properties in St. Kitts and St. Lucia and we're looking at Eleuthera."

"Water is always a problem [in Caribbean golf course development]. To build Tierra del Sol on Aruba, we had to run a pipeline seven miles to get the water to the golf course site. It was very costly, but we had a beautiful golf course when it was done. You get some beautiful locations in the Caribbean, if you can overcome those environmental and water issues."

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Bob Miller —
The Golf Club of Purchase • Purchase, NY



Seed supplied by L.L. Olds Seed Co.

"Providence has performed as expected; with its upright growth characteristics, fine leaf texture, uniform density and color, it has truly been a winner for us. Since the day we opened, our customers have loved the consistency and smoothness of our putting surfaces."

Pat Shaw —
The Bog • Saukville, WI



Seed supplied by Professional Turf Center

"This is my fifth grow in and my first with pure Providence greens. It's a very fine, upright turf. Slightly slower to establish because of our cold and rainy fall, but now that we are maturing it's showing its true colors to be a great putting surface."

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ClubCorp/Nicklaus

Continued from page 35

letter of intent to build the private club and 18-hole course has been signed with Synergy Development, the developer of the 1,000-acre master-planned community. Groundbreaking is anticipated for this fall.

Approximately 50 percent of the joint venture's projects will be the construction and development of new private golf and country clubs; 30 percent, daily-fee courses; and 20 percent re-design and financing of existing clubs and courses.

"The Bear's Best" courses will consist of 18 holes selected by

Nicklaus from among the 160 courses designed worldwide by Nicklaus Design. Each project will feature a different 18-hole selection, depending upon the location, climate and terrain. Specific holes for the initial projects have not been determined. Although these courses will be open for individual play, the joint venture plans to focus its marketing efforts on attract-

ing corporate, association, convention and charity tournaments and outings. The venture also will provide turnkey re-design, financing and management to member-owned clubs and independently owned courses.

"I personally will be involved in the selection of holes because nobody knows these courses like I do," Jack Nicklaus said. "The venture with Robert Dedman and

ClubCorp is a great fit between our two companies."

In addition to Kansas City, targeted areas for the new courses include Atlanta, Dallas, Las Vegas, Orlando, Palm Springs, Calif., Phoenix and San Antonio.

Golden Bear International and ClubCorp previously have been associated in golf projects, notably the Jack Nicklaus/Jack Nicklaus II Signature courses at

Aspen Glen Club in Carbondale, Colo., and the Golf Club at Indigo Run on Hilton Head Island, S.C. Both clubs are owned and operated by an affiliate of ClubCorp. The recent completion of these two courses prompted the two companies to explore a closer relationship, officials said.

Both organizations will continue to pursue and grow their respective core businesses.

Nicklaus woes

Continued from page 1

the status of construction projects and made false statements about the unit's revenue, costs and profits to executive management.

Golden Bear then restated a loss of \$24.7 million, or \$4.49 a share, for the year ended Dec. 31, 1997. The company originally reported a loss of \$2.9 million, or 53 cents a share, on revenues of \$67.7 million.

The company said it expects to report losses of up to \$17 million for the six months ended June 30, due to the ongoing Paragon construction projects and operations of Golden Bear Golf Centers.

After Golden Bear made its announcement, shares of Golden Bear fell 14 percent, or 62 cents, to close at \$4 on the Nasdaq.

Shares of Golden Bear Golf were then halted by NASDAQ and a Class Action has been commenced in the United States District Court for the Southern District of Florida against Golden Bear Golf, Inc. and certain of its officers and directors for violations of the federal securities laws.

In a recent statement issued by Dick Bellinger, president and chief executive officer of Golden Bear, said: "We are outraged at the actions of former management of Paragon. We have moved immediately to rectify this situation, and are working closely with our customers on our current projects to assure the quality and timely completion of our projects."

Golden Bear said it's talking with several construction firms to explore options, which could include joint ventures or alliances with Paragon. The company said it has no plans to sell Paragon.

However, not all is doom and gloom for the Bear. Nicklaus' private company, Golden Bear International, has just announced a joint venture to own and operate an estimated 35 new courses throughout the United States with Dallas-based Club Corp.

Golden Bear Inc., despite its acknowledged losses, has been growing rapidly, with revenues reaching \$56 million in 1997.

GOLF COURSE NEWS

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of
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Working with you.

Alfonso

Continued from page 35

this sounds silly, but worked. I thought they would get a laugh out of me trying to pronounce their names without their assistance. I was even bold enough to call them to our front counter over the PA system, just like everyone else. Lucky for me, they loved it.

I also served them "Mini

dogs of Benihana". I would throw little hot dogs into the air over my flat grill in the snack bar and then, using a Japanese knife, I would slice them in half in mid-air. They thought that was hilarious.

You see, even though we couldn't communicate fluently in each others language, we established a positive rapport which they enjoyed and which

brought them back week after week. They never knew what I was going to do next.

In other words, I didn't and my staff didn't, just, "Takea Veesa". We were not just greens fee takers.

However, let's be quite frank. We all know greens fee takers are prolific in our industry. You know the type. These are human beings who stand behind

counters in golf shops across America taking greens fee dollars and doing little else. They have little or no interaction with their customers.

And to my dismay, many owners and managers allow this to happen. When asked why they allow this behavior, they say, "he or she is dependable and honest and that's good enough for me".

I would like to challenge you at this point by saying, it shouldn't be good enough for you. Sure, you're taking in greens fees, but, you're missing a great chance to endear your customers to your course. I know one owner who says, "if all you want is a greens fee taker, get a box with a slit in the top and a lock on the side. Now, that's a greens fee taker."

We bill Kimberling Golf Course as the most entertaining and challenging nine holes in Missouri. If you read my column regularly, you know we do a lot to literally get customers laughing before they ever hit their first shot. The course takes care of the "challenging" claim all by itself. It's a 2100-yard, par-34. And, believe it or not, you cannot see the greens from the tees on any of the 7 par 4's.

Now, because Kimberling City is a resort community near Branson, Mo., we see many first-time guests. I knew from the start I had to create something innovative to help our guests get around our course without shooting a million. I had to create something for my staff and me to help them find their way around our course.

Thus was born color-coded landing area circles. These landing-area circles serve to guide our first-time golfer in both direction and distance off every tee. The circles are noted on the score card and inside each circle I have placed the exact yardage information from the middle of the red tee to the middle of the landing area.

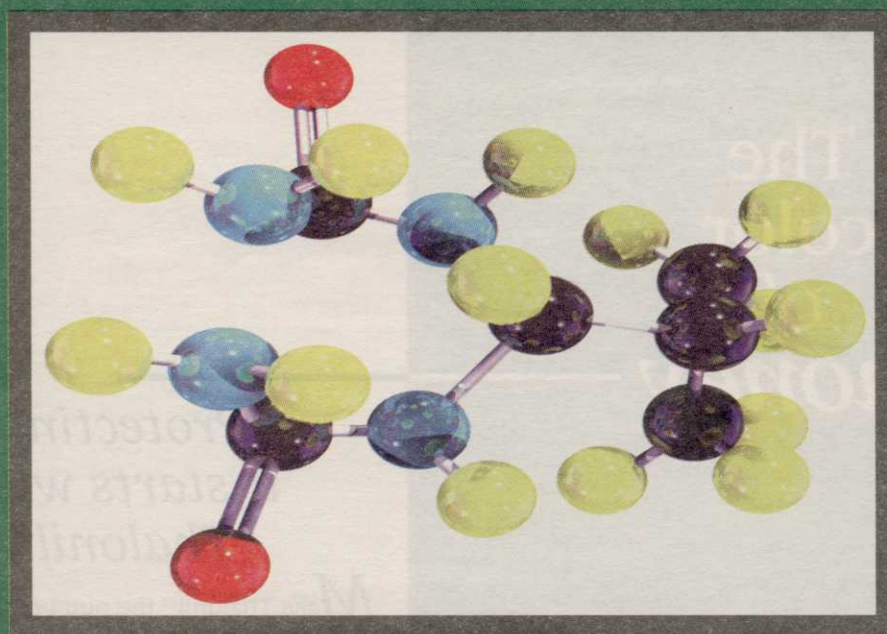
Our landing-area circles are 50 feet in radius, irrigated and mowed differently than the rest of our course. All first circles have a yellow pendant flag in the center, second landing area circles have a gold pendant in the center and our third landing area circle on No. 7 has a reddish orange pendant at it's center.

I have a sample of our system on the Cayman practice range which is easy to see from our golf shop. This gives our staff a chance to communicate valuable, helpful information to our first-time customers right at the front counter. From the second they walk in, we are making them laugh and helping them out. I believe that taking this approach communicates to them, very clearly, that we are not just here to "Takea Veesa."

Our little landing-area circle explanation says we appreciate them coming to see us and we're trying to do all we can to help them have a great time.

Dependability and honesty are essential characteristics for any employee. But, with your help, they can do and be much more.

GOLF COURSE NEWS



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The molecule on this page is where green really begins: with the sustaining power of the world-class nitrogen source isobutylidene diurea. And Lebanon Turf Products is the *only* company that brings it to you in the superior form of IsoTek³¹: a high quality, *homogeneous* fertilizer that ensures your turf uniform and controllable growth.

Since Lebanon Turf Products introduced IsoTek³¹ to the industry, turf-minded superintendents have discovered for themselves its unique capability for swift green-up and dynamic restoration of turf vitality. Fairways and greens alike benefit from its controlled nitrogen release through hydrolysis *and* microbial activity, regardless of soil temperature or type.

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IsoTek³¹ is a registered trademark of the Lebanon Seaboard Corporation.

BRIEFS

**COLUMBIA PARCAR HIRES WITHIN**

REEDSBURG, Wisc.—Columbia ParCar, a manufacturer of golf cars, announced several promotions within its home office. John Crnokrak, vice president of sales and marketing for the past year, has been promoted to executive vice president. Tom Simota has been promoted to vice president of operations. Duke Cramer, a veteran of 26 years with Columbia ParCar, takes over the newly created position, manufacturing manager. Columbia ParCar has also appointed C. Ward Utterbach as its sales/marketing support manager. Utterbach will be responsible for assisting the technical, sales and marketing support groups of Columbia ParCar in order to achieve their long range plans.

KEYSTONE SOUTH EXPANDS IN FLORIDA

ATLANTA — Keystone South, a manufacturer of concrete modular retaining walls, has appointed Sam Riddell as sales representative of Keystone Retaining Wall Systems for Central and Northern Florida. Riddell will be based in Orlando. The company has also established a manufacturing and sales agreement for Keystone Retaining Wall Systems with Florida Rock Industries, Inc. Russ Hinote will be the sales representative covering the greater Tampa Bay-St. Petersburg area.

GROWTH PRODUCTS ADDS HATTORI TO LINEUP

WHITE PLAINS, N.Y.—Growth Products Ltd., a producer of liquid fertilizers, announced the hiring of Kevin Hattori as its new director of public relations. Hattori's responsibilities will include the identification and pursuit of potential publicity opportunities for the company. He will also oversee all copywriting and function as the company's liaison with the media, industry associations, and universities.

KING SAFETY PROMOTES KIRK

ST. CHARLES, Mo.—King Safety Products announced the promotion of Douglas Kirk from sales manager to vice president and product manager. A company veteran, Kirk joined King in 1989 as a sales representative. His 27-year career includes positions in retail sales, market research and advertising. In his new position, Kirk will be responsible for four key areas at King. He will head up research & development for new and existing products, oversee all product testing, give company-wide technical support, and act as liaison with Underwriters Laboratories Inc.

GOLF COURSE NEWS

TEXTRON TURF CARE AND SPECIALTY PRODUCTS SPONSORS TURF MANAGERS SEMINAR

RACINE, Wis.—A group of more than 30 top graduating turf students from colleges and universities throughout the U.S., Canada, Australia and New Zealand recently attended Textron Turf Care and Specialty Products' Future Turf Managers Seminar. "These students represent a bright future for the golf course maintenance industry," said president Phil Tralies. "They are knowledgeable, ambitious, and eager to put their education to work on golf courses around the world." The three-day event included presentations and panel discussions dealing with current and future issues of importance to golf course superintendents.

Foley takes Neary

By MICHAEL LEVANS

MINNEAPOLIS, Minn. — The Foley Companies, the parent company of sharpening and grinding equipment manufacturer Foley United, has acquired Elk River, Minn.-based Neary Manufacturing Inc. including the Neary turf maintenance equipment division, related patents, manufacturing and distribution.

According to Jim Letourneau, president of Foley United, the deal marks a merger of technologies, yet, logistically, will remain transparent to the customer base.

"Foley Companies owns both of these lines now, which equates to over half of the market share," said Letourneau. "The customer will see no change as far as who they're dealing with and where they're calling. Both lines will be marketed in the marketplace through independent distribution and we're maintaining a Neary sales force and a

Continued on page 40

EPA to reassess existing pesticide tolerances

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) is seeking relief from the Food Quality Protection Act (FQPA), which changes the method of determining human exposure to chemicals.

The legislation, which became law in August 1996, is to be implemented by the Environmental Protection Agency (EPA). Prior to enactment of FQPA, risk from pesticide use was measured only from residues from dietary exposures. Under FQPA, the EPA must consider the aggregate exposure for each pesticide, including non-dietary means (i.e., residential, lawn and garden uses). While the previous legislation required a separate evaluation for each pesticide, the law now demands that the evaluation include all those pesticides sharing a common mechanism of toxicity.

Under FQPA, the EPA must reassess all existing pesticide tolerances (more than 9,700) within the next 10 years. Concerns for the golf course maintenance industry include a plan to eliminate all organophosphates (OPs) by August 1999.

OPs currently offer broad-spectrum control of infestations of mole crickets, soft-bodied larvae, fire ants and other insects that can mean economic and environmental disaster for a golf course.

"We do not oppose any legislation that removes a threat to human health as long as it is based on sufficient data," said GCSAA President George Renault. "Our concern is, the EPA is using 'default assumptions' in risk measurements that are often overly conservative, inaccurate and unreliable. Under provisions of the law, the EPA can use 'data-call-in' to acquire the actual scientific information, but indications are the agency will ignore that option. The potential consequences are enormous."

According to Renault, golf course superintendents support the EPA's efforts to find alternatives to organophosphates. However, arbitrary elimination would be counter-productive if it results in the need to use less-effective products in greater amounts, thereby increasing risks to the environment.

Renault also indicated pesticide manu-

Continued on page 40

**NEW PRODUCT OF THE MONTH: SMITHCO'S 3-IMPLEMENT GREEN STAR**

WAYNE, Pa. — The Green Star RBS System, for the rolling, brushing and spiking of greens and turf, is now available on all Smithco bunker rakes. This system also mounts quickly and easily on Toro Sand Pro and Ransomes/Cushman bunker raking units. The Green Star offers a complete choice of implements to meet all types of turf requirements. The spiker implement relieves the compaction of the soil and allows water and air to reach the turf's roots, at the same time penetrating to the proper depth for drainage. The brush unit incorporates top dressing quickly and evenly, and can also be used to smooth all types of soil surfaces. The roller system is mounted behind the bunker rake's wheels, in order to deliver after-the-wheel smoothness, for true and fast greens and turf. All three implements mount with Smithco's exclusive Quad-Pivot hook-up system, designed to allow maximum flexibility and conformity to undulating terrain. These implements are offered individually, or as a complete three-function system. For more information, contact 610-688-4009.

SRO, O.B. team on the green

By MICHAEL LEVANS

CORVALLIS, Ore. — In the age of the exclusive supplier agreement it's not just the Big Iron that's going to reap the benefits.

Seed Research of Oregon (SRO) and golf course management firm O.B. Sports have announced an agreement under which O.B. Sports will purchase its grass seed needs for overseeding and new projects from Seed Research.

According to the companies, the agreement includes superintendent education, help with grass selection and assistance with all aspects of turf management.

"We wanted to make sure, from a ryegrass standpoint, that we could lock into a supply that we would have over the course of three years so we weren't susceptible to the whims of Mother Nature," said Bob Marshall, president of north-western operations for O.B. Sports. "So this not so much based on price as it is to

Continued on page 41

U.S. Microbics readies new bug plant

CARLSBAD, Calif. — U.S. Microbics, Inc. has announced that its new manufacturing facility is proceeding on schedule as contractors install fixtures, laboratories and production equipment in preparation for startup of microbial fermentation and blending operations sometime this month.

The company expects to initially produce limited quantities

of microbes in its pilot plant operation with both 14-liter and 130-liter fermentors.

These vessels will be used to ferment microbial cultures which will be blended into agricultural products used for plant growth enhancement and water savings for applications on golf courses.

The company also anticipates

the installation of a 1,000-liter fermentor within the next six months to increase its microbial capacity to meet Bio-Raptor demand. The larger fermentor will enable the company to scale up pilot plant operations and internally ferment microbial blends rather than rely on third party fermentation.

The 22,000 square feet of office and warehouse space should be ready for full occupancy by

August 15 and management eagerly waits for the contractor's dust to fall. Company Executive Vice President, Mery Robinson, stated, "This new facility will culminate our efforts to restart the manufacturing operations after a six-year hiatus. With numerous past customers requesting microbial products we will finally be in a position to start satisfying their needs during this fiscal year."

TPI survey says sod sales hot

ROLLING MEADOWS, Ill. — Golf courses are wielding a bigger stick in the sod business than ever before, according to a recent survey by Turfgrass Producers International.

The survey—which polled TPI members on the distribution of their 1997 sales—showed that the percentage of the nation's turfgrass sod purchased by golf courses has nearly doubled in the last decade.

In 1988, a mere 4.7 percent of all sod purchases related to

'Better installation procedures and heartier cultivars are also leading to increased use of turfgrass sod on golf courses.'

—Doug Fender

golf course development and renovation.

But by 1997, that percentage had grown to 8.14 percent.

"Turfgrass sod enables a new or renovated course to open earlier and generate cash sooner," explains Doug Fender, executive director of TPI, noting that "better installation procedures and heartier cultivars are also leading to increased use of turfgrass sod on golf courses."

Government statistics place nationwide sod sales at nearly \$500 million annually.

Members of Turfgrass Producers International include nearly 1,000 turfgrass sod producers in 36 countries.

EPA/pesticides

Continued from page 39

facturers could meet requirements of the law if: decisions are based on scientific data and actual pesticide use; allow for development of scientific methodology to meet the new safety standards and revised objectives for protecting human health and the environment; and establishes and communicates open, uniform and scientifically practical policies to guide consistent implementation.

Among the 'default assumptions' the EPA can make in applying the law is the contention applicators (golf course maintenance staffs) will use the product with maximum frequency and in the maximum dosage allowed by law.

GCSAA has embarked on an extensive membership education and communication plan to address the issue, and has joined forces with numerous groups to work with lawmakers on the implementation of the law.

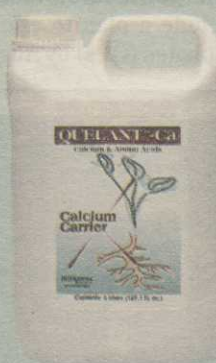
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Addition of calcium to the soil by traditional means is not usually efficient or effective in treating the calcium deficiency of turfgrass. Once applied, the common forms of liming materials can rapidly change to compounds that are insoluble in water and not readily available to the plant. Continuous applications over long time periods are necessary to effect even modest improvements in calcium uptake.

Quelant™-Ca is a newly available amino acid chelated calcium product that corrects calcium deficiencies in turfgrass upon application. Quelant™-Ca provides readily available calcium chelated with amino acids so that it is easily absorbed by the leaves and/or the roots of the plant regardless of most soil and water conditions. The unique formulation of amino acids used for chelation was



developed not only to facilitate absorption by the leaves and roots, but to increase mobility of the calcium within the plant as well.

Quelant™-Ca is normally applied as a foliar spray and may also be applied through fertigation. Either way, it is tank-mix compatible with herbicides, soluble fertilizers, insecticides, fungicides and plant growth regulators. It will even help improve the efficiency of most of these treatments by increasing their absorption and translocation within the plant.

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EPA approves new Dimension labeling

PHILADELPHIA—The U.S. Environmental Protection Agency has approved the new labeling for Rohm and Haas Co.'s Dimension crabgrass preventer. This provides a crabgrass treatment for both lawns and landscape beds.

The company said this non-staining product can be safely applied around more than 150 types of flowering plants, shrubs and trees. This list includes plants such as roses, azaleas, day lilies and dogwoods; shrubs such as junipers, hollies and laurels; and trees such as pines, spruces, maples and oaks.

Dimension herbicide is available as an emulsifiable concentrate and in several fertilizer formulations.

Foley/Neary

Continued from page 39
Foley sales force."

According to Dick Hentges, chief operating officer of the new conglomerate, "Foley's capital resources, excellent engineering support services and name recognition, combined with Neary's innovative new product development, strong customer service and product loyalty will create an entity that will be a dominant supplier for our industry."

The company has no immediate plans for product changes for either line.

The Foley Companies own Foley Belsaw, a company that does correspondence education in income opportunities areas and Foley Martens, a wood working company that manufactures houseware products.

SRO, O.B.

Continued from page 39

fulfill the need for overseeding in the South, as well as acquiring enough ryegrass and other seed for our new course projects."

O.B. currently has 126 holes and is in the final planning stages of new projects in Port Orchard, Wash., and Tucson, Ariz.

"From our side we're ahead of the curve as far as new O.B. projects and renovations are concerned," said Skip Lynch, SRO's technical agronomist. "We can be on site to help them with their agronomy and they get the price breaks and improved service."

Seed Research has committed to a set number of visits to O.B. courses to work with superintendents to make recommendations and keep supers up to date on any new turf research.

Milorganite sponsors turfgrass research

MILWAUKEE—For the fourth consecutive year Milorganite is sponsoring its Turfgrass Research Donation Program.

For each ton purchased and delivered between August 1 and November 30, 1998, Milorganite will donate \$10 to the superintendent's favorite turfgrass research organization.

"Milorganite and its distributors have supported turfgrass research at the national level for decades through the O.J. Noer Research Foundation," said Milorganite spokesman Larry Lennert. During the first three years, Milorganite donated \$65,000 to research organizations across the U.S. and Canada.

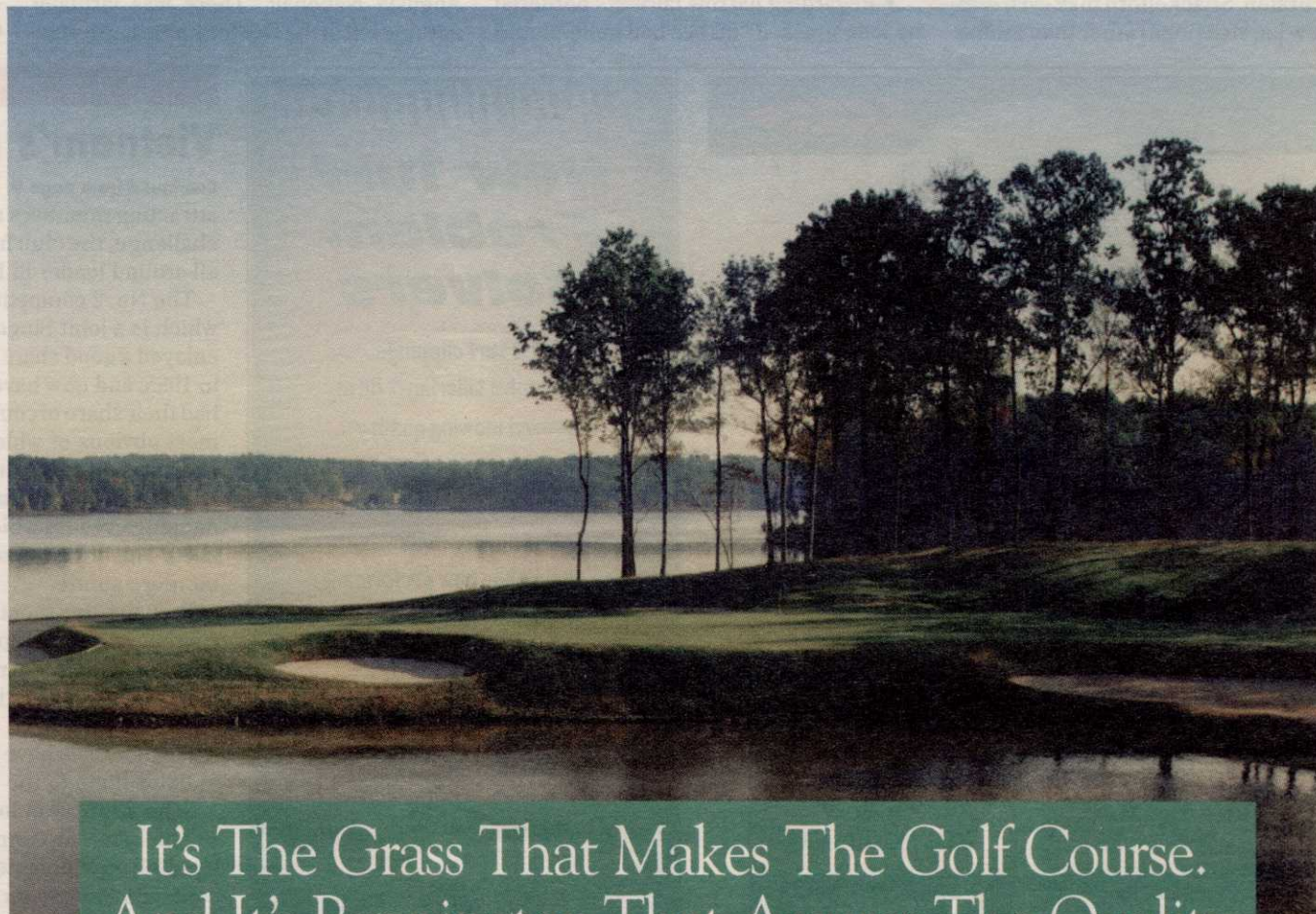
Lasco ready for expansion

BROWNSVILLE, Tenn.—Lasco Fluid Distribution Products Co., a supplier of pressure and drainage, waste and vent pipe fittings, announced expansion plans to build a new plant that will triple the size of its existing facility and double production capabilities.

This new facility, housed on 50 acres of land in the

Brownsville-Haywood County Industrial Park, will be nearly 500,000 sq. ft. and will eventually replace Lasco's existing Brownsville based operations.

Cost of the project is valued at \$26 million to include additional injection molding machines for Lasco to further seek organic growth in the irrigation and golf course markets.



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Shackelford strides into Mackenzie's world

By MARK LESLIE

He gave us *The Captain: George C. Thomas Jr. and His Golf Architecture and Masters of the Links: Essays on the Art of Golf and Course Design*. Now young Geoff Shackelford strides into the realm of fiction in a sometimes cutting tale called *The Good Doctor Returns*.

The Good Doctor, for those outside the loop, is Dr. Alister Mackenzie, thought by many to be the greatest golf course designer of all time. And in this whimsical excursion, Shackelford may earn himself a few karate chops rather than kudos.

The book is written in the first person, from the point of view of a young golf course architect who gets hired by Dr. Mackenzie, who did not die as we thought on Jan. 6, 1934.

Herewith, a few of those views:

- Regarding bunkers, Mackenzie says, "My experience with today's courses is one of despair and disbelief."

- "I never thought I'd see the day when they would install irrigation on the great links of the British Isles."

- Regarding narrow fairways bordered by long grass, it "makes bad golfers! And

narrow fairways destroy the harmony and continuity of the game, causing a stilted and cramped style, destroying all freedom of play and creative shotmaking. And isn't that the real joy of the game? Creating shots and making bold recovery plays?"

- Regarding green committees, "Many have ruined my handiwork by planting trees like rows of soldiers along the borders of the fairways and turning once beautiful properties into jungles."

For his part, the narrator declares of Augusta National: "There was virtually nothing left of the Doctor's original design

at Augusta other than the routing and a couple of bunkers."

And he tells Mackenzie he can't ask Augusta National's greens committee "if the fool who built the 16th green was drunk and blind."

Well, the Good Doctor gets his site for a final golf course — a property on the ocean in San Diego with grassed-over dunes, sandy soil and undulating land.

The Good Doctor Returns, 180 pages, hardcover, \$19.95. Available through *Golf Course News' Bookshelf*: 207-846-0600, ext. 230.



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SPOTLIGHT ON ASIA

Vietnam's growing pains

Continued from page 9

attracting members and assuring quality will continue to be a challenge, the club has the backing to maintain its spot as the all-around leader in HCM City.

The No. 2 competitor in HCM City is the Song Be Golf Club which is a joint Singaporean and Swedish venture. They have enjoyed a good share of the membership market since opening in 1995, and now have over 400 members. However, they have had their share of course construction and project setbacks, the most obvious of which is the half-finished concrete and steel shell of their "permanent" clubhouse.

The only permanence it possesses at the moment is as a nagging eyesore which is not likely to go away before the year 2000. The difficulties they have had with the golf course are a bit more subtle.

Perhaps the most encouraging aspect of Song Be is its current membership sales approach to the local market. In order to encourage more Vietnamese to play they have scheduled "open" days to introduce them to golf in a low pressure environment.

Further, they have restructured their membership schemes to tailor them to the Vietnamese market.

"The strategy is to get word of mouth and group power to sell memberships among the Vietnamese — it will just take a handful of Vietnamese members to start this movement," contends Paul Slater, the director of marketing for Song Be.

With that in mind they have extended the payment plan for

Continued on page 46

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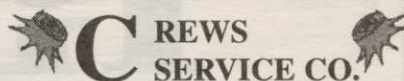
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10-11 — *Southwest Horticultural Trade Show in Phoenix.* Contact Cheryl Goar at 602-966-1610.

17-21 — *Florida Turfgrass Conference in Tampa.* Contact 800-882-6721.

22-24 — *Turf and Landscape Field Days in Blacksburg, Va.* Contact David McKissack at 540-231-5897.

October

26-27 — *Golf Course News' Public Golf Forum in Palm Springs, Calif.* Contact GCN Conference Group at 207-846-0600.

November

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.

3-5 — *Penn State Golf Turf Conference in State College, Pa.* Contact 814-863-3475.

4-5 — *Heart of America GCSA Annual Golf & Turf Conference in North Kansas City, Mo.* Contact 816-561-5323.

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.

11-13 — *Midwest Turfgrass & Ornamental Seminar in Lafayette, Ind.* Contact Bev Bratton at 765-494-8039.

13-17 — *Professional Lawn Care Association of America Annual Conference in Nashville, Tenn.* Contact 800-458-3466.

16 - Dec. 11 — *Turf Managers Short Course, University of Guelph, Ontario Canada.* Contact Peggy Nagle at 519-824-4120, Ext. 3814.

December

1 — *North Central Turfgrass Exposition in St. Charles, Ill.* Contact 312-201-0101.

7-10 — *Ohio Turfgrass Conference in Columbus.* Contact 614-760-5442.

8-10 — *Georgia Turfgrass Show in Atlanta.* Contact 770-975-4123.

9-11 — *Rocky Mountain Regional Turfgrass Association Conference in Denver.* Contact 303-770-2220.

* For more information contact the GCSAA Education Office at 800-472-7878.

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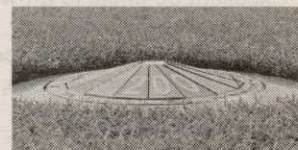
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Management track

Continued from page 1

Maintenance tracks will run concurrently over the two days.

Returning speaker Gregg Gagliardi, whose past sessions have traditionally been among the most popular, will open the Management/Marketing Track with a discussion of the business factors changing the face of public golf management. Gagliardi is a longtime course general manager who recently started his own management firm, Diamond Players Club, in partnership with Texas Rangers' starting pitcher Todd Stottlemyre.

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According to the Orlando, Fla.-based executive, increased affluence, business factors and media coverage have all contributed to a burgeoning golf industry. He will discuss the problems created by the game's growth — such as inadequate facilities and inaccessibility due to high costs — and how well-managed operations have turned those problems into niche opportunities.

"Great opportunity exists for companies with the right approach," Gagliardi said. "We believe we have it."

Another individual with the right approach is Vince Alfonso. Alfonso is a 40-year golf-industry veteran who has managed everything from nationally acclaimed golf courses such as The Rail in Springfield, Ill., to rock-and-roll bands. One thing Alfonso has learned is that good managers and good golf courses must change with the times if they are to prosper.

Two years ago, Alfonso purchased a troubled nine-hole course in the Branson, Mo., marketplace. In a few short months, the management/marketing consultant made numerous changes and turned Kimberling Golf Club into the place to golf in that growing market. Alfonso will share some of his insights during his

session titled, "Developing new markets: Resurrecting a 9-holer in a resort marketplace."

Efficient management and creative marketing have been the keys to success for the growing number of management companies. Arnold Palmer Golf Management has been one of the leading players in the ongoing consolidation of the golf industry. The Orlando-based firm has purchased, leased and/or taken over management of numerous courses nationwide. Course owners of attractive properties have struck lucrative deals with Palmer and other firms.

But what makes a course attractive to one, or preferably, many management firms? In his talk, "Owner Focus: What do top management companies look for in a public-access course," Bill Hunscher, Palmer's vice president of acquisitions, will discuss how to set up a course to pique the interest of several firms and let attendees in on the secrets to obtain the best deal they can for their properties.

Once the offers are on the table, how does a course operator, particularly a

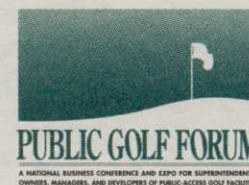
municipality, choose among the various proposals? Gene Burruss, Golf Operations Director of the Brevard County (Fla.) Parks and Recreation Department, will guide course operators through the maze

of options during his talk "How a municipality should select a management firm."

Other management/marketing speakers appearing at this important national event will include John Henry, who will speak on how the PGA strives to develop course pros who know as much about how to create a healthy bottom line as they do about how to cure a slice during his session titled "PGA of America's Career Links Program: Golf pros as golf course managers."

Also on the card is a session entitled "Leasing vs. buying: What's best for you?" A representative from a leading golf course equipment supplier will discuss one of the biggest decisions operators of existing or new golf courses make, whether to buy or lease their course equipment.

For more information on Public Golf Forum, please contact United Publications at 800-441-6982 ext. 262.



SPOTLIGHT ON ASIA

Vietnam's growing pains

Continued from page 42

membership from a two-year time frame to a six-year time frame. While this means that the club will have to wait longer to regain investment costs, it should make golf more accessible to locals by simplifying the process and making it less costly.

Furthermore, they are working in tandem with the Asian Commercial Bank to offer special memberships to their customers and card holders. Although these new strategies have only been in place for two months, interest is reportedly quite high.

The other two clubs in the area have a significantly smaller membership base.

The Vung Tau Paradise Golf Club was the first golf project licensed by the MPI in 1991. However, the Taiwanese investor has been unsuccessful in creating a quality product. The 27-hole golf course fails to take full advantage of its seaside location. Further, Vung Tau has not materialized into a major tourist destination for golfers and the expatriate community in Vung Tau is hardly adequate to support the project.

The owner has recently brought in a young New Zealander, Michael Davies, who is filling the roles of maintenance supervisor, pro, and director of golf. He certainly has the energy for the job, but it will be a tough road ahead if he is to have any lasting impact on the quality of the golf course.

Certainly Vung Tau will need much more if it is to move beyond this initial stage of development.

The Dong Nai Golf Resort is the newest project in Vietnam situated about an hour and a half up Highway One from HCM City in the Dong Nai industrial area. The first 18 holes opened in March of 1997, and the third nine holes are currently under construction.

The course has the most spectacular topography of any golf course around HCM City and American Ward Northrup has done a terrific job on the design.

However, the course — owned by the Taiwanese BoChang group — was closed for three months this spring, remaining open only on weekends for members. The claimed reason was that they need more time to adequately train their staff, but it may have been a short-term cost cutting measure instead.

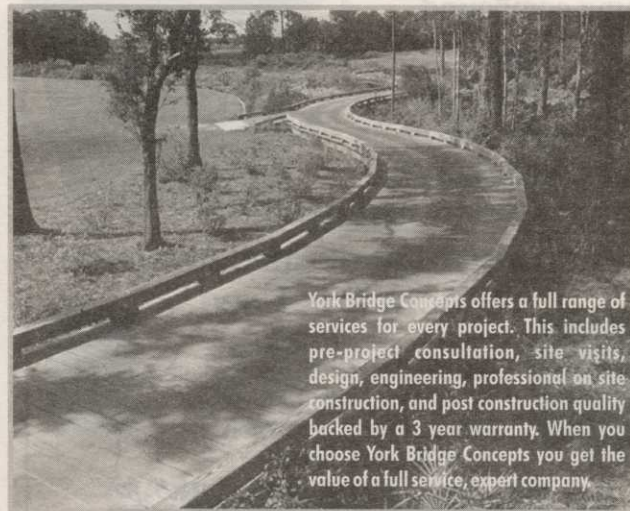
The next two golf courses are in Dalat and Phan Thiet and are close enough to be weekend courses for Ho Chi Minh City residents, but they are best positioned to attract resort golfers and other Asian members.

To be continued in GCN October



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