

GOLF COURSE NEWS

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INSIDE

South Africa is on the move

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HOUSTON TO GET REES JONES' TRACK

Rees Jones (far left) has put down his first complete design for a course in the state of Texas for the Redstone Group, owners of The Houstonian Hotel. To be called Shadow Hawk Golf Club, membership will be limited to 300. See page 47.

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AGC/CCI to buy Cobblestone Golf

By PETER BLAIS

DEL MAR, Calif. — Two major players in the golf course management industry — American Golf Corporation and ClubCorp Inc. — have joined together to acquire Del Mar-based Cobblestone Golf Group from the Meditrust Companies for \$393 million.

The new partnership, Golf Acquisitions LLC, is expected to close on the 45-course acquisition by March 31. Upon closing, the two companies will divide the Cobblestone portfolio.

Meditrust, a Massachusetts-based real estate investment trust (REIT), bought Cobblestone in late 1997 for \$241 million. Cobblestone nearly doubled in size under the Meditrust banner. But the REIT experienced some

Continued on page 56

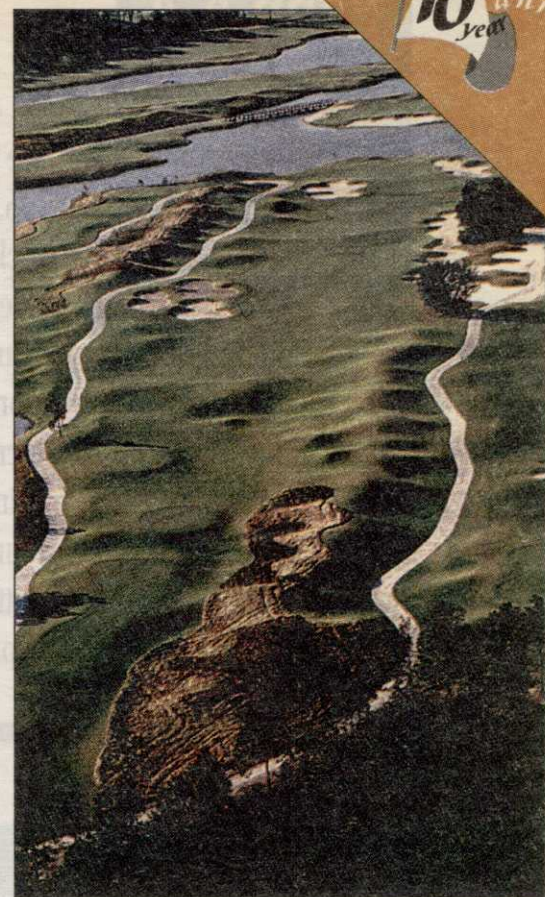
Griffin walks the walk

By MARK LESLIE

ORLANDO, Fla. — Griffin Industries has become the first company to join the Audubon Cooperative Sanctuary System, committing its 20-odd properties around the country to environmental stewardship.

Announcing the move at a press conference here, Audubon International President Ron Dodson said Griffin has "picked up the mantle of conservation activism at their plant sites and corporate facility. They are, indeed, walking the walk and talking the talk."

Continued on page 66



N.C.'S GRAND STRAND OPENS 101ST

SUNSET BEACH, N.C. — March 1 saw the opening of the first 18 at Thistle Golf Club, the area's 101st golf course to hang the 'open' shingle. Thistle was designed by Tim Cate, a protégé of noted architect Willard Byrd. Above is the par-4 6th.



THOMPSON GIVES PLAYERS A VIEW TO REMEMBER

LACEY, Wash. — Peter L.H. Thompson's Vicwood Golf Links at Hawks Prairie will be open and ready for play this spring. Built on a former logging site, the course offers rolling terrain, wetlands, water and this stunning view of 14,000-foot Mr. Rainier (above).

Audubon to open first course this fall

By MARK LESLIE

MEMPHIS, Tenn. — It was a different process but the same result: The first Audubon International Golf Course will open here this fall — the Jack Nicklaus-designed Spring Creek Ranch.

"This is not how we thought we'd get there," said Audubon International (AI) President Ron Dodson, "but it is truly the first Audubon International Golf Course."

AI courses, thought for the last year to be on the verge of reality, have been stalled for one reason or another — to a great extent because Dodson and AI-affiliated scientists are writing the "rules book" as they go. In fall 1997, the AI Golf and the

Continued on page 43

Richmond 1st Tee ready to roll

By MARK LESLIE

RICHMOND, Va. — A judge's stunning reversal of his own decision has paved the way for the Richmond First Tee project to, finally, get under way.

Richmond organizers, who had hoped to open the nation's initial new First Tee facility, had been stalled for months by opponents using legal challenges and appeals to administrative county approvals. Now, it appears, they can proceed.

On Feb. 3, Circuit Court Judge Jack B. Stevens reportedly told a

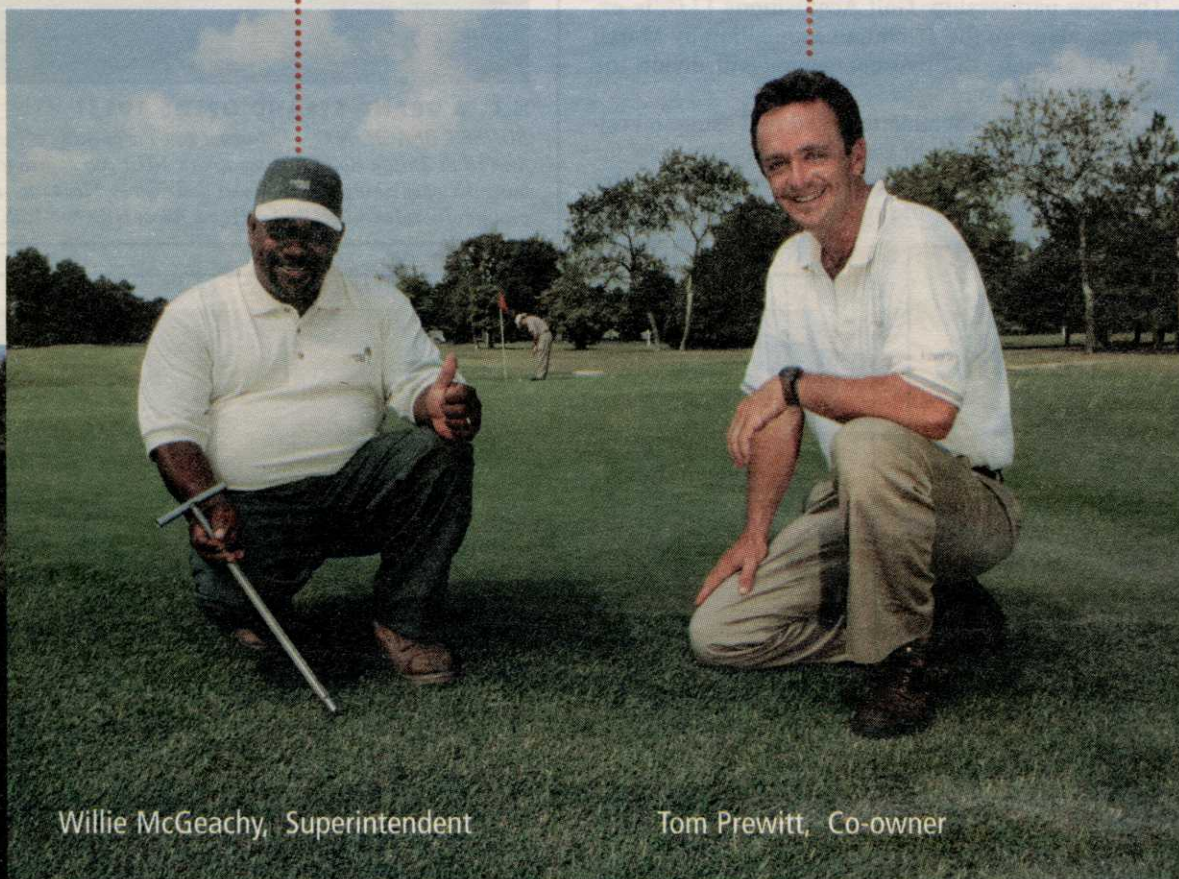
Continued on page 49

Penn A-4 creeping bentgrass succeeds at Cypress Lakes

"We just couldn't keep grass on this green before. I'd worry about keeping the players happy, but now I sleep better at night with Penn A-4 bentgrass."

"We planted Penn A-4 in the fall of 1994, '95 and '96. We faced very poor grow-in conditions, including two hurricanes, and were still able to open for play eight weeks after seeding all three years. Willie and I have a very limited budget to work with, and have heard the hype about increased expense and labor involved with managing newer bent varieties. With Penn A-4, we've found this simply isn't true. The exceptional putting surface we have obtained here at Cypress Lakes more than outweighs any addi-

tional effort on our part. It's a relief to know we have superior heat tolerance working for us in the south, and on this green in particular where nothing seemed to grow next to our namesake cypress lake. We maintain a 0.125" cut throughout the summer, which makes for a truly consistent year-round putting surface with no adverse affect on plant health. We believe that Penn A-4 will continue to perform for our 18 greens here at Cypress Lakes, and we thank the team at Tee-2-Green for introducing it to us."



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BRIEFS

LANCASTER, S.C. — A proposed development on 6,200 acres along the Catawba River here has suffered a setback after developers pulled out of the \$20 million project citing unexpected costs. The project was to include homes, apartments, golf courses and recreation centers for an estimated 20,000 people. Regional Property Corp. of Charlotte, N.C. and Burton-Katzman Development Co. of Bingham Farms, Mich., decided to pull out of the project when they discovered that it could take eight months and \$1.5 million to get permission from Duke Energy to build on a piece of waterfront property at the site. County officials are looking for new developers. The county has offered a \$4.5-million grant to run water and sewer lines to the property.

...

GREEN OAK TOWNSHIP, Mich. — The Michigan Golf Foundation (MGF) announced plans for Golf House Michigan, a family-youth golf center and nine-hole training course adjacent to the Huron Meadows Golf Course. Plans are to develop the 80-acre site into a learning center for Michigan's 25,000 junior golfers. The proposed \$8-million project will also house the Michigan Golf Hall of Fame and serve as a turfgrass research center for Michigan State University and the Michigan Turfgrass Foundation.

...

CARVER, Mass. — Developer Charles Caranci has received approval from town officials to build an 18-hole, par-3 course here. This will be Caranci's second par-3 layout in the area. He built and operates the Squirrel Run Country Club in Plymouth. The 36-acre site will include the course, clubhouse, pro shop and pub. Caranci expects construction to take about one year.

Dye course, learning center planned for World Golf Village

By ANDREW OVERBECK

PORT ST. LUCIE, Fla. — The PGA Village here, formerly known as "The Reserve," is expanding its golf offerings to include the first PGA learning center and an additional 18-hole, Pete Dye-designed course.

The PGA opened the original two Tom Fazio courses here in 1996. With this expansion, the PGA aims to create an international golfing, educational and training center.

According to Rick Martino, the learning center's director of instruction, the facility will be a unique educational and training center. It will have the standard swing analysis and teaching tools, but will also offer conditioning, wellness, and nutrition classes. The center, which is due to open in

January 2000, will be aimed at everyone from beginners to professionals.

"The point of this center," said Martino, "is to mix all types of instruction with playing situations. The more you can make practice like a playing situation, the more you will improve."

And when it comes time to play, golfers at the PGA Village will have three different style courses to choose from. "You will be able to come out of the clubhouse and play a different course during a three-day stay," said Bill Cioffoletti, director of golf operations. "With the Dye course, I can get golfers to Scotland in two minutes."

The south course is a Florida wetlands type of facility, the north course offers a Carolina feel, and the new Dye course will be a links style layout.

"Standing on the tee, it will be a well-defined golf course," Cioffoletti said. "There is no rough. Basically you see fairway into wetlands or fairway into transitional areas and sand and pine straw rough. There are also plenty of grass bunkers. It is a low-lying links style course."

While Scottish in terms of design, the course will not have a typically Scottish name. It has tentatively been dubbed "The Big Mamu" after the 90-acre wetland that dominates the property.

The Audubon-certified golf course is already well into construction. Clearing began in January and the grass-in is slated to start early this summer. The course is scheduled to be opened in tandem with the learning center in January 2000.

Developer buys Va.'s Stumpy Lake

NORFOLK, Va. — The City of Norfolk has sold the Stumpy Lake Golf Course and more than 1,000 surrounding acres to a local developer who tentatively plans to build a retirement community and another golf course along the shores of Stumpy Lake.

Under the terms of the agreement with the city, Transamerica Services Inc. paid \$6 million for the property and will pay an additional \$2 million if it is allowed to develop up to 500 acres on the property.

The sale and proposed development has riled local environmentalists who claim that of the 1,440 acres of land at Stumpy Lake, 940 are wetlands. Activists are concerned that dredging and filling of wetlands will upset the delicate balance of the Stumpy Lake ecosystem, which, according to the Virginia Department of Game and Inland Fisheries, has 53 species of birds and six species of snakes within a mile of the property's center. Golfers report seeing deer, packs of foxes, blue herons and bald eagles around the course.

Transamerica Services is working to set up a pre-application meeting with the Army Corps of Engineers, which would ultimately approve any work at the site.

Iowa layout named to National Register of Historic Places

CHARLES CITY, Iowa — Wildwood Park and Golf Course built in the late 1920s and early 1930s has been named to the National Register of Historic Places, according to the *Charles City Press*.

The course, parts of which were built by the Civilian Conservation Corps and the Works Progress Administration during President Roosevelt's New Deal of the 1930s, has long been the focal point of this small community and is the first course in Iowa to achieve such recognition.

"The architecture is old," admitted Wildwood Golf Club superintendent, Richard Wynn. "It features old push up greens, small tees, and unwatered fairways. But it is a very challenging parkland course."

However, Wildwood is known for more than its picturesque vistas, dense woods, and tight lies. During World War II, it served as a prisoner of war camp for German prisoners who were forced into farm, canning, brick and tile labor.

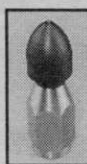
Charles City residents wanted to preserve Wildwood for its historical value and uniqueness as well as its role as the center for recreational activity in the community.

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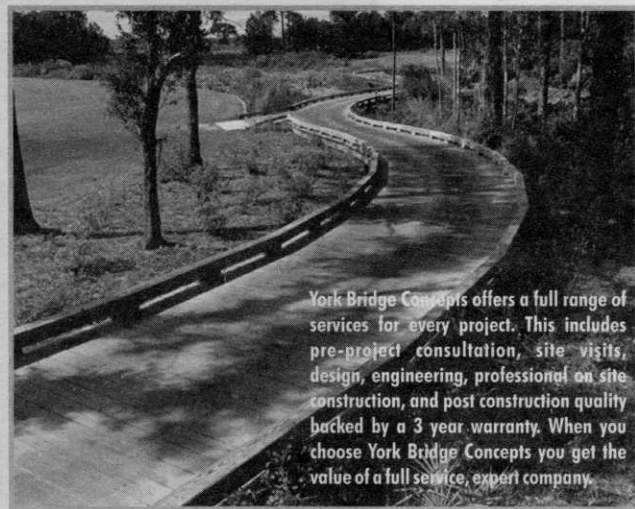
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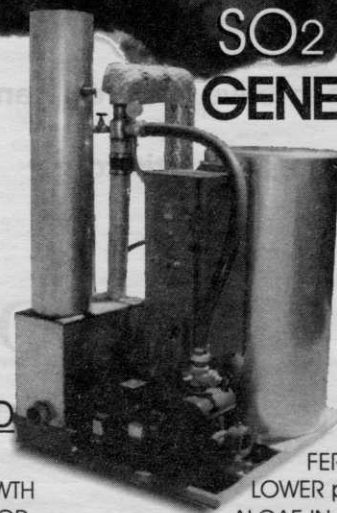
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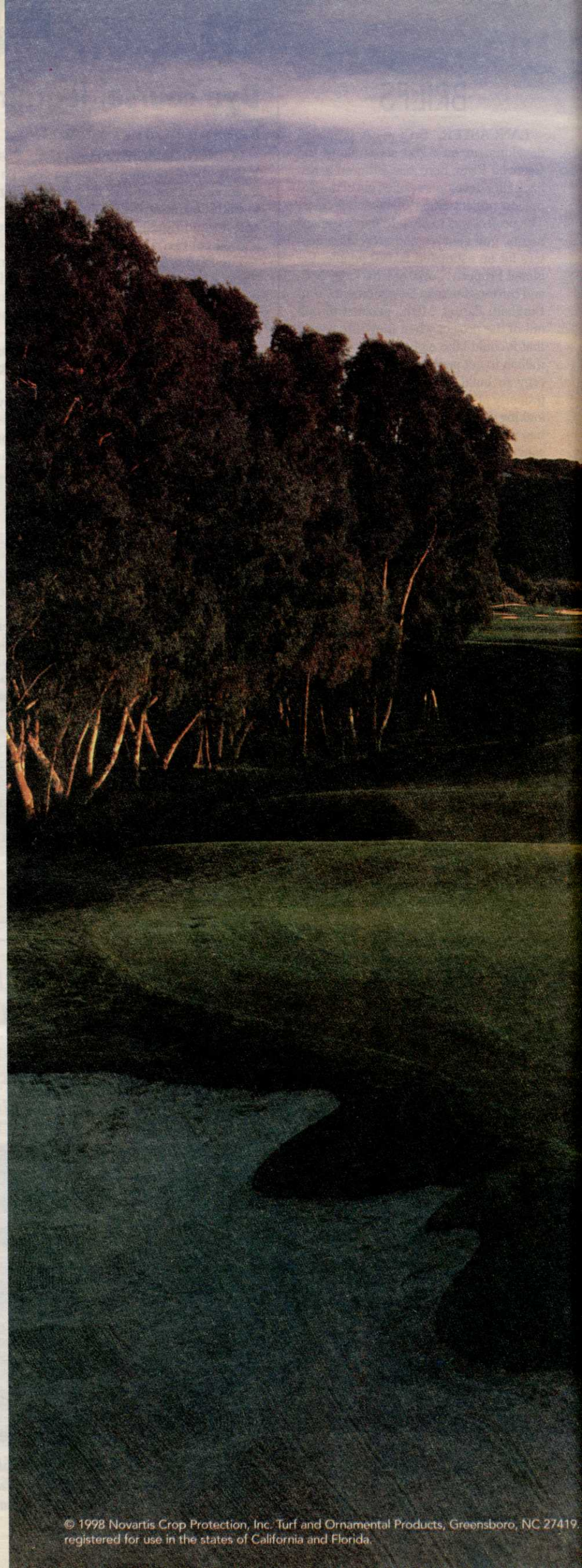
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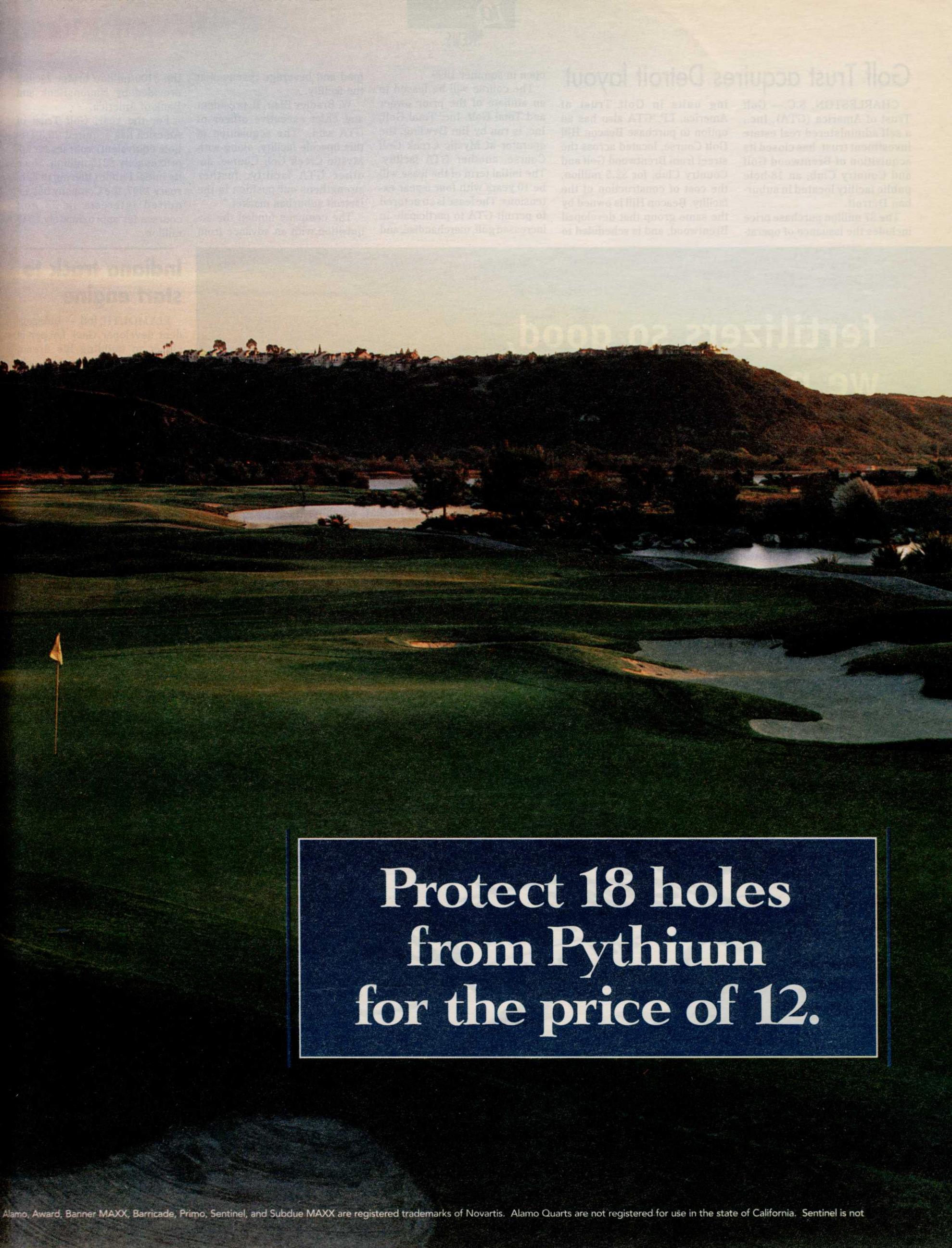
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Golf Trust acquires Detroit layout

CHARLESTON, S.C.— Golf Trust of America (GTA), Inc., a self-administered real estate investment trust, has closed its acquisition of Brentwood Golf and Country Club, an 18-hole public facility located in suburban Detroit.

The \$7 million purchase price includes the issuance of operat-

ing units in Golf Trust of America, LP. GTA also has an option to purchase Beacon Hill Golf Course, located across the street from Brentwood Golf and Country Club, for \$2.5 million, the cost of construction of the facility. Beacon Hill is owned by the same group that developed Brentwood, and is scheduled to

open in summer 1999.

The course will be leased to an affiliate of the prior owner and Total Golf, Inc. Total Golf, Inc. is run by Jim Dewling, the operator at Mystic Creek Golf Course, another GTA facility. The initial term of the lease will be 10 years with four 5-year extensions. The lease is structured to permit GTA to participate in increased golf, merchandise, and

food and beverage revenues at the facility.

W. Bradley Blair, II, president and chief executive officer of GTA said, "The acquisition of this upscale facility, along with Mystic Creek Golf Course, another GTA facility, further strengthens our position in the Detroit suburban market."

The company funded the acquisition with an advance from

the \$100 million bridge facility provided by NationsBank and Bank of America.

For the year, Golf Trust of America has acquired 20.5 (18-hole equivalent) courses for approximately \$215 million. Since its Initial Public Offering in February 1997, the Company has acquired interests in 33 golf courses for approximately \$343 million.

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Indiana track to start engine

PLYMOUTH, Ind. — Independent developer Gary Leeper is closer to building his dream course here. The remaining obstacle to Leeper's Turnwater Golf Course will be obtaining permission to build the course on property zoned for agriculture.

Leeper, a former pro at the Sprig-O-Mint Golf Course in Bremen, Ind., designed the course with help from course designer Tom Zimmerman. According to Leeper, Turnwater will be an 18-hole public course that will be friendly for all ages and abilities.

If Leeper is granted permission, construction on the course could begin later this spring and open by May 2000.

Course possible for Mich. landfill

FARMINGTON HILLS, Mich. — City Council officials here have begun sorting through development bids for the construction of a nine-hole addition to the municipal San Marino Golf Club that is to be built on top of a former landfill.

The city is reportedly looking closely at each developer's plan for capping the landfill and siting of the course. Developers have submitted plans that range from a simple expansion of the course to the renovation of the existing nine holes and the construction of a new nine that would turn San Marino into a "premier" municipal course.

MORE GOLF PROPOSED FOR THE SMOKIES

LOUDEN, Tenn. — Developer Ed Loy has proposed an 853-acre, \$350 million residential complex here in the heart of the Smoky Mountains. The development, Tellico Landing, will include golf courses, a marina, restaurants, campsites, condominiums and single-family homes along the banks of Tellico Lake. Loy is currently seeking approval from the Tennessee Valley Authority to purchase the property, which is designated for hunting and fishing.

GOLF COURSE NEWS

RTJ II introduces himself to Boston

HUDSON, Mass. — Developer Fred Daley III, of Southborough, Mass., will be bringing the Boston area its first Robert Trent Jones Jr.-designed golf course. Daley's latest golf course development, the exclusive Charter Oak Country Club, awaits final approval of the town of Hudson, but has already begun soliciting memberships.

The Trent Jones Jr. course, which will sit on

a 220-acre wooded site adjacent to Goodale Farm, will be a 6,900-yard, par-71 course featuring rolling terrain and two small ponds. Construction is slated to begin in early summer and the course is due to open in spring 2001.

The Daley family owns several courses in Massachusetts and Vermont and recently completed the Wedgewood Pines Golf Club in Stow, Mass.

Perot invests \$40M with developer

NEW ALBANY, Ohio — Hillwood Development Corp., which is run by H. Ross Perot Jr., has invested \$40 million in developer Landmark National to construct more courses.

"Landmark National will provide Hillwood a platform from which we can increase our investment in golf properties both nationally and internationally," Perot, whose father is Texas billionaire and two-time presidential candidate H. Ross Perot, said in a statement.

New Albany-based Landmark said the money from Hillwood will go towards projects in Los Angeles, Houston, Washington D.C., and Doonberg, Ireland.

Va. Beach TPC course humming

VIRGINIA BEACH, Va. — PGA Tour Properties has invested an additional \$2 million in the Virginia Beach Tournament Players Club in order to increase the size of clubhouse facilities, install a computer-controlled irrigation system and make up for lost construction time.

Hurricane Bonnie slowed construction and knocked down hundreds of trees. As a result, the PGA Tour decided to sod the course instead of sprigging it to allow for a shorter grow-in time.

The PGA Tour has invested \$10 million in the club and will pay the city \$300,000 a year for 40 years to lease the 200-acre property.

The city, encouraged by this agreement, aims to turn the area into a golfing destination and is involved in the development of Heron Ridge Golf Course that will be designed by Arnold Palmer.

The Tournament Players Club is due to open May 28.

Irishman brings links to Montreal

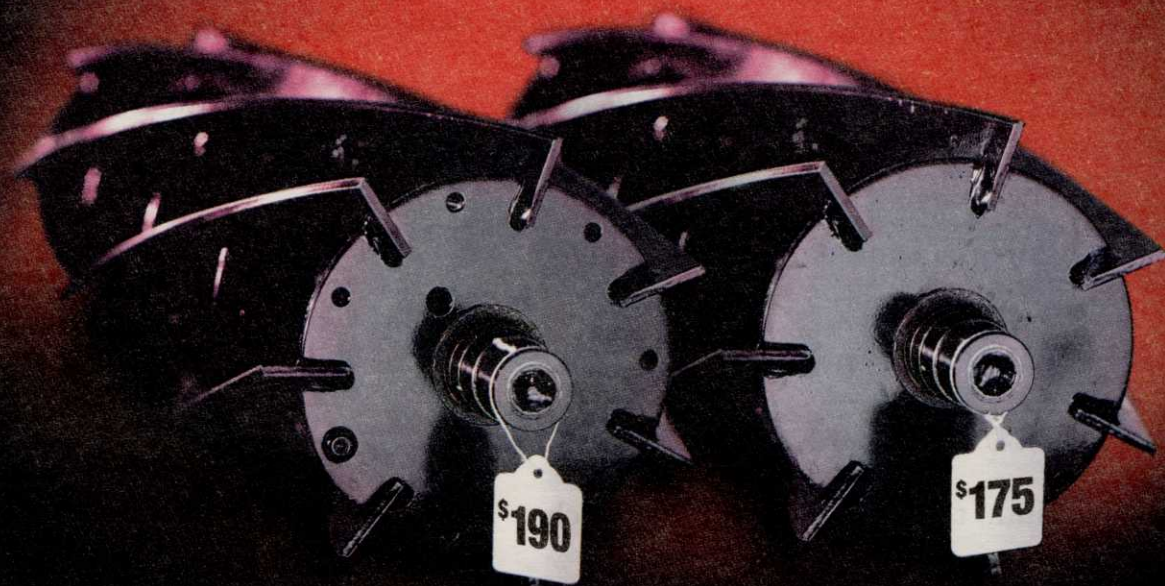
MONTREAL — Montreal developer Denis Tranciede has teamed with Irish golf architect Pat Ruddy to build a 36-hole public golf facility on reclaimed land in the city's East-end. The Montreal Island Golf Club will include construction of 800 housing units.

The two courses will cost \$8.5 million and are to be built on land leased from the city of Montreal for 50 years. The North and South courses will be divided by Highway 40 and connected via a pedestrian tunnel. In the center of the two courses will be a clubhouse, golf school, and practice area.

Although Ruddy has designed more than 30 courses in his native country, the Montreal Island courses will be his first project outside of Ireland. Ruddy plans to work in many classic links features. The South course, for example, will feature three double greens.

Construction on Montreal Island is due to begin in October 1999 and the courses are slated to open in the summer of 2001.

GOLF COURSE NEWS



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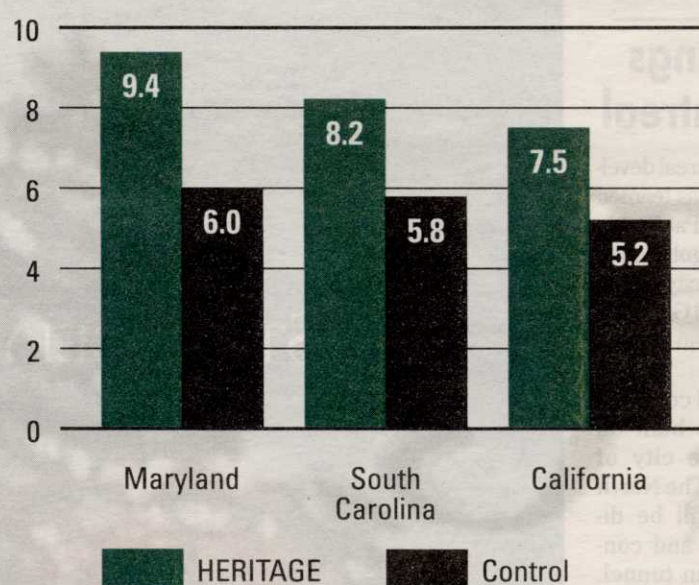
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Palmer Management takes over Washington facility

SNOHOMISH COUNTY, Wash.—The Kayak Point Golf Course lease has been assigned to Arnold Palmer Golf Management.

Kayak Point is one of only two Western Washington courses named to *Golf Digest's* list of America's 50 Best Public Golf Courses. The course covers 250 acres of a 650-acre county park located on Puget Sound.

Along with the lease assignment and facility improvements, Palmer Golf also announced Rob Lindsey, a veteran general manager and PGA Class A Professional, as the new general manager.

Palmer has also reached a long-term agreement to operate Walden Golf Club, its third course in Maryland, and will immediately begin enhancement of the golf course and clubhouse facilities. Last month, Palmer Golf acquired Bay Hills Golf Club in nearby Arnold, Md.

"Walden solidifies our ever-growing presence in the market

and is a wonderful addition to our growing network of Baltimore and Washington, DC area courses," said Joe Redling, Chief Operating Officer at Palmer Golf.

Walden Golf Club is located on the historic Johns Hopkins Estate in Anne Arundel County, Md. The Walden Golf Course has modifications to an original Robert Trent Jones concept, added by

architect Lindsay Ervin.

Jim Ellison, vice president of agronomy of Palmer Golf said, "We are very interested in having the opportunity to bring a Robert Trent Jones design back to its original condition. Robert Trent Jones was a visionary and one of the premier designers of our time. Our plan is to make several improvements that will

bring back the splendor and enhance his spectacular layout. Among the improvements planned, are additional maintenance equipment that will improve detailing and overall course conditions, drainage on the 12th tee, additional irrigation, fairway drainage and reconditioning over 50 bunkers."

In addition to course improvements, Palmer Golf's plans include refurbishment of the club-

house such as exterior paint, roof repair, retail store updating, a new restaurant menu, signage, expanded pro shop and new interior decor.

Along with the purchase and facility improvements, Palmer Golf also announced Bob Foster, a 10-year golf management veteran and PGA Class A Professional, will be joining Walden Golf Club as the new general manager and director of golf.

Proposed Calif. links in limbo

HILL CANYON, Calif. — A proposed public course in the Thousand Oaks area has drawn sharp criticism from both residents and environmentalists and a Jan. 29 workshop failed to reach a compromise between city officials and their critics.

Environmentalists claim the project will require removing too many trees and endanger three acres of wetlands. The city claims the development will ease overcrowding at the city's Los Robles Golf Course and help preserve open land.

The City of Hill Canyon has teamed with the Conejo Recreation and Parks District to develop the 284-acre, \$16.2 million project. The proposed development calls for a golf course, nature center, wetland preserve and hiking trails.

ICGM ADDS A PAIR OF ARIZONA LAYOUTS

SCOTTSDALE, Ariz.— In Celebration of Golf Management (ICGM), a golf course management company, recently secured management contracts for both the Legacy and MeadowBrook golf clubs. ICGM has signed a three-year management contract with each of the courses that will begin with the supervision of the construction process and will continue through the courses' opening. The Legacy will be a daily-fee, par-72 course designed by Gary Pank that is scheduled to open October 1999. MeadowBrook will be a daily-fee, par-71 Dick Bailey-design scheduled to open October 1999.

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BURBANK, Calif. — Caddyshack fans and putter-scooping golfers beware. Warner Home Video announced Feb. 9 it will be releasing a "Caddyshack Special Edition Video" on April 6—just in time for the Masters.

In addition to the riotous comedy, the video will include a previously unavailable feature entitled "Caddyshack: The 19th Hole," a documentary featuring outtakes, rare footage and

interviews with Caddyshack stars Chevy Chase and the vivacious Cindy Morgan. Fans will also be treated to a behind-the-scenes look at the creation of Bill Murray's animated nemesis—the gopher.

The added footage promises to offer more insight into how Bill Murray and his older brother Brian utilized their actual experiences as caddies and groundskeepers to craft this unparalleled golf comedy classic.

Myrtle Beach opens 100th course

MYRTLE BEACH, S.C. — The recently opened Tournament Players Club of Myrtle Beach has the distinction of being the 100th golf course along South Carolina's famed Grand Strand.

PGA TOUR Commissioner Tim Finchem, player design consultant Lanny Wadkins, and South Carolina Governor James Hodges joined officials

from Myrtle Beach Golf Holiday for the recent ribbon-cutting ceremony.

The TPC of Myrtle Beach, a high-end daily fee facility that will debut as the site of the Ingersoll-Rand Senior Tour Championship in November, is a joint venture between PGA TOUR Golf Course Properties and Myrtle Beach Golf Holiday (MGBH). MGBH is a nonprofit trade organization of 97 accommodations and 88 golf courses.

The TPC of Myrtle Beach joins the PGA TOUR's prestigious network of facilities as the 16th Tournament Players Club.

Seven more clubs are under development.

College officials set to OK Calif. links proposal

LAKE VIEW TERRACE, Calif. — Eddie Mulligan, a developer specializing in equestrian center developments, is one step closer to gaining permission for his next project — an 18-hole course on 200 acres of agricultural land owned by Pierce College in Woodland Hills, Calif. The campus governing council voted Jan. 26 to approve the plan to lease the land to Milligan.

College officials hope the course will help generate revenues for the troubled institution, where the enrollment has dropped sharply over the last several years. Milligan has promised that the course will generate \$1 million annually for the college.

The project, however, has created dissension among Pierce professors and students who object to the plan because it would reduce the college's agricultural program and harm the environment. Milligan has since proposed new agricultural facilities and pasture land as a part of the project.

The plan awaits approval of the Los Angeles Community College District trustees.

GROUND BROKEN FOR NEW ORLANDO LAYOUT

ORLANDO, Fla. — Golf Communities of America, Inc. recently broke ground in Montverde for its Hillcrest Country Club golf community. The 18-hole, par-72 layout will feature rolling terrain. "The elements that make this a unique project for Central Florida are the very dramatic topography and the excellent soil conditions," said course architect Steve Smyers. The highest point reaches nearly 180 feet above sea level, offering views of Lake Apopka.

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on the hole top. This is accomplished by the speed at which the tine rams operate and the Flexi-Link design.

There is much more to the Aercore line than meets the eye. A quick look inside reveals the simple logic of the Aercore design. Easily accessible belts, instead of chains, power the systems. Making them quieter and more durable in high-shock conditions like hard-pan or rocky terrain.

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CIRCLE #106

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The golf industry's wild, wild ride

The question I was most frequently asked on the show floor was the exact same question we ask each other here in the GCN editorial office at least once a week — how long can the golf course industry continue on this wild development ride?



Michael Levans,
editor

I answered with a shoulder shrug and a faint smile, "I don't see it ending any time soon."

Our office is bombarded daily basis by every form of media available with news of new projects, groundbreakings and plans "hot off the drawing board." At the show, which offers us the old-fashioned medium of cocktail-party banter, I was told by some of the design game's biggest hitters that their offices have never been so busy.

One architect in particular told me that January was the biggest month for new business his office has ever seen...ever. When I posed the burning question he cocked his head and smiled, "I hope it goes forever."

- On a somewhat related note, I was happy to see a number of The First Tee banners fly high above the booths. It seems that the organization hasn't wasted an opportunity to spread the word about its mission of bringing golf to the inner-city to grow participation. Granted, it has its naysayers, but GCN isn't one of them. This program was too long in coming.

Two bits of required reading this month if you're interested in keeping the golf course architects busy into the next century: Mark Leslie's cover story on The First Tee project in Richmond, which was up against some ridiculous opposition, and Trevor Ledger's piece (page 13) on the emergence of "golf courts" in the UK. Play a regulation-length 18 holes in 15 acres? Give it a look.

- High technology continues to creep its way into the superintendent's worklife. John Deere and Toro were proudly highlighting their new GPS affiliations and exactly what it could mean for the future of the business.

As you've read in this column before, I believe that this advanced technology is going to grind ahead ever so slowly, persistently, until it's sitting in the shed or on the desk of every superintendent in the country. What did I hear at the show?

Robotic mowers? You bet. Integrated systems tying together ever facet of your golf operation from tee times to tee box fertilizer application rates? Yes. Real-time information from every piece of equipment you have on the course downloading to your CPU in order to give you a minute-by-minute update of what it's costing you to maintain your course? It's being done.

Never say never. High-tech is something that can't be ignored. Don't be left out.

- One last note: Many of you told us that we don't look a thing like our drawings (above). This might be the last time you'll see them.

Saving trees or kids?

The feeling that superintendents are the true environmentalists — and that some activists are either overzealous or mere pretenders — took voice in different, and sometimes surprising, venues at the GCSAA's International Golf Course Conference and Show.

During the Environmental General Session, PGA Tour Commissioner Tim Finchem mentioned a First Tee project that environmental activists were opposing in one city. "The mayor," Finchem related, "said to them, 'You're in here talking about saving a couple of trees. We're talking about saving lives.'"

And Rick Geise, director of marketing for Griffin Industries, which put its thousands of acres at more than 20 locations into the Audubon Cooperative Sanctuary System, said: "Quite frankly, we've had trouble with environmental groups before. The Sierra Club and others say, basically, that all business is bad. We said, 'How can we be bad? We are, in simplest terms, recycling. We provide jobs and add to the economy, the tax base, everything. But some people say, 'It's got to be bad; we saw steam coming out of your building.'"



Mark Leslie,
managing editor

On the other hand, Geise said Audubon International President Ron Dodson told him, "I drove a car to work today, too. Let's be realistic." Realism. Hum. Interesting thought.

Served up with gusto, here are some other post-partem morsels from the Environmental General Session:

- Executive Vice President Jim Singerling of the Club Managers Association of America said association intends to take the Audubon Cooperative Sanctuary Program facilitywide.

"We want to ensure that the whole facility is covered, not just the golf course," Singerling said. "We will be pushing that initiative over the next 18 months so the public sees the facility as an environmental asset."

- The superintendent is to the golf course what a chef is to a great restaurant, said LPGA Tour Commissioner Jim Ritts.

To which USGA Executive Director David Fay told the audience of superintendents: "You are the chefs. Twenty years ago, too many considered you the short-order cooks."

Ritts added that the LPGA's members acknowledge superintendents' contributions, and tournament winners always thank the course's super. "We think this will raise the level of respect for your profession," he said.

- PGA Tour Commissioner Tim Finchem said the public must be told that "agronomically, these are not [course] conditions that can be continually maintained. It is an enormous amount of pressure on the golf course."

- Asking what to do to provide affordable, accessible golf, PGA of America Executive Director and CEO Jim Awtrey said: "I cringe when I hear \$20 to \$25 green fees fits that criteria. I would not have been able to play growing up at the cost in the Midwest..."

"Twelve dollars per round could create some real incremental growth."

- Fay extolled The First Tee program, saying: "The public has embraced the concept. The private sector is lining up. The golf

Continued on page 26

SPOTLIGHT ON ASIA

Thai 'fire sale' looks to sell off golf

By ANDREW OVERBECK

BANGKOK, Thailand — In the wake of the failed "fire sale" of non-performing loans Dec. 15, Thailand's Financial Restructuring Authority (FRA) called for a second round of auctioning that is scheduled for March 10.

There are 7,124 business loans worth 231 billion baht (\$US 6.4 billion) up for grabs in this round, including numerous golf courses and country clubs.

The Dec. 15 auction netted just 25.1 percent of the nominal value of assets valued at 156 billion baht (\$4.3 billion) and the golf course tranche did not sell. According to Greg Green of the U.S.-based Pavilion Fund, there are many reasons why the golf courses did not move the first time around.

"The properties were not looking very profitable. And unless you can buy them very cheaply, you won't make your money back for a really, really long time," said Green. Prospective foreign investors realize that golf courses have negative value at the moment due to the cost of upkeep and the fact

Continued on page 52

ARTHUR DAVIS 1940-1999

GAINESVILLE, Ga. — Golf course architect Arthur Davis, 59, died on Jan. 31. Mr. Davis was a member of the American Society of Golf Course Architects (ASGCA) since 1974 and was involved in the design and/or construction of over 150 golf courses.

Born in Georgia, Mr. Davis attended Abraham Baldwin College in Tifton where he met ASGCA members Robert Trent Jones Sr., George Cobb and others, who steered Davis to golf course architecture. He received a degree in landscape architecture from the University of Georgia in 1963.

Davis began his career with ASGCA Fellow Willard Byrd, striking out on his own in 1967. In 1970, he formed a partnership with ASGCA member Ron Kirby, which soon included tour golfer Gary Player. In 1973, Davis established his own practice, which continued to be based in Georgia and eventually included his son, Lee.

Most of his work through the years was in the Southern Belt of the United States, from Georgia on the east to New Mexico on the west, but also included Asia, South America, Africa and Europe. His designs include Lake Lanier Island Golf Course (now Stouffer's Pine Isle) in Buford, Ga.; River North in Macon, Ga.; Cartersville Country Club in Cartersville, Ga.; El Paraiso in Maraballa, Spain; and Alto Village in Alto, N.M. Mr. Davis is survived by his wife, Joyce, mother LaRue, daughter and son-in-law Cindy and Chris White; son Lee and three grandchildren.

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Access for all: A 'golf court' could be coming to a green space near you

By TREVOR LEDGER

HERTFORDSHIRE, England — A revolutionary concept in golf course design, which has the potential to bring the game to a whole new section of society, has received a massive boost following the signing of a deal with the European Professional Golf Association (PGA).

A triumph of land use and organization has resulted in the invention of "golf courts," which allow for a full 18-hole, 6,500 yard, par 72 facility to be built on just 15 acres of land.

Bob Hunt, technical director of PGA Management, said he's delighted with the deal, in which he sees the formation of a new company, Golf Courts International of Barnet, Hertfordshire, to be headed by John Sale.

"We see golf courts as being an ideal opportunity for us to improve the accessibility of golf for beginners," said Hunt. "Golf courts can be built close to inner cities, they increase the opportunities for group teaching and provide an ideal transition from driving ranges to full blown golf courses. A golf court is like a giant academy. The PGA is being very active in promoting the concept and we are talking to contacts around

the world: from China to South America to Norway. I have seen people try to develop small golf courses but I've never seen anything in the world like this."

Another first for golf courts is the fact that they are eligible for 100 percent funding from the National Lottery Sports Fund. For example, if a school wished to set aside some land for a golf court, entire funding from the Sports Council could be applied for — this in a time when golf is languishing near the foot of the grants awarded league table in the UK.

Golf courts were the brainchild of Farel Bradbury, a Gloucestershire systems analyst who became temporarily disabled following a mild stroke in 1988. Having had golf recommended as physiotherapy, he became hooked and wanted his own course, the only problem being that he was restricted to the 6 acres adjoining his home.

Not to be deterred, he devised a system of four greens and eight tees with which to produce a 3,000 yard par 60 course.

John Sale was aware of the potential golf courts held and would not let the idea rest: "It has taken nearly four years to sort things out; from meeting Farel to getting where we are today."

As part of the arrangement, the PGA will be giving each golf court design a safety certificate and they will also be



Access for all: A masterplan for a the new 'golf court' concept. Could it be The First Tee's answer?

involved in the design of each project.

"The complete PGA endorsement is as unique as the concept itself," said Sale. "No other product has gained such a recommendation. This gives us major credibility and will stop people from saying that it is a Mickey Mouse concept."

The game played on a golf court is exactly the same as that played on traditional layouts. It requires the use of all fourteen clubs, but it is the dimensions of the playing area that are different.

As opposed to paying for a round of golf, on a golf court the players book the court by the hour — as with a tennis court.

Thus, the player has the option of playing 6 holes per hour (or any multiple thereof), giving flexibility of both cost and time — not an easy option on a traditional course.

Due to the compact nature of a golf court, the option to install floodlights is feasible and provides the owner and the

Continued on page 70

Trevor Ledger is Golf Course News' International Bureau Chief. He is based in Shropshire, England.

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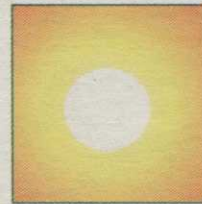
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The Web Service for the Golf Course Superintendent

Ryder Cup prep a battle of logistics for Spence

By MARK LESLIE

ROCKPORT, Maine — When golf course superintendents prepare their properties for major events, they consider turf-type issues: greens, tees, fairways and bunkers. Bill Spence's day-planner is filled with meetings concerning building roads and parking lots, laying a 10,000-square-foot parking lot and a 40,000-square-foot slab for the caterer and bus terminal, putting down conduits to supply electricity to 57 corporate tents, and devising transportation for 30,000 or so spectators from the subway system of Boston to his property outside the city.

Spence is the superintendent at The Country Club in Brookline (Mass.), which on Sept. 24-26 will host the Ryder Cup, pitting America's greatest golfers against Europe's.

"As I sit at these meetings, so little about it is golf — it's puzzling some-



Bill Spence photo

Bill Spence's crews refurbished all the bunkers at The Country Club in Brookline, including this bunker to the right and front of the 16th green.

times," Spence told an audience at the Maine Turfgrass Conference and Show at the Samoset Resort here.

Spence said his grounds crew "has made my job almost comically easy,"

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The Country Club in Brookline's superintendent, Bill Spence, with one of his irreplaceable crew, Emma, who makes life difficult for any geese intending to visit the course's water holes or fairways.

BRIEFS



IGCSA ANNOUNCES DIRECTORS

AMES, Iowa — The Iowa Golf Course Superintendents Association has elected Dennis Watters, of the Fort Dodge Country Club in Fort Dodge, as president. He will be assisted by new directors Ron Stephan, Joyce Hamilton, John Ausen and Tom Verrips. Superintendent of the Year and Assistant Superintendent of the Year awards presented to two Cedar Rapids superintendents: Jeff Schmidt, of Twin Pines Golf Course, and Corey Shipman, of Ellis Park Golf Course, respectively.

USGA PLANS ST. LOUIS CONFERENCE

ST. LOUIS, Mo. — The USGA will be holding a regional conference here March 16 at the Old Warson Country Club. During the morning session, Dr. James Murphy of Rutgers University will speak on "Water Injection Technology" and new uses for the Toro Hydroject. Dr. Erik Ervin of the University of Missouri will also be presenting "Are Your Greens Suffocating?" a seminar on monitoring O₂ and CO₂ in the root zone. The highlight of the afternoon session includes a presentation by Mark Passey, USGA Regional Manager, entitled "What's your golf IQ? Rules you need to know to manage the course." For more information on the conference, contact Mark Passey at 801-265-8620.

Faucher undergoes 'birthing' of another kind in Bellaire



David Faucher

By PETER BLAIS

BELLAIRE, Mich. — Child birth and growing in a golf course. While admitting he has little experience in one of those areas, Shanty Creek Cedar River Golf Club grow-in superintendent David Faucher believes there are parallels between the two experiences.

"Someone said it was like having a baby," said Faucher, who served as Shanty Creek's The Legends course head superintendent for six years and will open the Tom Weiskopf-designed Cedar River layout on June 12.

"It was painful as hell at times, but now I'm ready to have another one. I mostly remember the fun. I've been working on this for two years, and I'm still not doing any of the routine maintenance I was doing at The Legends. It will probably be another year before we're just mowing and going. The work was hard, but the days didn't seem long because you're on your toes making decisions all the time.

"It was fun working with the contractors and the architect. I worked harder than I ever had before. It taxed every resource I had."

Raised in Marine City north of Detroit, Faucher, 47, moved West after completing high school. He worked a variety of jobs, including stints on the grounds crews at courses in Spokane, Wash., and Twin Lakes, Idaho.

At age 35, married with two children, he decided to get back into the golf course business. He returned home and enrolled in Michigan State University's two-year turfgrass management program, accumulating a 3.96 grade point average while earning the school's Outstanding Student Award. While in school, he worked at three Michigan courses — St. Clair Shores, Walnut Hills in

Continued on page 20

WEED GENETICS

Getting at the root of weed control

By DOUGLAS PAGE

Science may finally be getting to the root of the weed problem. A group of geneticists at the Massachusetts Institute of Technology (MIT) has isolated a plant gene that plays a critical role in the ability of roots to grow properly. The finding suggests that genetics could help scientists save time and money in developing effective, safe herbicides in the future.

As reported in the July 15, 1998 issue of *Gene and Development*, the work at MIT's Whitehead Institute for Biomedical Research has succeeded in cloning and characterizing the gene (called Ethylene Insensitive Root 1, or EIR1) in a tiny weed called *Arabidopsis thaliana*. The roots of mutant *A. thaliana* weeds lacking this gene lose their ability to respond to gravity and are thus unable to grow downward into the soil — hence they perish.

"These findings provide important new insights into age-old mysteries about root growth," said Gerald R. Fink, director of the Whitehead Institute. "And they also may have tremendous implications for the agricultural and pharmaceutical industries. Currently, most herbicides are developed by trial and error. Compounds first are tested for their ability to kill weeds, and then later tested — often for years — to ensure their safety in animals. Often the most effective ones turn out, in hindsight, to be the compounds that act against genes present only in plants but not in animals."

The Whitehead findings suggest that scientists can design new classes of compounds targeted at plant-specific genes like EIR1, so that they would automatically be harmful to plants but have no adverse effects on worms and soil micro-organisms, bees, birds or game animals.

The war against weeds never ends for golf course superintendents, especially as demands increase for perfect turfgrass. Aggressive competitors for sunlight, moisture and nutrients, and prolific multipliers even under adverse conditions, weeds such as dandelion, buckthorn plantain, and broadleaf plantain present a challenge for even the most experienced turfgrass managers. Just one dandelion plant generates up to 15,000 seeds, each of which can survive six years in the soil — each one capable of creating 15,000 more seeds when it sprouts and matures.

Broadleaf weeds grow in all turfgrass areas. Many weeds in turfgrass are controlled by mowing, fertilizing and irrigating, but herbicides are the primary method of broadleaf weed control for superintendents. Turfgrass specialists advise that the best deterrent to weeds is a vigorously growing turf that is adapted to the site. However, perennial weeds, once established, usually require a herbicide treatment for effective control.

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Super weed, a case of genetics

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In the past 50 years, herbicides have revolutionized weed control in the developed world and are rapidly becoming popular in the Third World. A University of Nebraska study found the weed seed content on a typical acre of soil approached 200 million seeds and 19 species.

But there are drawbacks on relying on herbicides as the primary weapon. The toxicity issue aside, gradually over the past 30 years certain weeds have become resistant to herbicides, much the same as some bacteria have developed the ability to resist antibiotics.

The first case of herbicide resistance was reported in 1957, and involved spreading day-flower and wild carrot biotypes resistant to growth-regulator herbicides. As of 1998, 210 resistant biotypes have been reported in 44 countries to 15 classes of herbicides. Triazine herbicides have the largest number of resistant species (64), whereas the ALS herbicides are the second-leading family with 50 resistant species.

It is estimated more than three million hectares are infested with triazine-resistant weeds worldwide. Since the 1980s, about nine new resistant species have been reported annually. The United States leads the world in the number of resistant species with 60, followed by Australia with 26, and Canada and France with 24 resistant species apiece.

No figures exist for the incidence of herbicide-resistant weeds on golf courses, but there is little reason to believe that Bermudagrass and annual bluegrass creeping onto greens, fairways and tee boxes are in any way exempt from the phenomena.

Resistance often becomes a problem because of high selection pressure exerted on a weed population over several years. This may be a result of repeated use of the same herbicide, or several herbicides with the same mode of action and is often associated with crop monoculture as well as reduced cultivation practices. Therefore, the key to resistance management is to reduce selection pressure by using some combination of long-term complex weed-control strategies using tillage, grazing animals, burning, cover crops, fallow and crop rotations.

Since these methods are available to superintendents, the Whitehead research could lead in that direction.

The Whitehead findings have additional implications. The genetic makeup of *Arabidopsis* is similar to that of food crops like

rice and corn, so understanding genetic pathways that regulate the growth of this weed not only will lead to new approaches for weed control, but could provide insight leading to the genetic improvement of agriculturally important crops.

In addition to its implications for the agricultural industry, the

Whitehead study provides important information about plant physiology, and, in particular, a phenomenon called tropism: the growth response by plants to external stimuli, such as light, temperature, water and gravity.

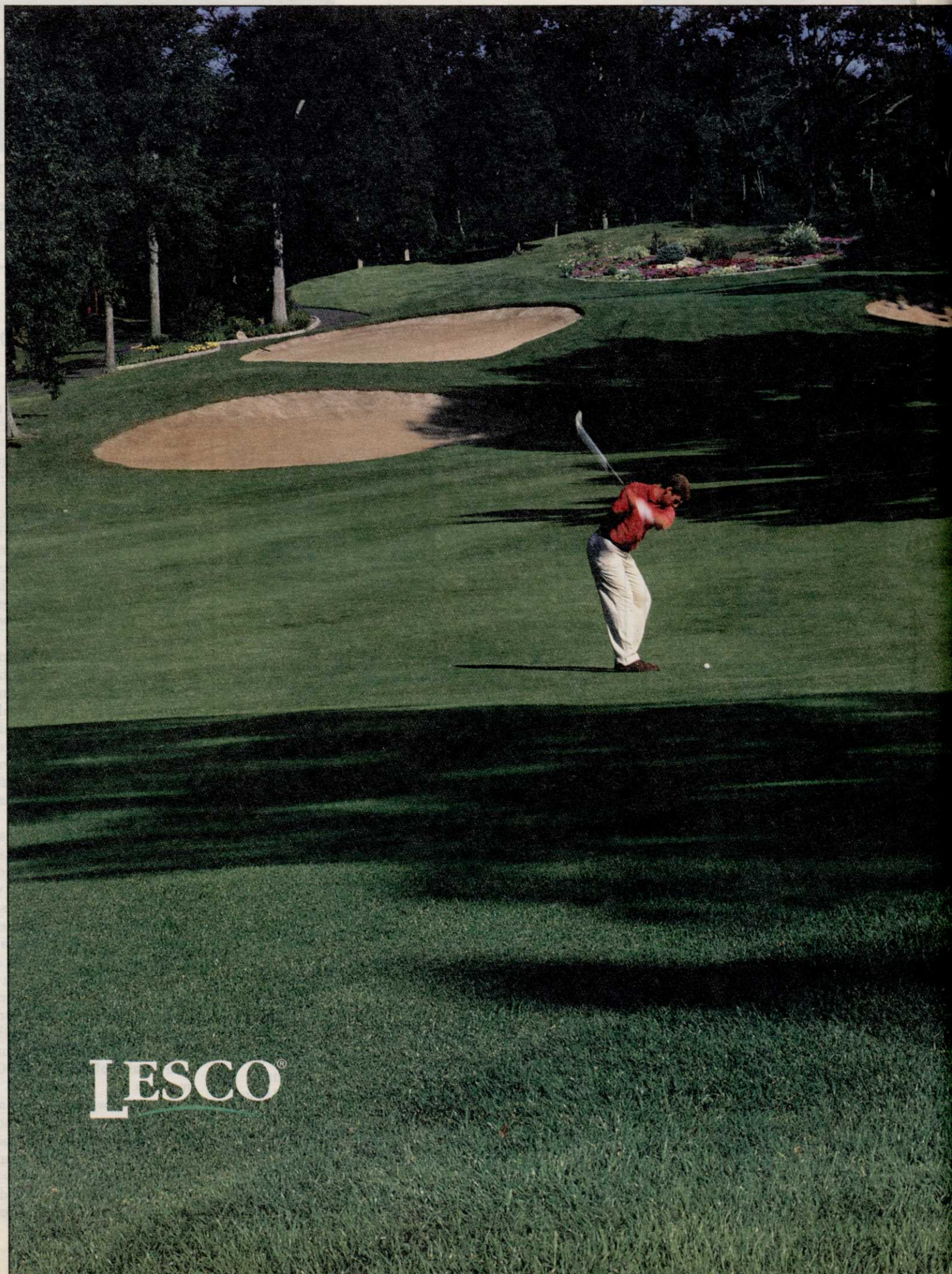
For more than 200 years, scientists have tried to understand exactly how plants are able to direct roots to always grow downward in search of the earth, while sending their shoots upwards in

search of the sun. So great is the plant's directive that if a root is reoriented to lie horizontal to the surface of the earth — in other words, turned 90 degrees with respect to gravity — it responds by altering its direction of growth, curving downward again until it finds its way into the earth.

Scientists have known that during root growth, the redistribution of a plant hormone called

indole acetic acid (IAA) to the root tip is responsible for gravitropism, the organism's reflex in response to the stimulus of gravity. When the root tip is cut off, the plant no longer is able to grow downward. When roots are oriented horizontally, IAA accumulates along the lower side of the elongating zone. Cells on the top part of the root elongate, causing the downward

Continued on next page



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Royal Canadian GA donates to research, Audubon, Future Links

TORONTO — The Royal Canadian Golf Association donated \$230,000 at the annual general meeting to support three initiatives considered fundamental to the future of golf in Canada, RCGA Executive Director Stephen Ross announced.

The provincial golf associations received \$125,000 to sup-

port the provincial Future Links Mobile Clinic Program; the Canadian Turfgrass Research Foundation received \$75,000; and the Audubon Cooperative Sanctuary System of Canada received \$30,000.

"There three programs play a vital role in supporting tomorrow's golfers, which is why

the RCGA is supporting these groups today," said Ross. "Two of the association's primary mandates are to promote the game and protect the environment."

In 1998, Canadian PGA instructors traveling in Ford Windstar vans provided instruction to 9,675 juniors at 221 sites in seven provinces through the

Future Links Mobile Clinic program. With the assistance of presenting sponsor Mackenzie Financial Corp. and the provincial associations, the mobile program is expected to eclipse those totals in 1999.

The Canadian Turfgrass Research Foundation donation will support turfgrass and environ-

mental research conducted at various universities and research facilities across Canada.

The Audubon Cooperative Sanctuary System of Canada, which develops and administers programs to aid landowners in maximizing properties as wildlife sanctuaries, considers 13 golf courses in Canada as fully certified members. Another 216 courses are participating as co-operators, and the RCGA donation will assist in the ongoing environmental education of these courses.

...

TORONTO — Worden Teasdale of King City, Ont., was inducted as the 94th president of the Royal Canadian Golf Association during the organization's annual general meeting.

He said the association moves forward with its recently established long-range plant that includes establishing 45-hole RCGA golf complexes in Toronto, Montreal and Calgary. Each complex will feature a world-class stadium course; an 18-hole public course; a nine-hole Future Links course; a large range teaching facility; and an RCGA satellite office—all geared toward promoting and growing golf at the local and national level.

Super weed

Continued from previous page
curving of the root.

Researchers have speculated that the transport of IAA is facilitated by a gene that acts as a pump to redistribute the hormone up and down root cells as needed. The EIR1 gene isolated by the research at the Whitehead lab may represent this pump. The researchers believe the case for EIR1 seems strong.

"When we studied the EIR1 gene, we found that it was very similar to bacterial genes that pump out toxins from bacterial cells," said principle researcher Christian Luschnig. And, when the scientists inserted the EIR1 gene into yeast cells, the yeast cells became resistant to fluorinated indolic compounds, suggesting that the EIR1 gene was helping yeast cells pump out the toxins.

This suggests that EIR1 functions as an efflux pump in roots, and because EIR1 is expressed only in the roots and not other parts of the plant, it suggests that the gene is responsible for the root's response to gravity.

The study was supported in part by a Schroedinger Fellowship from the Förderung der Wissenschaftlichen Forschung (the Austrian Science Foundation), by the PEW Charitable Trusts Latin American Fellows Program, and by a grant from the National Science Foundation.

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Faucher grows in Cedar River

Continued from page 17

Lansing and The Elks in Grand Rapids.

"I got to work with three different superintendents and gained a little bit of knowledge from each," he said.

Shortly after graduating in 1990, he ventured to northern Michigan, where he became assistant superintendent at The Legends. Within a year he was named head superintendent. He also served briefly as interim grounds superintendent.

"I intended to go back out West when I graduated," Faucher recalled. "But I heard about this job and checked it out. I'm an outdoors guy and this had everything. There are hills, lakes and then having an Arnold Palmer golf course, it seemed like it would be fun."

The Legends and The Bear at Grand Traverse were the first two high-end resort courses in northwest Michigan, Faucher said. The Legends opened in the late 1980s. Several superintendents

came and went.

Because it opened too early and the difficulty of working with the layout's pure sand greens, the course was in fairly rough shape when he first arrived in 1990, Faucher said.

"Few people have experience with sand greens," he explained. "But we kept working the greens, then the tees and fairways."

"It was also a drainage nightmare. We just tried to get things to where they should be for such a fine layout. In 1991-92 we started getting some awards and getting ranked in magazines. Now it's

where it needs to be. People can pay \$100 now and enjoy it."

Among the accolades, *Golf Digest* named The Legends the Best Resort Course in the Midwest (1992) and 19th Best Resort Course in the Country; *Golfweek* (1995) named it the third best course in the state behind Oakland Hills and Crystal Downs; *Golf* (1998) magazine named it the 4th best resort course in the country and 4th best in course condition.

Faucher also received his share of individual awards including the 1995 Club Corporation Superintendent of the Year Award and 1998 GCSAA Environmental Steward Award.

Shanty Creek officials started talking about building a fourth course in 1995 and hired Tom Weiskopf to design and H&D Construction of Petoskey to build Cedar River Golf Club.

"Things were getting a little mundane at The Legends," Faucher remembered. "We had solved all these problems and it wasn't challenging me the way I wanted it to. I approached them and they said I could move over there if things got going."

Of Weiskopf, Faucher said: "He was fun to be around and always accessible. He was very conscientious about maintenance and playability issues."

Faucher was also impressed with Weiskopf's flexibility. The original plan called for the layout to cross the Cedar River in the area of holes 13 through 15.

The courts blocked that plan and Weiskopf had to change his routing on the fly.

"He was standing there one day, looking around and said 'I think we have to take these trees out, move this over here and...' And I could see it. He solved a lot of problems right out there in the field...He was presented with a difficult problem and he solved it."

Another problem occurred on a Saturday night last August when a 4 1/2-inch rainstorm flooded the site. The permanent drainage wasn't completed and some material moved toward the river, Faucher explained. An environmental group has taken the issue to court.

"It was pretty devastating," Faucher said. "We lost cart paths on every hole. The site starts up high and then works down toward 13 and 14. We did have material go in the river. How much is being determined in court right now... That's Mother Nature. You get bummed out for a day, then get back with it."

As for his own future? "I'm thinking I'd like to do another grow in," Faucher said. "If the right project came up, I might do it. It was a lot of fun."

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Wildlife Habitat Council cites CourseCo work

BURLINGAME, Calif. — CourseCo, Inc.'s environmental management program at Crystal Springs Golf Course has received national certification by the Wildlife Habitat Council for "significant achievements in the creation and conservation of wildlife habitat."

The public course, on San Francisco Water Department land in the Crystal Springs watershed along Interstate 280 in Burlingame, is the first golf course among 231 sites to earn the honor since the council began the program in 1990.

"WHC's certification program is all about companies and individuals that go above and beyond the requirements of environmental regulation to create outstanding wildlife habitats," council President Bill Howard said. "CourseCo's program is exemplary in its benefits to wildlife, the voluntary involvement of the company's employees, and its partnerships with the local community and other conservation organizations."

"We are deeply appreciative of this important recognition," said CourseCo President Tom Isaak, whose Petaluma, Calif.-based company manages several Northern California courses. "We believe strongly that sustainable environmental management should be a core value in golf course operations."

Isaak praised the efforts of Crystal Springs superintendent Ray Davies, environmental coordinator Jim Mocci and the staff at the golf course for their efforts throughout the year.

CourseCo has received a number of environmental program honors for Crystal Springs since taking over management of the property in 1996. The site is considered part of a California Fish and Game refuge and is within the boundaries of a United Nations International Biosphere Reserve.

The Wildlife Habitat Council singled out Crystal Springs for creating an environment that is "suitable and sustainable for native plant and animal life as well as enjoyable for the golfer."

The council recognized CourseCo for using existing materials to create brush piles and nest boxes for wildlife, perches for native raptors, and dust baths for birds. The course was also commended for recycling, chemical use and water conservation and quality.

Certification requirements are stringent. Habitat enhancement programs must be established, monitored and documented for

at least one year before they can apply.

WHC biologists verify and guide enhancement efforts through a site visit and tour. Each certified site is entered into the International Registry of Accredited Wildlife Habitat Programs, which is published and distributed annually.

GOLF AND THE ENVIRONMENT

Carolina Nat'l joins certified courses

BOLIVIA, N.C. — Carolina National Golf Club at Winding River Plantation has achieved designation as a "Certified Audubon Cooperative Sanctuary" by the Audubon Cooperative Sanctuary System (ACSS), the educational division of

Audubon International. Carolina National Golf Club is the fourth in North Carolina and the 157th course in the world to receive the honor. The other three courses in North Carolina are Carmel Country Club and TPC at Piper Glen, both located in

Charlotte, and the Wade Hampton Golf Club in Cashiers.

"With the ever-increasing destruction of plant and animal habitat, the need to preserve these areas becomes even more important. That is why I am so excited about the Audubon program here," said Matthew Mays, environmental specialist at Carolina National. "While benefiting the plant and animal species, it

Continued on page 22



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By MARK LESLIE

ANDOVER, Mass. — “Build-up of wet grass on the mower roller can easily change the height of cut, and that change of height can ultimately reflect on me,” said Indian Ridge Country Club equipment mechanic Johnny “Jake” Parker. That impetus led to Parker’s very simple, yet very effective solution: using car ice scrapers to clean the rollers.

“These scrapers work great,” Parker said. “I use them on my triplex and fairway mowers and anything with a roller that collects grass clippings.

Most mower manufacturers have scrapers on the front rollers, but scrapers on the back are

Indian Ridge’s Parker: Rollers no problem

optional. And often those on the back are ineffective, Parker said.

“With back rollers, you get a big build-up and then a big clump drops out and you get clumping all across the fairway,” he said.

“The biggest problem,” he said, “was that operators weren’t scraping their rollers off because

their hands get such a mess. I wanted to try to make things easier for people and get them to do it more often. I found all the operators loved the idea and were actually doing it. They are more likely to do it if you’re not asking them to get down there and get all wet.”

“It makes a huge, huge differ-

ence in the cut,” Parker added. “Now my height of cut is where it is supposed to be all the time.”

How often an operator hand-scrapes his rollers depends on how wet the turf is. “I suggest they scrape the rollers off when they empty the buckets,” Parker said. “It literally takes about 10 seconds.”

The ice scrapers have a 10-inch handle, much more efficient than the short ice scrapers.

Indian Ridge’s mowers all have smooth rollers, Parker said, adding that the grooved and swirl-type rollers don’t appear to have problems with clipping build-up.



SHOP TALK

We’ll keep the pesticide industry from

Carolina Nat’l

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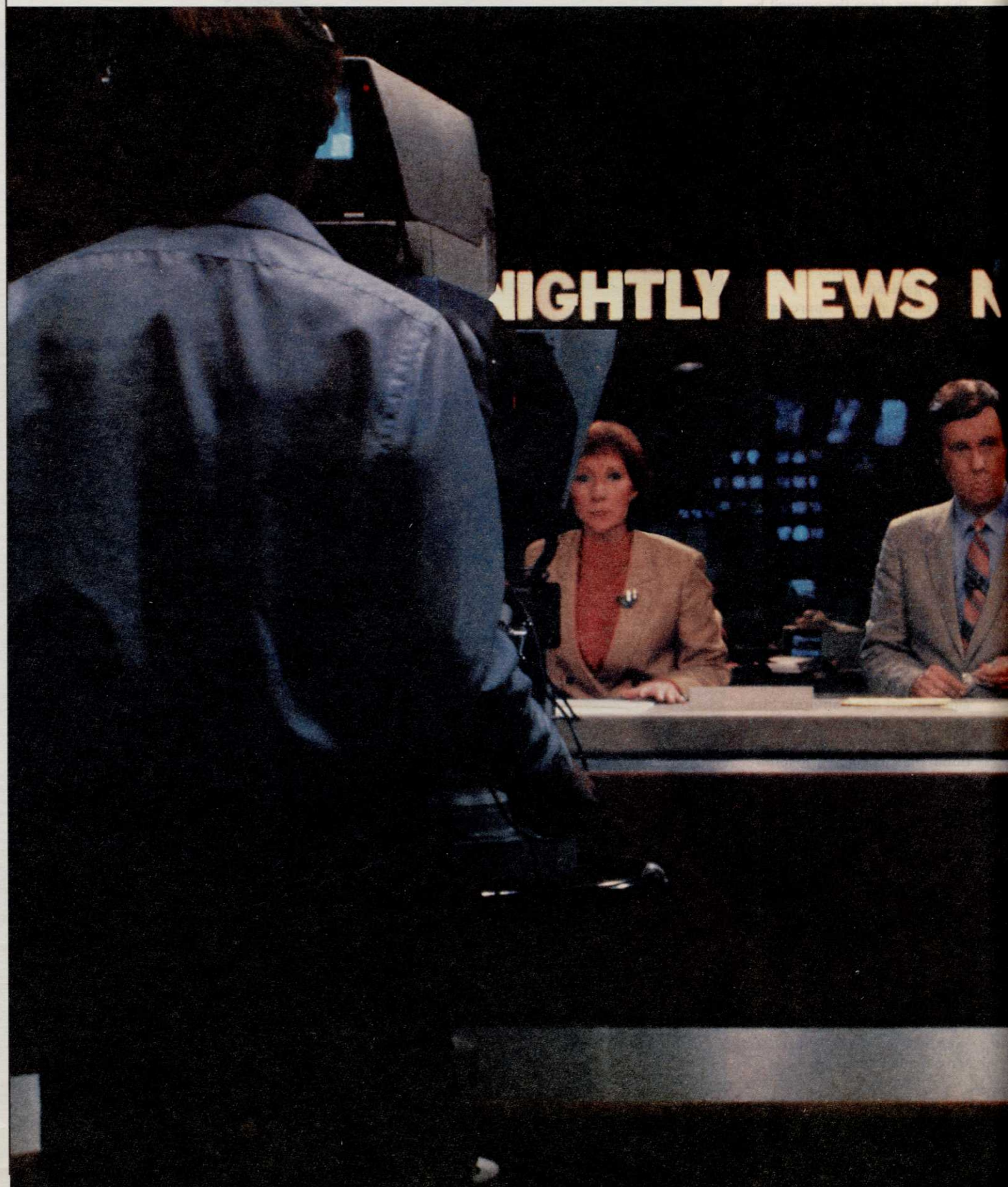
also enhances the golfing and living experience. We will continue to improve on our program and try new projects to make Carolina National Golf Club a beautiful and nature-friendly golf course.”

In 1997, Carolina National Golf Club joined the Audubon Cooperative Sanctuary Program for Golf Courses which provides information and guidance to golf courses to help them preserve and enhance wildlife habitat and protect natural resources.

“Carolina National Golf Club has shown a strong commitment to its environmental program. They are to be commended for their efforts to provide a sanctuary for wildlife on the golf course property,” said Joellen Zeh, staff ecologist for the Cooperative Sanctuary System.

“To reach certification, a course must demonstrate that they are maintaining a high degree of environmental quality in a number of areas,” explained Zeh. These categories include: Environmental Planning, Wildlife & Habitat Management, Outreach and Education, Integrated Pest Management, Water Conservation, and Water Quality Management. Golf courses from the United States, Canada, and Europe have also achieved certification in the program.

“As far as I am concerned,” said Dr. Terry L. Vassey, director of golf development at Bluegreen Golf and Carolina National Golf Club, “our achieving Sanctuary status is one of the highlights of my golf course management career. I truly believe we have added greatly to the planet. Our strongest contribution is the amount of wildlife habitat we have incorporated into the golf course, each including a vast diversity of plant material. We believe that we have increased the overall wildlife population here and plan to continue our efforts.”



After 35 years, Lewis retires from Anaheim Hills GC

ANAHEIM, Calif. — Don Lewis, a superintendent for 35 years, has retired from Anaheim Hills Golf Course.

Lewis, who has been the golf course superintendent at Anaheim Hills for 20 years, served the city of Anaheim for more than 35 years.

"Don Lewis has treated both

the Dad Miller and then the Anaheim Hills courses as if they were his family," said Jack Kudron, Anaheim superintendent of parks and golf. "It has been a 24-hour, on-call, seven-day-a-week commitment to him and all of us are extremely grateful that he has been a part of our family for the past 35 years. What an accomplishment."

That commitment meant making sure the 26-year-old, 225-acre Hills course was playable after enduring the weather disasters such as wind and rain or potential problems due to fungus on the greens. It also meant overseeing the interaction of the course which is nestled in the rolling hills of the Nohl Ranch landscape.

"This has been a terrific job," said Lewis. "But it has been a team effort, to be sure. There are 12 people who are responsible for the maintenance of the course and it takes a team effort to build and maintain. Thinking back 26 years ago, we had an ugly chunk of coal. Now we have a diamond in the rough."

ON THE MOVE

Marzolf joins The Revere

SCOTTSDALE, Ariz. — Jon Marzolf has been named golf course superintendent for The Revere at Anthem, the first of four new high-end, daily-fee golf courses planned for Del Webb's Sun City Anthem Community.

Marzolf has more than 12 years experience in the golf industry overseeing course construction, maintenance and management. He has held positions at courses such as the Desert Willow Golf Course in Henderson, Nev.; the Palm Valley Golf Course in Las Vegas; and the Ventana Canyon Golf Club in Tucson.

Marzolf has been a certified golf course superintendent of the Golf Course Superintendents Association of America since 1996 and is a graduate of Michigan State University with a degree in turfgrass management. He is also a member of the Southern Nevada Golf Course Superintendents Association and has received scholarships from the Tucson Sun City Vistosos for Michigan State University.

...

ANAHEIM, Calif. — **Tom Mathieu**, who has been assistant golf superintendent at The Hills since September 1996, has been appointed superintendent, succeeding the retiring Don Lewis. Mathieu, 40, gained high acclaim as superintendent of the Coto de Caza Golf Course prior to his joining The Hills staff two years ago. His responsibilities will include overseeing the daily maintenance operation of the course, coordinating various improvement projects and the preparation for the course's many tournaments.

...

SAN DIEGO, Calif. — Western Golf Properties, Inc. has selected **David J. Elliott** as the superintendent at The Meadows Del Mar Golf Club here. Golf course architect Tom Fazio has designed an 18-hole course.

Prior to joining Western Golf Properties, Elliott was superintendent managing three 18-hole courses at Desert Mountain in Scottsdale, Ariz., the site of the Senior PGA Tour Event, "The Tradition." Prior to that, he worked at The Wilds Country Club in Prior Lake, Minn., Ocean Reef Club in Key Largo, Fla., and The Overlook Golf Course in Hollis, N.H.

Elliott holds a turfgrass management degree from the University of Massachusetts in Amherst.

The upscale, daily-fee golf course at The Meadows Del Mar Golf Club is slated to open in late summer.

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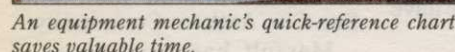
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Responsible Industry for a Sound Environment

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Ryder Cup prep

Continued from page 17

singling out assistants Jeff Baker, who coordinates the 22-person staff and day-to-day operations on the course; Greg Barker, who is specializing in Ryder Cup projects and basically any maintenance work not directly associated with day-to-day operations; and Scott Lagana, who will be his

liaison with all the vendors they have to deal with beginning in June.

"I'm sort of the 'front' guy," Spence said. "These people have applied themselves and are the nicest group of people and most competent I've ever worked with."

But this "front" guy has his hands full with meetings of the Ryder Cup Executive Committee, the Golf Committee,

Grounds Committee and Landscape Committee as well as having to answer to people like Ryder Cup American captain Ben Crenshaw, on-site tournament director Dan Baker, and Kerry Haigh, senior director of tournaments for the PGA of America.

Spence, who saw The Country Club through a Rees Jones renovation and preparation for the 1988 U.S. Open, is

facing new challenges this time around.

Transportation, for instance, is "the single biggest problem," he said. "We have no parking, yet we have 40,000-plus people who will be on site at some times."

With Ryder Cup tickets in hand (obtained through a PGA of America national drawing), the general public will have to park outside Boston, then take

a commuter rail or subway to either Cleveland Circle or Forest Hill station, where they will be bussed the five-minute ride to The Country Club when the gates open at 6 a.m.

Meanwhile, spectators affiliated with corporate tents or vendors will park 7,000 to 8,000 cars at either a neighboring golf course, a farm The Country Club is reconditioning, or town-owned Larz Andersen Park.

Ryder Cup play begins at about 7:45 a.m. "and everybody leaves at 5 o'clock when the event is over," Spence said. "We have all these people coming in at once and leaving together, which stresses our abilities to get them in and out, or if we had to evacuate the golf course, or if we have a hurricane ... or lightning. So this is a very serious part of the program, and again not relating much to turf."

To deal with the crowds, he said: "We've had to open up roads that haven't been used since Francis Ouimet was 5 years old. We also have a crew clearing out gallery and entrance areas through the woods."

In addition to parking and transportation, the event incorporates "a huge amount of infrastructure," Spence said. "The U.S. Open gallery winds around a golf course. That is not what we are dealing with this time. The preparation, as a result, is more construction-oriented to support this infrastructure."

Thus the conduits, corporate tents, Tables of Ten which will be set up inside the facility's tennis courts, and spectator areas.

"I spend a lot of time pretending I'm a spectator in order to find places for people to walk and watch the event," Spence said.

Also, Spence learned a lesson from superintendent Bob Alonzi at Winged Foot, who last year had to undergo a last-minute major tree-pruning to meet insurance demands before the PGA Championship.

"To move the gallery around, we have to put people in places we normally don't do anything, including tree pruning," he said. "Insurance is important today, and we entered a safety pruning program beginning last summer that will cost more than \$100,000. We're going into all the gallery, tent and entrance areas to make sure deadwood is removed."

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REGARDING MAINTENANCE

While dealing with infrastructure issues, however, maintenance conditions do

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Ryder Cup prep

Continued from page 25

weigh heavily on Spence's mind.

"Whether we acknowledge it or not, golfers always aspire to [have their course] be another Augusta National," Spence said, referring to the Georgia course's "perfect" conditioning. "But, you can play great golf and do a lot less manipulation than what we

do now [for tournaments]."

"The nicest thing that has happened to us," he added, "has been Ben Crenshaw's selection as captain... Ben will be the first to tell you that you don't need hand-mowed fairways, or greens rolling 13 on the Stimpmeter and rough that is 6 inches tall in order to identify the winning team of the Ryder Cup.

"So, we're trying to keep it moderate."

Spence's crews have undertaken a bunker sand replacement program, restoring some bunkers that "had gotten pretty ornery" or had "lost their old character."

But they will not hand-mow the fairways. Greens will roll 10-1/2 to 11 on the Stimpmeter, which is typical for a member-guest tournament at the club. Fairways will be cut a little lower than normal, but not much, perhaps 3/8 inch.

Tees will be cut about the same as usual. And the rough will be cut to 2-1/2 to 3 inches.

"The three of us [Crenshaw, Haigh and Spence] feel it will be best for everyone if we have a fair test, one that is not tricked up, and that no one feels we tricked up," Spence said. "Moreso for the spectators, who don't really want to see a great player in rough where he can't even see the golf ball just chop

it back onto the fairway.

"The Country Club is a second-shot golf course with long par-4s. The second shot is the essence of the game—how close you get to the hole on our small greens, which average only 2,800 square feet. And, if we don't give a player a chance, from a spectating point of view, that's going to take some of the fun out of the Ryder Cup."

Whereas, Seve Ballesteros in Spain and Lanny Wadkins in America have in the past tried to create conditions for their teams to win, Spence said: "We feel that in the Ryder Cup, the site can't be a factor. It can't be any less neutral a site than a Final Four [in college basketball], or a Super Bowl. In the U.S. Open it's a big factor; the golf course is right in the middle of it all. In the Ryder Cup, you don't want to be able to say the course affected the outcome, because this is team against team."

While corporate tents are lifted up and fewer members of the general public than at other events cheer for their respective teams, Spence said that in one way the Ryder Cup will epitomize all that is right with golf.

"With all the money we have coming into this event," he said, "these players don't get anything. This is all about spirit, pride and winning."

Leslie comment

Continued from page 12

associations have seized on something that can have a substantial impact."

Elsewhere, in an engaging session by members of the American Society of Golf Course Architects:

- In a friendly debate with design partner Dana Fry about \$1 million versus \$10 million golf courses, Mike Hurdzan asked: "For every \$1 million invested, you need to charge \$10 in greens fees. Which is better for golf: 10 \$1 million courses with \$15 greens fees, or one \$10 million course with \$150 greens fees?"

- Ed Seay, president of Arnold Palmer Golf Design, told the world who are the most important people in golf development, and it is none of any of the above names. Nor is it any of the great players, nor of anyone you and I know by name. Who is it?

"The person who decides permits," Seay said.

- Course designer Damian Pascuzzo added: "Sometimes it costs hundreds of thousands of dollars just to find out if you have a viable project. That's what environmental activism has done."

But the clincher came from the ever-succinct Seay, who said that if you're building in Arkansas "just lie about it and you'll get away with it."

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Spence's 'bunker wrap' saves edges, hastens germination

By MARK LESLIE

BROOKLINE, Mass. — Employing the same theory as with putting green covers, Bill Spence has devised a "bunker wrap" that greatly protects bunker faces from desiccation while speeding up germination so the traps quickly return to play.

"We've been doing this for two years and have had great luck with it," said the superintendent at Country Club in Brookline, which will host the Ryder Cup competition, Sept. 24-26.

The "bunker wrap" is actually old Tytar covers that have outlived their usefulness, or a geotextile fabric that can be bought in big rolls. "We cut them up to fit the bunker lips," Spence said, explaining that after the bunker is restored and the edging is seeded, the material is wrapped around the edging.

"We wrap as soon as we seed unless it's the middle of the summer and the wrap would cause heat-related problems," he said. "The warmer earth speeds up germination and rooting, and we get those bunkers in play very quickly. It stabilizes

those high bunker faces a little earlier. So early play is less prone to do damage if folks walk over the high edge."

A number of people who came to look at the bunkers couldn't believe Spence's crews had seeded them, he said.

He said that after sodding a number of bunker faces in 1984 and 1985, the sod began to decline in about five years. "The bunker faces are so steep," he said, "that we can't do what we need to do culturally to maintain sod over a long period of time. We couldn't aerify it, so the thatch built up and it inhibited root and air movement. So we had to redo those bunkers in a major way. Since then, whenever we can, we seed the bunkers."

He said he's using the "wrap" on new bunkers to promote old-looking growth, and on older bunkers to protect the grass (which is growing in sand) from desiccation.

"Most of the bunker lips — anything that is questionable — are covered," Spence said.

Members of The Country Club, a 27-hole layout that includes the venerable



Bill Spence photo

Bill Spence's crews use Tytar-like covers for the same purposes on bunker edges as they do on greens.

old Willie Campbell-designed 18, have paid particular attention to maintaining its character, Spence said. In keeping with this is a desire to retain the integrity of the bunkers.

When golf course architect Rees Jones came to Brookline in 1984 to restore it for the U.S. Open, he was "very cognizant of what had happened at Pebble Beach," where a bunker renovation made the course appear modern as opposed to the wind-blown Pebble of old, Spence said.

"Very often if you do major restoration work on an old bunker, you come out

with a bunker that doesn't resemble the one you started with," Spence said. "That old character is very, very hard to recreate once you undo it. It comes from years and years of wind and accumulated sand."

The "bunker wraps," he feels, help the rejuvenated edges grow into their old, wild look of the past.

All the bunker work of the past couple years has benefited The Country Club's grounds crew.

"We've gotten better at it as we've gone along," Spence said. "I've actually had a few architects call to ask how we did it."

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President's Award winner Horton hails environmental summits

By MARK LESLIE

ORLANDO, Fla. — Citing him as a key contributor in building a coalition between the golf industry and environmental activists, the Golf Course Superintendents Association of America (GCSAA) presented its President's Award to Pebble Beach Co. Vice President of Resource Management Ted Horton.

Horton has been "a great help in bringing the golf industry and environmental advocacy groups closer together," said GCSAA President George Renault III in presenting the award. "He has challenged our profession and industry to set and achieve the highest possible environmental standards. At the same time, he has held would-be environmental critics to the facts about golf course environmental impacts, including the many positives."

"Even beyond the Golf and the Environment summit process, Ted has tirelessly devoted himself to educating the public on the positive relationships between golf and the environment. He has also demonstrated a leadership in developing effective golf course recycling and effluent irrigation projects for his courses. He is an innovator and committed to improvement and environmental excellence."

The President's Award is based on exceptional environmental contributions to the game of golf. Instrumental in initiating the Golf and the Environment summits, Horton also oversees Pebble Beach Co.'s extensive holdings on perhaps the world's most famous golf mecca, the Monterey Peninsula.

Saying he was sharing the award with his fellow employees at Pebble Beach Co., Horton noted: "Nothing is accomplished alone."

He said he has come a long ways in understanding environmental philosophies since beginning his career as a golf course superintendent 30 years ago. At that time, he said, "I really concentrated primarily on maintaining the golf course at the highest standards."

Then came the 1960s, a time of concern about water conservation, "and I recognized that a golf course superintendent dealt with drainage, impounding water in ponds, irrigation, and really had all the basic tools to make a very significant difference in handling a very precious resource," Horton said. "I became involved in the Metropolitan New York distribution of water and was a member of the emergency task force, a task I enjoyed tremendously. I met environmentalists and clearly was able to, I think, make a difference in our profession."

As the Golf and the Environment summits moved forward, he said, "we were able to meet environmentalists and become very familiar with some of their problems and understand very quickly that their problems were no different from ours, and that their goals were very similar to ours. With that understanding, it be-

came a very simple process of coalition-building, block by block, understanding what our goals were and then accomplishing them together, rather than apart."

"It has been a wonderful, stimulating process—a process I have enjoyed every minute of, a process that I feel has been very productive for our company, for

our business of turf management in general, and for golf course superintendents."

...

In his opening remarks Renault said the GCSAA faces two major national challenges: the Food Quality Protection Act (FQPA) and the Americans with Disabilities Act (ADA).

The FQPA "makes sweeping changes in the way we apply pesticides," he said. "The availability of many golf course maintenance products is in jeopardy. GCSAA is working with other pesticide user groups and industry to ensure that the EPA [Environmental Protection Agency]

Continued on next page



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Rossi Award winner Beard cites others

ORLANDO, Fla. — Cited as having "touched the lives of many people in this room and at this conference," Dr. James Beard received the 9th annual Don A. Rossi Award at the banquet of the Golf Course Builders Association of America (GCBAA) here Feb. 12.

Named for the late executive

director of the GCBAA, the award is given to an individual who has made major contributions to the game of golf and its growth and who has inspired others by their example.

GCBAA President Bill Kubly of Landscapes Unlimited presented the award to Beard, a noted agronomist best known for

his years as a professor of turfgrass science at Michigan State and Texas A&M universities. Beard is now the chief scientist of the International Sports Turf Institute in College Station, Texas, which he founded when he retired from Texas A&M.

In introducing his former professor, Dr. Bob Shearman of the

University of Nebraska said of Beard: "There is no individual, from an agronomic standpoint and the agronomic sciences, who has had a greater impact on our industry than this man. He has trained an outstanding number of individuals who have gone on to have a great impact on the industry. And that legacy continues."

Beard, who has won such honors as Distinguished Service Awards from the International

Turfgrass Society and Golf Course Superintendents Association of America and is a former president of the Crop Sciences Society of America, accepted the award on behalf of his wife, Harriet, and himself.

"I have had an opportunity to work with great people in this industry," Beard said. "I've learned from them. I've learned from golf course superintendents, builders, architects and industry reps. I've tried to bring good scholarship and science to the field ... to advance the science of this industry. I've enjoyed the opportunity to work with a lot of good people in our research and educational programs at Michigan State and Texas A&M University."

"It starts with your fellow researchers and colleagues. Dr. Paul Rieke [sitting] here is an example of that. It starts with good research associates and technicians, like Sam Sifers, who is still working with me. It starts with mentors. As an assistant associate professor trying to figure out what to do, Dr. Jim Watson [sitting] here certainly was helpful in that regard for a long time. It takes good graduate students, because they do a lot of the really good basic research that your technicians can't do, or you don't have time to do. We have had over 40 of them and many of them are leaders around the country. Dr. Bob Shearman is an example of that."

Saying he has enjoyed his students, who number in the thousands, and their interaction, Beard added: "In a sense, probably a lot of you are students with the books I have written."

But most important, he said, is Harriet who, he said, was a key to his success, especially helping with his eight books and more than 600 articles.

"She worked with me as a team," he said, as well as raising two sons.

Ted Horton

Continued from previous page

bases its decisions on good science. The strength of our membership is critical in putting pressure on the EPA to ensure it listens to our concerns."

As the GCSAA's representative on a national ADA panel, Renault said the association "has taken the lead in providing tools to help golf courses comply" with the new rules. A new draft of those rules was released late last year.

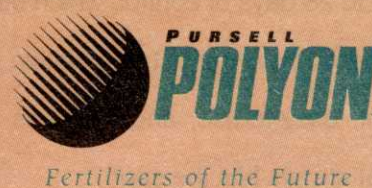
"GCSAA is also successfully leading a coalition of disabled and golf organizations trying to avoid litigation on play issues, such as cart path-only rules," Renault said. "We made progress by arranging meetings with the Department of Justice and to begin resolving these issues in a non-adversarial manner."

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Golf Course Builder of the Year Joe Niebur of Niebur Golf, far left, receives the award from Golf Course News Publisher Charles von Brecht. At right is Golf Course Small Builder of the Year Tim Furness, of Furness Golf Construction, with his plaque.

Jim Trzinski photos



Niebur, Furness the Best Builders

ORLANDO, Fla. — Saying the annual honor has created a healthy competition in the industry, Niebur Golf President Joe Niebur accepted the 1998 Golf Course Builder of the Year Award here, during the banquet of the Golf Course Builders Association of America (GCBA). Niebur's Colorado Springs,

Colo.-based firm received a 78.675 out of a possible 80 in ratings from the developers, architects and superintendents involved in projects that Niebur completed in 1998.

Meanwhile, Furness Golf Construction of Charlevoix, Mich., was named Golf Course Small Builder of the Year — among builders completing fewer than four 18-hole courses in 1998. Furness finished at 79.2 out of a possible 80.

Both awards are sponsored by Golf Course News.

"After we were notified about the award, a friend asked how important it is," Niebur said. "To Niebur Golf, it is very important. It's really important to me that we are considered one of the best builders. Secondly, I believe that with today's accelerated schedules and the way that standards continually keep going up because of all you golf course designers and consultants, quality is at a premium more every year."

Thanking the GCBA and citing it for making "huge strides in growth every year," Niebur said: "It's an organization I'm proud to be a part of. I also want to thank the golf course designers, owners and superintendents we worked with this year for their vote of confidence."

Niebur also thanked his family as well as his employees, whom he said "are the most dedicated guys, and, I believe, the reason we have continually been successful."

"I truly believe the desire to produce quality exists in all our employees," he added.

Tim Furness noted his gratitude to:

- Golf course architect Arthur Hills for having "the patience and confidence in us to allow us to get started in the earlier days."
- Golf course architect Warren Henderson and Rick Smith Golf Course Design for "allowing us to build their great golf courses."

• His family and employees.
"More than anything, I'd like to thank my people," Furness said. "Without them, I would not be here. I have the best staff in the world."

"I feel honored," Furness added, "that the people we work for and with feel our work is the quality required to rate us high enough to receive this award. I am very humble to be here."

Meanwhile, on behalf of Golf Course News, Publisher Charles von Brecht presented a plaque to GCBA Executive Vice President Phil Arnold recognizing his support and that of the association for the builder awards program.



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Past GCSAA presidents speak out

By PETER BLAIS

ORLANDO, Fla. — This is the second installment of a story that first ran last month checking in on the whereabouts of past presidents of the Golf Course Superintendents Association of America and asking them two questions:

- What is the biggest change you've observed in the golf industry during your career?
 - What single piece of advice would you give to incoming GCSAA President David Fearis?
- Following are the responses of those who were available:

Theodore Woehrle — 1977 — Golf course superintendent, The Orchards Golf Club, Washington, Mich.

Biggest change: The chemicals, fertilizers and equipment have come a long way. The industry has supplied us with the latest and best methods of maintaining a golf course. The biggest change is the education and professionalism of the superintendent. Back when I graduated from Purdue in 1954, I was the first graduate of the turf school.

Advice for Dave: He's also a Purdue graduate. He should continue to expose the superintendent to the golfing public so we will eventually get recognized as the head of the leaders of the most important part of the golf course operation.

Richard Malpass — 1976 — Deceased.

Palmer Maples — 1975 — Retired. Living in Lawrenceville, Ga.

Biggest change: The certification program started in 1971 and the seminar program was just starting to grow when I became president in 1975. It has expanded to 80 to 100 courses now at the conference. It's a great means of fostering continuing education.

Advice for Dave: Don't get too big-headed. We came from the ground up. We've grown tremendously as a profession — the amount of information, be it agronomic, employee, environment, government, computers, technology. But our basic job is still to keep grass on the course for the golfer's enjoyment.

Charles Baskin — 1974 — Retired and living in Barnstable, Mass. Doing turfgrass consulting on golf courses and providing technical advice/expert testimony for attorneys.

Biggest change: The introduction of improved grasses that can withstand insects, disease, drought.

Advice for Dave: Step boldly. Don't be tentative. There are a

lot of challenges facing the profession. Act in counsel with the board of directors.

Clifford Wagoner — 1973 — Retired in 1985 from Del Rio CC in Modesto, Calif.

Biggest change: The biggest changes have been in the modernization of chemicals and equipment and the demand by

golfers for better courses.

Advice for Dave: The association is heading in the right direction. Just keep it on course.

Robert Mitchell — 1972 — Retired. Living in Lewisburg, W.Va. and consulting under the business name RVM Enterprises.

Biggest change: Grasses, the height of cut and the adaptabil-

Continued on page 32



Bob Mitchell (left) and Palmer Maples.

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Past presidents

Continued from page 31

ity of turf are phenomenal today. Our research and grant work over the years has really paid off. They are fantastic the way they can hang in there in spite of bad weather, disease and close mowing. Trying to convert golf courses to the new grasses will be the big trick.

Advice for Dave: Make certain everything is fine at home with your family and job before you embark on too many things with GCSAA.

Richard Blake — 1971 — Retired. Living in Boynton Beach, Fla.

Norman Kramer — 1970 — Deceased.

John Spodnik — 1969 — Retired. Living in Westfield Center, Ohio.

James Brandt — 1968 — Retired in 1988 from Danville (Ill.) CC. Operating a lawn-care consulting business and living in Danville.

Biggest change: The most important thing is the evolution of the EPA and its effect on everything you do on the golf course. It's meant more recordkeeping and having to obtain approvals for what you are doing.

Advice for Dave: Do the best you can for all the members regardless of the type of club they are at. Some of the people at lesser clubs are not being served as well as those at higher-echelon clubs. Concentrate on bringing the lower-income groups up.

Walter Boysen — 1967 — Retired in 1970 from Sequoyah CC in Oakland, Calif. Living in San Ramon, Calif.



Walter Boysen

Biggest change: Equipment, seeds, fertilizers are all much better. We now have parks out there instead of golf courses, with all the flowers and waterfalls. You never used to see that sort of thing. We just had plain golf courses back then. The association has changed markedly since I was president. There were 5,000 members back then, now there are something like 18,000. The job of president is more complicated than it used to be.

Advice for Dave: Emphasize the certification program. When you have golf courses that are multimillion-dollar facilities, you need to have someone in charge who knows what the score is. It's becoming more important that

the superintendent is certified. More money should also be spent on research.

Edward Roberts — 1966 — Retired from Kingsmill CC in Williamsburg, Va., in 1988. Living in Williamsburg.

Biggest change: The equipment is the biggest change, along with the design of the newer courses. The courses are a lot more challenging today.

Advice for Dave: The climate has changed such that I'm really not in a position to give advice.

L.R. Shields Jr. — 1965 — Deceased.

David Moote — 1964 — Retired. Living in Sarasota, Fla.

Roy Nelson — 1963 — Deceased.

Sherwood Moore — 1962 — Retired. Living in Brewster, Mass., and working with the Executive Service Corps.

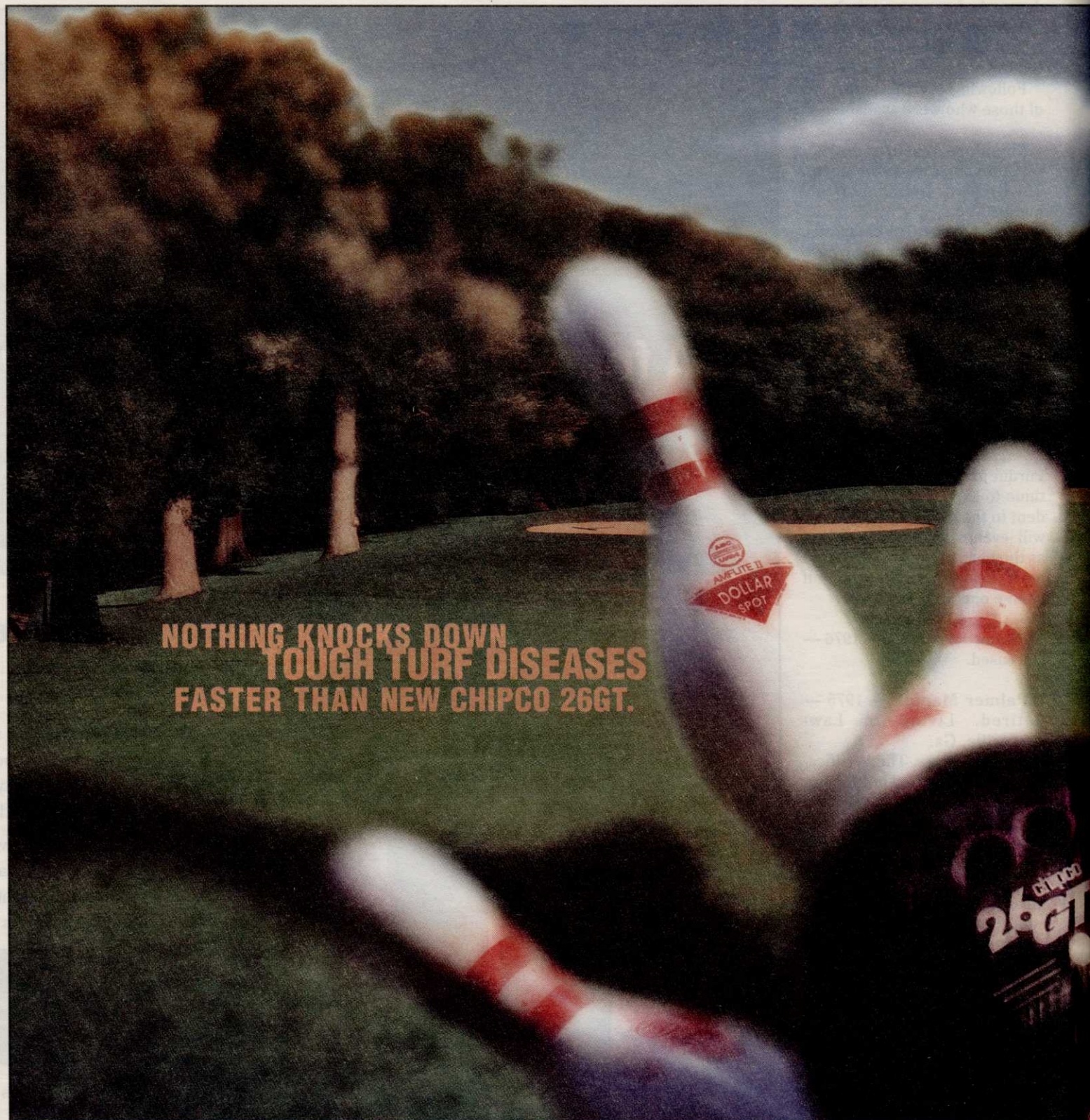


Sherwood Moore

Biggest change: Superintendents are more educated today. Superintendents

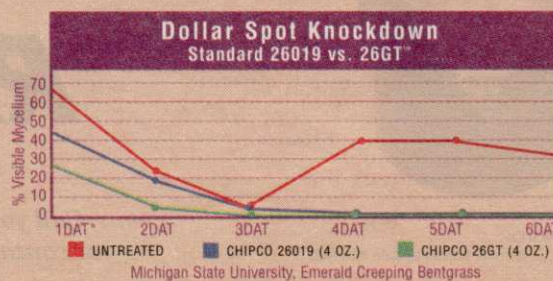
have so much more to work with in terms of equipment, but they have more environmental issues to contend with because of the chemicals they have to work with. And the budgets individual superintendents have to work with are much bigger. When I went to Winged Foot, my budget was \$125,000 and when I left it was \$600,000. Who knows what it is now.

Continued on next page



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Witt elected GCSAA sec'y/treasurer

ORLANDO, Fla. — Longtime board member Tommy Witt of StillWaters Resort in Dadeville, Ala., was elected secretary-treasurer of the Golf Course Superintendents Association of America, joining President David Fearis and Vice President Scott Woodhead as officers of the national organization, which

held its elections during the Annual International Conference and Show here in early February.

Witt, a 20-year GCSAA member who has served on the GCSAA board of directors since 1994, bested Michael Wallace of Hop Meadow Country Club (CC) for the secretary-treasurer post,

meaning Witt will likely be elected president in 2001.

Fearis of Blue Hills CC in Kansas City, Mo. and Woodhead of Valley View Golf Club (GC) in Bozeman, Mont., ran unopposed.

Wallace, who has served on the GCSAA board since 1995, was renominated as a director from the floor. Also

elected directors were incumbent Samuel Snyder VII of Hercules CC in Nottingham, Pa., and new board member Mark Woodward of Dobson Ranch and Riverview golf courses in Mesa, Ariz.



Tommy Witt

In the race for the board of directors, Snyder and Woodward outpolled Joseph Emanuel of Hurst-

bourne CC in Lexington, Ky.; James Nicol of Hazeltine National GC in Chaska, Minn.; and Timothy O'Neill of the CC of Darien (Conn.).

Rounding out the 1999-2000 board of directors will be Immediate Past President George Renault of Eagles Creek CC in Naples, Fla.; Ken Mangum of Atlanta Athletic Club; and Jon Maddern of Elk Ridge GC in Gaylord, Mich.

Past presidents

Continued from previous page

Advice for Dave: Remain devoted to your work. You've got to like what you are doing to be a superintendent.

L.E. Lambert — 1961 — Deceased.

James Thomas — 1960 — Deceased.

Elmer Border — 1959 — Deceased.

Robert Williams — 1958 — Retired. Living in Illinois.

Biggest change: Construction costs for an 18-hole course have gone from perhaps \$50,000 in the early 1900s up to several million dollars today.

Advice for Dave: Appropriate your time involvement with due consideration for your family, your job at the club and responsibility to GCSAA.

Paul Weiss — 1957 — Deceased.

A. Ward Cornwell — 1956 — Deceased.

William Beresford — 1955 — Deceased.

Norman Johnson — 1954 — Deceased.

Leonard Strong — 1953 — Deceased.

Malcolm McLaren — 1952 — Deceased.

William Johnson — 1951 — Deceased.

Ray Gerber — 1950 — Deceased.

Carl Bretzlaff — 1949 — Deceased.

Chester Mendenhall — 1948 — Deceased.

Marshall Farnham — 1946-47 — Deceased.

Harold Stodola — 1941-45 — Deceased.

John Gray — 1940 — Deceased.

Frank Ermer — 1939 — Deceased.

Joseph Ryan — 1938 — Deceased.

John Quail — 1937 — Deceased.

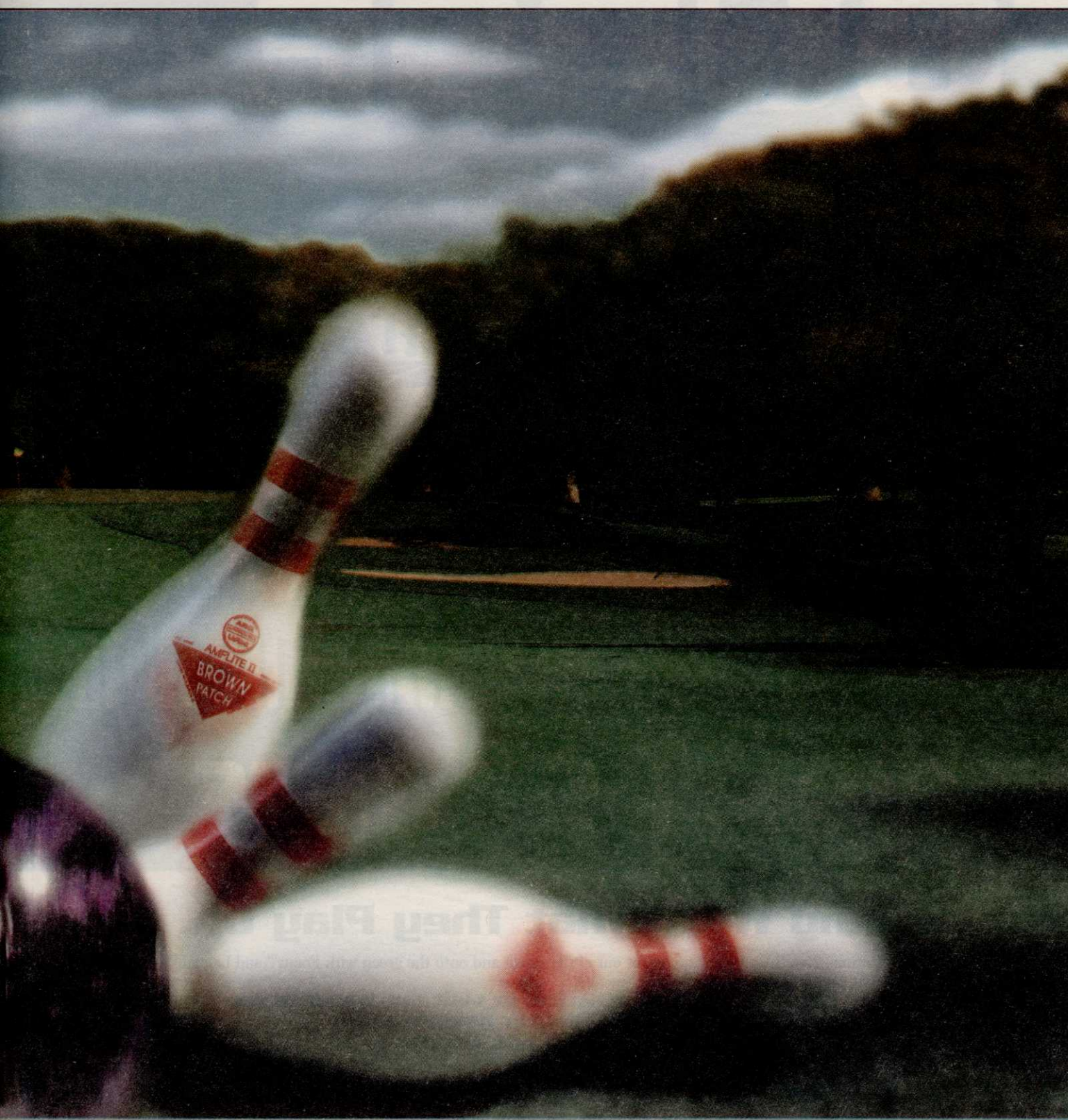
John Anderson — 1936 — Deceased.

Fred Burkhardt — 1935 — Deceased.

W.J. Sansom — 1934 — Deceased.

John MacGregor — 1933 — Deceased.

Colonel John Morley — 1926-1932 — Deceased.



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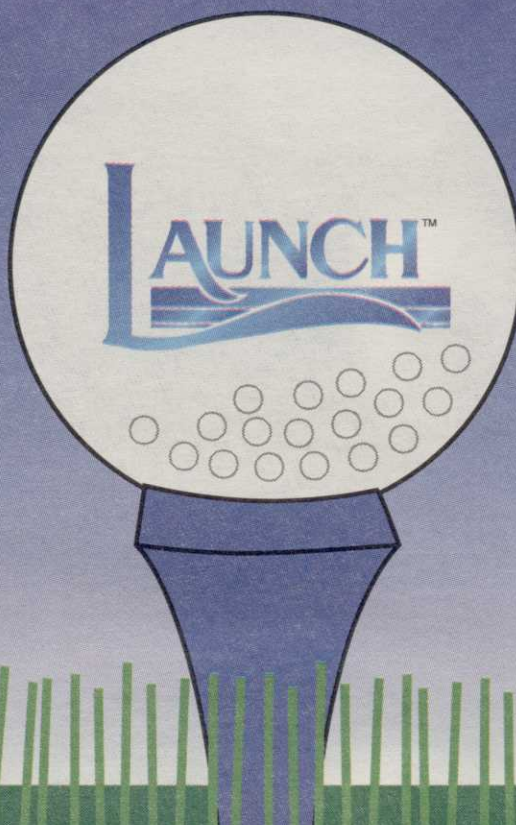
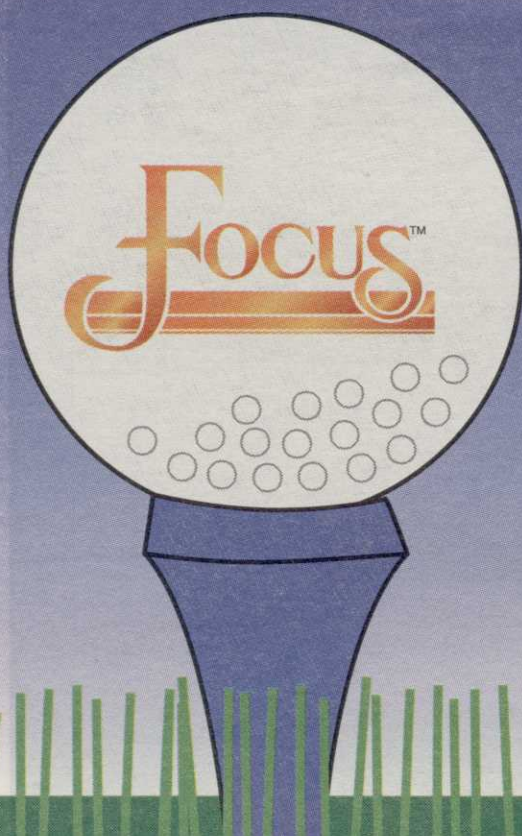
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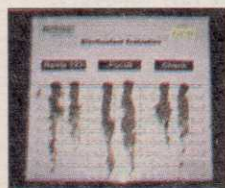
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BRIEFS



OGRIN DESIGNING FIRST TRACK

HOUSTON, Texas — Community leaders and friends joined Jack Frey of Jack Frey Properties and PGA Tour professional David Ogrin to celebrate the groundbreaking for High Meadow Ranch Golf Club. The course, co-designed by Ogrin, sits on a rolling terrain of sandy soil and features more topographical differences than other courses in the area. This is the first golf course designed by Ogrin, a 15-year PGA Tour veteran and winner of the 1996 Texas Open Championship. He is co-designing the course with Nugent Golf Associates. The daily-fee golf club will feature an 18-hole course stretching to over 7,400 yards and routed in three loops of six over a unique rolling terrain highlighted by an abundance of native pine trees and dense hardwood vegetation.

HARBOTTLE GETS WIS. DESIGN

MADISON, Wis. — John F. Harbottle III is beginning a new golf course design at Hawk's Landing, a 520-acre upscale real-estate development near Madison. The 7,000-yard layout sits on about 200 acres of gently rolling farmland, winding through hardwood groves and around three large ponds. Haen Real Estate of Madison is developing the project. Construction will be completed by Oliphant Golf Construction, Inc., also of Madison. A late summer/fall construction start is planned. Other new Harbottle projects include a new 27-hole course on the Ralph Ranch in Livermore, Calif., and another 27-hole facility, Hira Country Club, near Nagoya, Japan.

\$14M PROJECT PLANNED IN FLA.

INDIAN RIVER COUNTY, Fla. — Capital Golf Development Corp. has announced plans for a new golf club in Indian River County. The \$14 million project, Southern Dunes Golf Club, will feature a course designed by Kenneth Kavanaugh. Southern Dunes is located on the natural sand dune paralleling the Indian River Lagoon in Indian River County. Situated on more than 180 acres of land, the course provides 7,300 yards of golf from championship tees. It encompasses pine forests, water and sand dune topography. A special area of the course offers links-style golf. To accommodate golfers who enjoy walking, a caddie program will be in place. Construction is scheduled to begin in April. Course opening is set for January 2000.

Lowry 'builds' true island green



The island hole at Timber Lakes Golf Course presents a tough challenge to finish up the front nine

By MARK LESLIE

M T. OLIVE, Ill. — A real island green will face golfers when the new front nine of Timber Lakes Golf Course opens in May here, halfway between St. Louis and Springfield.

"Yes, the island green is unique," said Bill Lowry, owner of Professional Landscaping, Inc., who built the course and co-designed it with owner Mike Favre, "but it also has three peninsula greens, and I don't think you'll find that on any course, anywhere."

To play the peninsula greens, golfers will have to wait until fall, when the back nine opens. But the island green stands ready to test them as they come to the clubhouse to finish the front nine.

The 15,000-square-foot island was not always an island, Lowry said. It was a horseshoe-shaped peninsula with a 6- to 8-foot-wide "moat" until Lowry widened

the moat to 50 to 90 yards.

Lowry said the 6-acre lake was drained and then dug out in order to widen the moat. Water was 5 to 6 feet deep and now it is 30, he said.

Now the piece of land sits as an island, complete with trees and an 8,000-square-foot, three-level green for the 275- to 310-yard par-4 9th hole.

The approach shot from the landing area requires a 90-yard carry over the water. A 50-foot bridge takes golfers to and from the green, which can be seen from the clubhouse.

The back nine, Lowry said, is even more challenging than the front.

"The front nine is a 6 on a scale of 10 for difficulty. The back nine will be closer to an 8 or 9," he said. "The front nine is links style, while the back nine is carved out of the woods, uses natural terrain and of

Continued on page 42



Golfers putt out on the 2nd hole on the Northwest Angle.

Northwest Angle: Golf like nowhere else

By TIMOTHY LYON

T he club scuffs the ground hard before impact and the ball bounces 20 yards down the recently mowed fairway. A soft curse registers more amazement than anger. George Risser readily acknowledges that his golf game could be better. In all honesty, if he handled his chainsaw and hunting rifle with the same proficiency that he wields a 5-iron, we'd probably be interviewing a one-armed man facing several involuntary manslaughter charges. Yet George Risser is "Mr. Golf" on the Northwest Angle, where his inability to putt or drive is overshadowed by the fact that he has established a legitimate nine-hole course in the middle of the most stubborn wilderness Minnesota has to offer.

Hacked from the popple groves and cedar swamps that choke the Angle, the course has the distinction of being the most northerly in the contiguous 48 states.

The tranquil air and groomed links belie the true character of what lays ahead. The fairways are narrow and lined with forest so dense that only those with a real affection for their Titleists make any effort to retrieve wayward slices. Tricky lake breezes push even fine shots into unplayable lies. And once you've survived the approach, the sand greens are another test. The course is an accurate reflection of the daily lives of the 60 or so Northwest Angle Country Club members.

"A dollar doesn't come easy up here," mused Risser as he confidently addressed another shot, "why should a par?"

Risser, a lifelong Angle resident who ran Pine Creek Pub Bar and Restaurant for 16 years and is in his 23rd year as postmaster, said the course was something he had always expected to do. The time, effort and money all lead back to George Risser. Locals helped with sweat

Continued on page 44

IN THE WAKE OF SPLIT

Jones pickier; KLC eye diversity

By MARK LESLIE

PALO ALTO, Calif. — In the wake of his lead architects' departure, Robert Trent Jones Jr. said his golf course design firm will continue to work around the world, but on fewer projects.

Jones' statement came on the heels of an announcement that Don Knott, Gary Linn and Bruce Charlton have left the firm to form their own company, Knott, Linn, Charlton Design. The three had all worked for 18 years or longer with Jones in designing many of his 200 projects from Canada to China and from Fiji to Russia. A fourth member of the new partnership, Steve Schroeder, was RTJ II's vice president of operations.

"From my perspective, it gives me the chance to do more hands-on work on quality middle- to upper-end projects," Jones said. "We have had kind of a machine, grinding out a lot of golf courses because we had good people. I'd rather do six or eight projects a year that are very hands-on."

The change — for Jones as well as Knott, Linn and Charlton — is "a

Continued on page 44

COMMENTARY

Golf's future bright

By DR. MICHAEL HURDZAN

I disagree, often, with people in the golf business who fail to see the big picture — or if they see it, refused to believe or to present a balanced view. Call it "the cup is half empty, half full" syndrome if you will. The fact is the damn cup is neither half empty or half full, rather it is both. Stick with me while I rebut an article from the sports section of the USA TODAY that appeared on Tuesday, January 19, 1999 titled "Glut of Layouts Forces Creative Marketing."

The essence of the story was a gloom and doom report about how the supply of golf courses has exceeded demand, and how operators have had to resort to marketing gimmicks to pull in customers. These are the views of the "half-empty" crowd.

But in a side bar chart it showed the rounds of golf for 1997 (the last year reported) had reached a record high of 544 million rounds, 14% higher than the previous year, and 18% higher than any year in the last century. This is how "half-full" folks see golf.

I unabashedly, am one of the world's great optimists (read half full), that believes that golf can grow at a reasonably high, sustainable rate if — if, we remember three

Continued on page 40

Practice ranges: Varied, challenging future

By BOB SPIWAK

Eyeing the possibilities of millions of Americans who say they want to play more golf, National Golf Foundation President and CEO Joe Beditz feels that "enhancing the golf experience on the golf course or at the range is most important, because [these] are where first impressions about the game are formed."

Forty million Americans want to play more golf or take up the game, Beditz said, adding: "If

"How can a mom-and-pop operation like ours compete with the big boys on the other side of town?"

He well may have been speaking of the biggest of those boys, the dynamic Dominic Chang, chairman of Family Golf Centers, Inc. FGCI has followed the merger-and-acquisition path to

become the largest multisite operator of stand-alone facilities in the industry, according to di Costanzo.

Having acquired many smaller companies and merged with heavyweight Metro Golf, FGCI went on to absorb Eaglequest Golf Centers, a Canadian-based

Continued on next page



Training up youths is a key to success for practice facilities of all stripes.

2ND OF 2 PARTS

over the next 10 to 12 years we're able to tap into just 20 percent of the latent demand ... we could see the total number of golfers increase from 26 to 32 million."

Research by the Golf Range Association of America (GRAA) shows that stand-alone range development has had a continuing slowdown since 1993, a year after the tabulation began. While since that year the number of ranges has almost doubled — from 1,406 to 2,241 — the annual rate of growth has slowed from 12.9 percent in 1992-93 to 3.4 percent in 1997-98.

Does this bode ill for Beditz' scenario?

Not so, according to Steven di Costanzo, founder and president of GRAA. "Barriers have risen," he said. "And it is getting tougher to start up a new facility. Land costs, location (or lack thereof) and other factors have made startup [of new facilities] more difficult.

"On the other hand, competition has put more and better ranges out there. Ranges already in place have renovated, updated and done a better job of catering to the customers."

Di Costanzo sees this upgrading and rehabilitating as offering more creature comforts and a wider variety of golf-related activities than merely a tee line from which balls are hit. Target greens, putting and chipping areas, heated and cooled tee stations, good food. The list goes on.

Many in the industry believe ranges will, in fact, become "Learning Centers." More and more are offering professional instruction from not one person but an entire staff of teaching pros.

Short courses, from three to nine holes are becoming more common, shoulder to shoulder with the traditional tee line. If this comprehensive approach takes hold, it will be the first step on the road to golfdom for many of Beditz' millions of new golfers.

Asked one range operator, wishing to remain anonymous,



We never said you wouldn't see unattractive spots on your course. They just won't be dollar spots.



Even simple facilities, throwbacks to long-ago days, should attract practicing golfers.

Ranges of future

Continued from previous page

outfit with 18 facilities. Then it spent a reported \$31 million for the 14 facilities of financially troubled Golden Bear Golf.

Currently, FGCI owns or operates 116 golf centers.

Does this mean that small facilities will become extinct? Probably not. While metropolitan areas are the domain for

mega centers and deep-pocketed owners, there is still pent-up demand for practice and learning facilities in less-settled areas, those whose demographics preclude any major investment.

A case in point is Okanogan County in Washington. It is the largest county in the state, with a land mass greater than Connecticut and Rhode Island, and has only five golf courses, only one with 18 holes.

There is but one range and this is usually on "The Honor System."

Places such as this exist throughout the nation, and make do with what they have because golfers want to have someplace to practice. While facilities may be in short supply, the number of golfers continues to grow, be it in Orlando or Okanogan.

"The mission of golf ranges over the next decade is to help the growth of the game of golf," said di Costanzo. "They are there to groom the next generation of golfers. [What will be required] is an affordable full-service experience to all strata of golfers. I see more [ranges] giving instruction, more club fitting and retailing. I see more social events like leagues being formed with game concepts and competitive events."

He sees FGCI as the dominant golf center corporation now, but added: "...the door is open for others, the precedent has been set. Corporate players we don't even know of at this time may be there in a couple of years and will be opening new doors."

While the number of newly opened facilities is shrinking, they are still appearing annually. With these and as current sites are being upgraded and expanded, exciting changes are here now and more are coming.

Golf domes are doing well in Northern states, with the siren call: Bring your sticks and leave winter outside the door.

More domes will be coming in the next decade. Ball delivery systems will become more automated and efficient, ultimately being untouched by human hands until disposal time. Advances in heating and cooling will provide climatic comfort on outdoor ranges.

More tee lines will feature grass rather than mats, and even the latter will improve in quality and reality.

Where land is scarce, more multitiered ranges will appear. Advances in net technology will make "Vest-pocket" facilities available in small land areas or on rooftops.

While the days of the mowed hay field range are far from over, center stage is being taken by the new marvels of the 21st century.

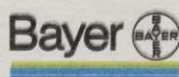
Once stigmatized, ranges have become respectable places to hit balls, get instruction not only on the mechanics, but the history, traditions and etiquette of the game.

Call them ranges, centers or learning facilities, they are the training grounds for tomorrow's Tour stars and club champions. More important, they are the entree for millions of everyday golfers.



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Car dealer trades dealership for golf

ATLANTA — Chuck Clancy has traded in his tax, tags and title for cart path only, please. That's what happens when one of Metro Atlanta's top car dealers sells his dealership after years of success and jumps into a new endeavor as a golf course developer. Construction is wrapping up at Clancy's first golf

course project, Creekside Golf & Country Club. Clancy's group, CC Golf, will also manage the daily-fee facility. A true shotmaker's layout, Creekside was designed by Richard Mandell and Robert Rauch of Whole In One Design Group. Located off Nebo Road in Paulding County, the course

uses four sets of tees, ranging from 5,400 to 6,750 yards long. The course has minimal forced carries, intent of providing friendly golfing opportunities for high-handicappers.

Shotmaking is a premium, yet Whole In One Design Group used hazards only to challenge, and not to punish poor shots.

"We routed the golf course and did minimal earthwork to accentuate small rolls and swales that characterize many of the fairways," said Mandell. "For example, on some holes playing safe may mean not having the best lie. The golfer must place a shot in specific areas to realize the full advantage of the chosen route."

Most golfers will have an easy time making par with ample landing areas, only 48 sand bunkers,

and very accessible putting greens for all talent levels.

The golf course finishes up with a downhill par-5 to an island green. The hole plays 500 yards. "The yardage makes that hole one of those where the golfer will be too tempted not to go for the green in two. It is that perfect yardage of what I call gray area of choice—its not a black or white decision," said Mandell.

Mike Westmoreland Contracting of Acworth is the general contractor. Creekside Golf & Country Club is slated for a March opening.

GCBAAs adds Christman to new board

CHAPEL HILL, N.C. — Members of the Golf Course Builders Association of America (GCBAAs) have included a new director in their recently elected 1999-2000 board of directors. Steve Christman of Eagle Golf & Landscape Products, located in Brea, Calif., slid past several other candidates to gain that slot, and began his first term at the GCBAAs annual meeting in February. Newly elected directors serve a two-year term.

Directors re-elected to one-year terms were Larry Brown of Atlantic Golf Construction, Glenn Caverly of Golf Course Construction Inc., Doyle Jacklin of Jacklin Seed Co., Rick Lohman of The Toro Co., O'Brien McGarey of Dye Designs International, Rod McWhirter of Rain Bird, Joe Niebur of Niebur Golf, Gary Paumen of Ranger Construction Industries, Dale Siemens of Daylen, Inc., David Truttmann of Legacy by Hunter, and Gary Wieseler of Prince Contracting.

Board members continuing in the second year of a two-year term are Bill Kubly of Landscape Unlimited (GCBAAs president), Frank Hutchinson of Golf Works (GCBAAs vice president), Rick Elyea of Tee-2 Green (GCBAAs secretary), Christine Faulks of Greensmix (GCBAAs treasurer), Tom Sasser of Golf Development Consultants, Fidel Garcia of Ryangolf (a division of Ryan Inc. Eastern), David Ryan of Ryan Inc. Central, and Tom Shapland of Wadsworth Golf Construction.

DIABLO CREEK UPGRADED

CITY OF CONCORD, Calif. — Golf course builder Golf Dimensions has completed the renovation of the Diablo Creek Golf Course, a public daily-fee 18-hole course owned and operated by the city of Concord. The 35-year-old course was constructed in 1963 on land donated to the city by the U.S. Navy, adjacent to their Naval Weapons Station. The course was upgraded to an 18-hole golf course in 1964.

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CIRCLE #137

Architects bring major 'players' to conference

CHARLESTON, S.C. — The 53rd Annual Meeting of the American Society of Golf Course Architects will be held here March 20-25.

ASGCA President Bob Lohmann said the society has planned several informative professional development sessions for the annual meeting. F. Morgan "Buzz" Taylor Jr., president of the United States Golf Association, will lead a discussion entitled "A Look Ahead" — a sneak peak at future programs and events in the golf industry. Other scheduled speakers include: Jim Awtrey, executive di-

rector and chief executive officer of the PGA; Joe O'Brien, chief operating officer of the Golf Course Superintendents Association of America; William Kubly, president of the Golf Course Builders Association of America; Joseph Beditz, president and chief executive officer of the National Golf Foundation; and Mike Tinkey, deputy execu-

tive director of the National Golf Course Owners Association.

In the first of two scheduled professional development seminars, Pat O'Brien, director of the Greens Section for the USGA's Southeast Region, Ronny R. Duncan, a professor from the University of Georgia and Dr. Joseph Duich, a professor from Penn State University, will dis-

cuss new grass varieties that will help architects design courses that are easier and less costly to maintain.

Tod Leiweke, executive director of The First Tee Program, will update ASGCA members on his organization's growth. The First Tee, with the cooperation of members from the USGA, PGA, LPGA and Augusta National Golf Club, is working to make the game of golf more ac-

cessible to people of all diversities and social status.

The society will also honor Arnold Palmer with the 1999 Donald Ross Award at a special banquet to be held at the Country Club of Charleston on March 22. The Ross Award is given annually to an individual who has made significant contributions to the game of golf and the profession of golf course architecture.

Crenshaw Golf Properties buys first golf club

EAST HAMPTON, N.Y. — Crenshaw Golf Properties, a partnership between Credit Suisse First Boston and Ben Crenshaw, announced the acquisition of a controlling interest in East Hampton Golf Club here.

The original landowners, the Bistrian family, are partners in the venture with Crenshaw Golf Properties. The club, which is currently under development, is an exclusive private golf club which will offer a limited number of memberships, available by invitation only.

The course is located at the corner of Abrahams Path and Accabonic Road, land which has been part of the Bistrian family for more than 50 years. Crenshaw Golf Properties plans to open the course on labor Day weekend.

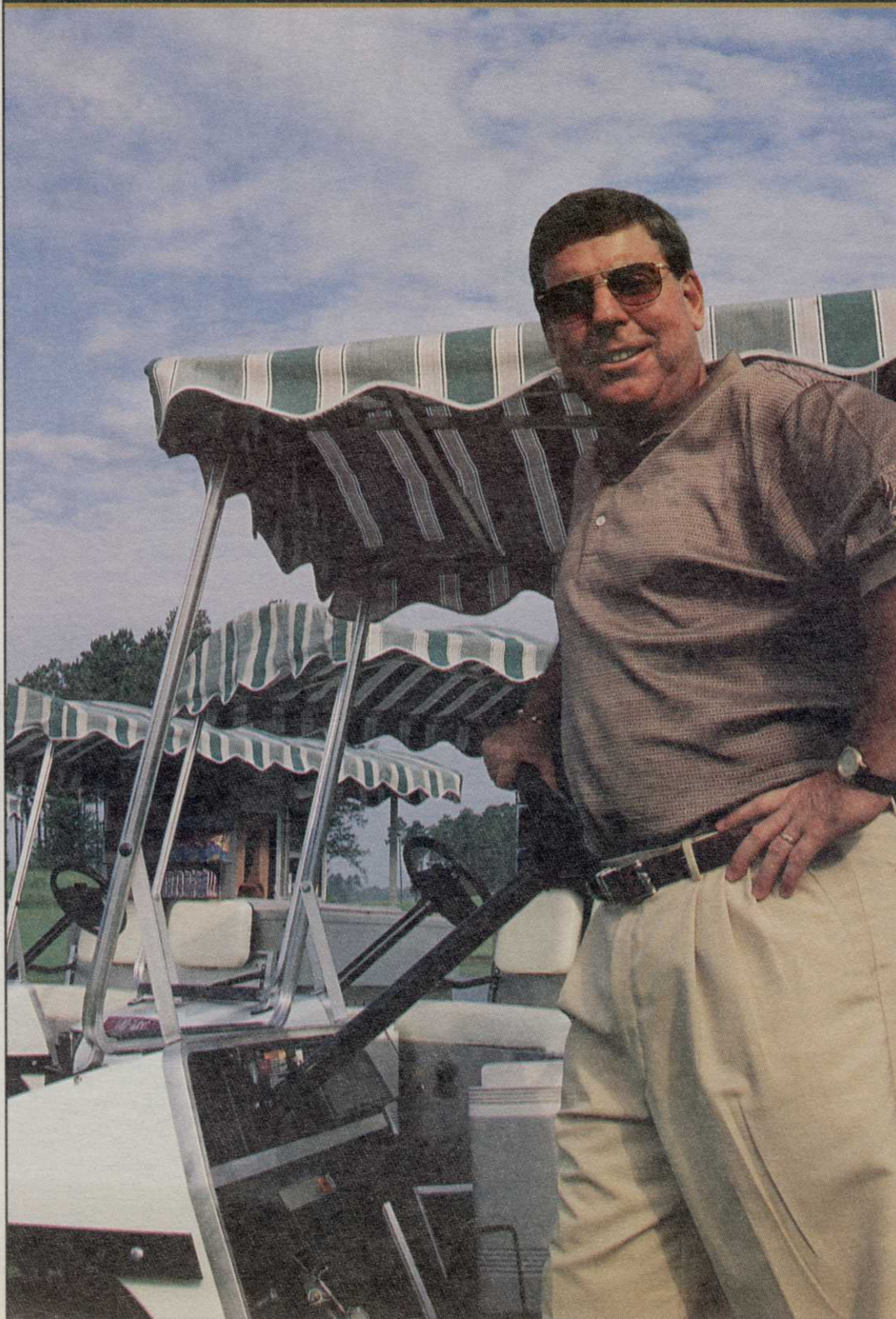
Ben Crenshaw will open the course just a few weeks before he begins his duties as captain of the United States Ryder Cup Team in the biennial, international Ryder Cup matches.

Pete Bistrian first had the vision to develop a golf course in 1978 and the entire Bistrian family has been actively involved in developing the golf club in the last several years. The design team of Bill Coore and Crenshaw was engaged in early 1998 to complete the design and construction.

Crenshaw Golf Properties is actively pursuing golf course acquisitions and management opportunities throughout the United States. C.J. McDaniel, CEO of Crenshaw Golf Operations, said, "We are very excited and pleased with the completion of this acquisition, particularly since East Hampton Golf Club is our first. The coming year is going to be very exciting for us, and the golf industry as a whole. We anticipate completing the acquisition of several other golf courses of similar quality in the near future."

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restock. Right now we're running five 19th Hole Refreshment Centers on four courses every day. They literally run

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CIRCLE #125

COMMENTARY

Hurdzan: Golf's future bright

Continued from page 35

words — **affordable, accessible, sustainable.**

Affordable means providing golf facilities at a price that appeals to people at average income levels and below. Golf should be competitive in price to movie theaters, professional sports activities, or other amusement areas. Leisure activities are competing for discretionary time and money, so golf should not price itself out of the competition.

Accessible means providing a friendly, entry level introduction to the game in terms of learning the fundamentals of golf, and on facilities geared to their skill level. Bowling uses inflatable gutter guards, skiing has bunny slopes, and there is a nerf or whiffle type ball for nearly every sport, all of which helps beginners succeed as they learn.

Sustainable means building golf facilities that need only small amounts of water, fertilizers pesticides, fossil fuel, and human energy to run. Together, minimizing these inputs can not only make golf courses better neighbors to the environment; it can also keep the total of the cost of a round of golf to a very low level.

In the *USA Today* story, the picture that ran as part of the story was of Shadow Creek in Las Vegas, where 40 or 50 million dollars was spent to build it. It costs \$1,000 per round to play it and to sustain that golf course in that environment is a near miracle. If there is a problem with golf in America, it is that we are building too many Shadow Creeks.

For golf to continue to prosper and grow we as an industry must build a market, not simply service a market. In the 1950s and 1960s the Big-3 American auto manufacturers were of a mind that their only competition was each other, and that all they had to do was to out gimmick each other, and America would buy their cars. They were a servicing market.

No one cared about the weird little foreign cars that came out post war Europe and Japan. We called them bugs, upside roller skates, clown cars and several other unflattering things, and the Big 3 totally discounted these car companies with names like Volkswagen, Honda, Toyota, Datsun, and Subaru. But these little guys were building a market by providing low cost, fuel efficient, compact transportation when Detroit thought people only wanted power, luxury, and space. The import cars built a loyal market by providing well built, quality products that nearly

took down the automotive giants, and now the foreign companies dominate the luxury car market as well.

My point is that people who see golf as the trouble are those people who are servicing the market with expensive green fees, outrageously priced clubs and equipment, and cater to well-

heeled travelers. They have good reason to worry, for if the golf industry doesn't build affordable, accessible and sustainable golf courses, these companies will take their place with Studebaker, Packard and Edsel.

One can rhetorically debate which came first the chicken or the egg, but there should be no debate about which came first when discussing golfers and golf courses. Without a doubt golf

courses beget golfers. Build an affordable, accessible, sustainable golf course, even when market studies say no, and years later you'll find the best of parades.

But editorial golf writers, who now think their jobs are in jeopardy, are happy to write about what a slump golf is in.

Enter the National Golf Foundation that does representative sampling and then tries to project

trends. A sample error can be magnified in projection that in turn can result in erroneous conclusions (that is why the US Supreme Court has ruled against sampling to estimate our nation's population).

For instance, how in the world can the NGF factor in the influence of El Nino, starter programs like First Tee and golf programs for school kids, and the effect of

Continued on next page

**PREVENT
GRUBS.
STOP THEM IN
THEIR TRACKS.
OR MAKE SURE
IT'S NOT EVEN
AN ISSUE.**

Silva re-instills Raynor at Lookout Mnt.

LOOKOUT MOUNTAIN, Ga. — Back in 1991, when Tibby Gass was sorting through the attic of a recently deceased relative, she stumbled upon a set of golf course design plans — not just any plans, but a color rendering of Seth Raynor's original architectural blueprint for Lookout Mountain Golf Club.

Believing her discovery to be nothing more than a curious-but-small window on the past, Mrs. Gass framed the print and gave it to her husband, then-Lookout Mountain Green Chairman John "Sweetie" Gass, who in turn presented Raynor's schematic to the club.

For a time, this picture hung on a dark, mahogany wall in the men's grille at Lookout Mountain, waiting to be rediscovered yet again.

When Lookout member Doug Stein obliged, his discovery touched off a series of events which culminated last fall, when course architect

Brian Silva used Raynor's plans to complete a unique bunker and green restoration.

"We've still some work left to do. Brian still plans to restore two or three more greens in the Raynor style," said Stein. "But we've come a long, long way. Finding those plans was like something out of Treasure Island."

Originally called Fairyland Golf & Country Club, Lookout Mountain was not built on

Raynor's watch; the architect passed away before ground was ever broken, leaving his long-time lieutenant, Charles Banks, to supervise construction. The course opened for play in 1925 — without some 75 sand bunkers Raynor had envisioned.

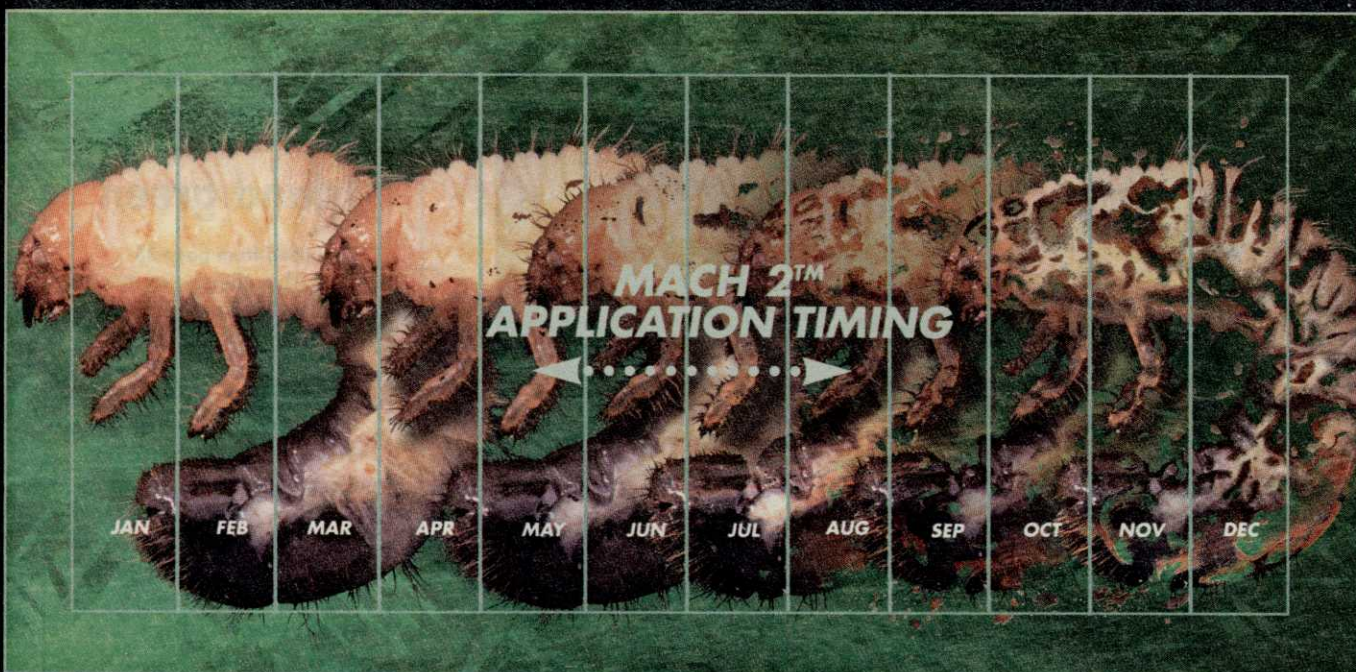
Recognizing these bunkers had been omitted, Stein and fellow member King Oehmig set about recreating what Raynor had in mind.

"Raynor's bunkers were largely flat-floored," said Silva, a partner with Uxbridge, Mass.-based Cornish, Silva and Mungeam, Inc. "They were designed to be deep and penal."

However, for Lookout Mountain members and those who know the course, Raynor's "new" fairway bunkers provide the biggest visual impact. "We added 55 fairway bunkers that weren't there a year ago," Silva said. "Think about adding so many bunkers to the fairways alone. That's a lot of bunkers. Yet they account for why Lookout Mountain looks more like a Raynor course today."

There is still work to be done at Lookout Mountain. This year, Silva plans to rebuild the 11th green and restore the 4th. Though Silva lives in suburban Boston, the remaining work will necessitate no special trips as he, Stein and Oehmig will soon break ground on a brand new course design.

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Hurdzan comment

Continued from previous page

David Duval and Tiger Woods battle for number one like Sammy Sosa and Mark McGwire did. I don't believe it is possible and in fact NGF is not predicting an end to golf, but rather they issued a veiled plea to build affordable, accessible, sustainable golf facilities. But bankers and wall-street types don't take the time to figure out what is implied; they react to what is said. So when a headline reads "Glut of Layouts..." they read that as golf courses are going to be harder to get, and golf may in fact experience a downturn.

This is a self-fulfilling prophecy and not necessarily a conclusion based on fact and logic. The net result is insidious and a threat to the potential growth that golf can, and should, enjoy.

The cup is neither half empty nor half full. It is what you want it to be, and if you are a writer looking for a story, saying golf is alive, doing well, and grow faster than the population is not sexy enough to get an editor's attention. As a golf course architect who has observed our industry for more than 40 years, it is my opinion that golf has never been stronger. The sky is not falling.

S COTTSDALE, Ariz. — Former Crown Golf Senior Vice President Robert M. Steele is heading a new golf course construction firm, SEMA Golf LLC. Based here, SEMA performs the specialized phases in the golf course construction process — from earthmoving and contour shaping to drainage, irrigation, and feature construction through finish grading and grassing.

Crown's Steele forms course building firm

Steele has more than 28 years of experience, and is credited for building more than 120 golf courses. Steele will oversee all construction and business relations.

SEMA Golf will focus primarily on work in the Western United States, but has and will entertain projects nationwide and beyond.

Joining Steele in this new endeavor are Vice President of Construction Operations Bob Trueblood, who was employed with Steele for most of the past 13 years; Project Manager Mike Angus, who has worked with Steele on projects for most of this decade; and several of the project superintendents, irriga-

tion supervisors, shapers and operators track their relationship with Steele back to the Crown and Clute days.

"I'm fortunate in keeping this talented nucleus of individuals," said Steele. "And this business is all about relationships. Relationships with quality employees, relationships with designers and

owners. I will continue to demand the highest level of quality in our work and our business relations. No matter how many world-beater deals you have on your resume, the only project your owner and designer are concerned with is the current one."

SEMA Golf may draw upon resources of sister company SEMA Construction, Inc. of Englewood, Colo. A heavy/highway and earthwork contractor, SEMA Construction provides services from clearing and earthwork through paving and lighting. SEMA Construction has garnered a reputation as a leader in the region, committed to integrity and excellence.

SEMA Golf LLC can be contacted at 602-951-4086. It is located at 7580 Gray Rd., Suite 102, Scottsdale, Ariz. 85260. It has bonding capacity of \$100 million.



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Island green

Continued from page 35

fers the three peninsula holes. It's an altogether different type of golf course."

Nine ponds, from 5 to 14 acres in size, dot the 215-acre property that previously served as a campground. And Lowry said, "Nine times you cross water. Ten times you're affected by it."

The property was a campground, which featured a replica of the Golden Gate Bridge with span wiring that took campers across the moat to a "putt-putt golf course," Lowry said. But Favre had envisioned the site as a golf course as long as 10 years ago.

"He was 100 percent correct," Lowry said. "In fact, he's got more golf course than he ever thought he would have."

Timber Lakes is the first 18 holes the Penn State graduate and former superintendent has designed, and, he said, "The Lord blessed me with the opportunity to have such a nice layout. It's exciting because it has a lot of character in different areas."

A variety of tees were built for playability for various levels of golfers.

...

After the 52-year-old Lowry left the superintendent profession, he operated his landscaping for 25 years and just recently decided to concentrate on building golf courses.

"I always played in the dirt," he said, "and there's nothing better than doing what you love."

First Audubon course fulfills dreams

Continued from page 1

Environment Land Trust was formed to develop courses that would also serve as environmental research and demonstration centers. In September 1997, with a reported \$300 million to \$500 million in pledges from its principles, The Golf Co. was formed to partner with AI and identify and build AI Golf Courses across the country.

But that first project, Dodson said, had to be "a home run," and, for one reason or another, none lived up to that billing.

That is, until Dr. David Meyer came along. Meyer and Dodson had been in discussions for a year about a 900-acre property Meyer owns east of Memphis. Meyer had signed Spring Creek Ranch on to the Audubon Signature Program, meaning AI's involvement would begin in construction.

Then, in another surprise, Dr. Meyer and his son Robb, who is project manager for Spring Creek Ranch, decided in February to build an Audubon Community on the 500 acres not consumed by the golf course.

Dodson had not envisioned the Spring Creek Ranch property — and a family like Meyer's — as the answer to his dreams.

Last summer, Dodson decided that he could accomplish his goals without actually acquiring, building and managing golf courses. He only needed "a venue on which Audubon International can't be tossed off; where we can develop environmentally friendly research, with control of that research, in different eco-regions. Why, then, own it?"

Meyer's plan made any decision easy for Dodson. He was to give AI a "conservation easement" on the entire 400-acre course.

"I want you to have control," Meyer told Dodson.

A conservation easement is "a deeded, fee-simple ownership," Dodson explained. "We own any future development rights on that 400 acres. And they are telling me that if they do other things on the rest of the 900 acres, they will give us an easement on that, too."

The easement, he added, "seriously gives us a hammer. If anybody wants to do anything on this course, they must get our permission. It outlives Dr. Meyer and me."

AI is still looking at lands that individuals and agencies have offered under the original process, including a couple of "dream properties," Dodson said. "But it has taken so long because there is no recipe guide to do this; we are writing it as we go."

Does Spring Creek Ranch meet the "home run" criteria?

"The property will be a home run. There's no doubt about that," Dodson said. "What we originally envisioned was being involved in the selection of the land and doing an ecological design for the property, and so forth and so on. In this case, we weren't involved in that. They already owned the land, had retained a golf course architect and had a preliminary routing before they joined the Audubon Signature Program. But they are in the program and we have been working for them a couple of years."

"What I really want to do is document the process of selecting the right kind of land on which to build a golf course. We did not participate in that part of

this project. Other than that, yes, this is a home run."

Indeed, according Robb Meyer: "This land is rare. When people think of Memphis they think delta flat. But this property has a lot of rolling hills and elevation changes, and the mature trees — sycamore and willows — are amazing."

"We just wanted to break new ground, to do something totally different than anyone's ever done," said Robb. "We're not golfers. We didn't start playing golf until we knew we were going to be working on this project. We're more into the environment, nature, working with wildlife and habitat, things like that..."

"Yes, there will be beautiful golf, tournament golf. But what Dad and I look at are the aesthetic values off the course. We want to combine those two elements. We want to look at the wildflowers, at the wetlands, things of nature. And we thought, Why not bring in the best environmental group — Audubon International?"

"I've been outdoors all my life, going back to when my Dad would take me to Percy Warner Park when it was developed as a sanctuary outside Nashville," said Dr. Meyer. "Beginning in the 1940s, we went there every Sunday and observed all the birds and wildlife and animals. It was like going into a different world. Since then I have been active in the outdoors."

Turning the Spring Creek land, which he had bought years ago, into a sanctuary instead of a development, was a natural decision for Dr. Meyer. "I thought it had unusual character — Johnson Creek that courses through it, a tremendous amount of natural wildlife, tremendous flora and different insect, bird and migratory bird populations, and even small mammal population."

In keeping with Dodson's idea of extensive and continuing research on the property, Dr. Meyer said: "We have offered to help with the funding. We want to work cooperatively to build not just a sanctuary but a research center for ecology."

"We hope to have a real research center, not only for wetlands but native grasses," he added. "We hope to identify and understand the nature of trees and their survival in these projects. Instead of reducing the trees through commercialization, we hope to keep the wetlands and streams, and certainly all of the waterfowl, wildlife birds and small mammals that we can. This was an opportunity for us to do both."

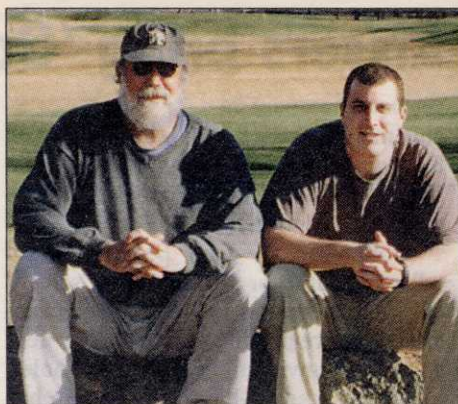
As for the 500-acre Audubon Community, the Meyers have already picked a tentative name: The Reserve at Spring Creek Ranch.

Dr. Meyer envisions a small community developed in this natural setting, complete with a learning center and amphitheater where schoolchildren and others can visit and learn about nature and "see that habitat can be developed as part of a city."

"It's been quite a bit of excitement," he said. "We are very energized by it and are privileged to be a part of it."

...

Spring Creek Ranch and other AI Golf Courses, Dodson said, will be "research facilities" that happen to be courses, and "they will be built in locations where we can test environmental issues in long-



Inset, Dr. David, left, and Robb Meyer. Above, looking up to the green of the 7th hole at Spring Creek Ranch.

term research."

He is calling the facilities "Audubon International Ecological Research and Monitoring Sanctuaries."

Dodson and Drs. Bud Abbott and Larry Woolbright started research management process at the property here at the end of February. A wildlife inventory has already been done by Heinke Associates of Memphis.

Years from now, the scientists hope to reveal long-term research documenting how golf courses do or do not affect wildlife and the environment.

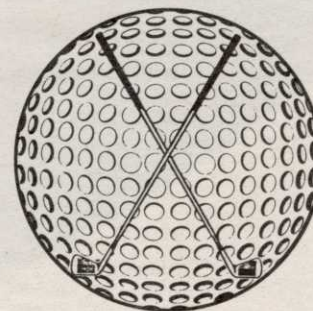
More immediately, Dr. Woolbright, dean of science and a terrestrial ecologist at

Sienna College, is in the midst of a year-long sabbatical in which he intends to:

- establish a nationwide protocol to do either rapid biological assessments of the value of land, or the biological diversity of a golf course, for example; and
- form the scientific process for selecting appropriate land on which to build AI golf courses.

Woolbright is taking a nationwide survey of government agencies, not-for-profit environmental organizations, golf entities and others to "give people a chance to tell us what the environmental issues are in various parts of the country," Dodson said.

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Rissers bring 'Game of Kings' to Northwest Angle

Continued from page 35

and machinery when it was necessary, but it was essentially the efforts of a single man that brought the "Game of Kings" to the Northwest Angle.

"Dave Colson, Gary Dietzler and I talked about it for years," Risser said. "I cut the first tree in 1984 and three years later we were playing golf." Risser's next shot arcs convincingly toward the hole.

Initially a seven-holer, the course has evolved into a solid nine. A high-water

year on Lake of the Woods might dampen play on numbers 4 and 5, but anyone who has ever brandished a 3-wood can deal with such "casual water."

There is a clubhouse, complete with sales and rental equipment. A golf cart rental and mini-storage facility has sprung up across the road in response to the course's success. George's wife Judy, the only other employee, is responsible for the books and helps organize special events. An umbrellaed outdoor patio is a

comfortable gathering place.

"We don't have a club pro in the traditional sense," winked Risser, "but Gary Dietzler is more than happy to come out and tell you what to do with your life during backswings." George line-drives a delicate chip into the brush behind the green.

Northwest Angle Country Club currently hosts four annual tournaments that draw an eye-opening number of participants.

- The Shyster Open, in late August, which pulls in golfers from as far away as Thief River Falls and Grand Forks, had to adopt an invitation-policy policy several years ago when the eight-player per tee box shotgun start format was maxed out.

- The Rivard's Tourney in July is a large friends- and family-type gathering.

- The Red Sock Open in September is a season-ending event where players must wear red socks and bring a dish for the pot luck supper afterward.

- And in an effort to remain "politically correct," Risser sponsors the early-spring Dave Colson/Cormorant Open, pitting Canadian and U.S. game wardens against local resorter types.

"The game wardens always cheat by bringing in some ringer and dressing him up like he's a warden," growled Dietzler. "They haven't quite figured it out that we're going to lose intentionally, anyway. Wardens are a vindictive bunch, you see, and we don't want any hard feelings when we get back on the water."

Daily green fees for the occasional tourist or cabin owner are \$7. Annual dues are a mere \$60 per person. Carts, the standard method of travel throughout the Angle, go for \$20 per day, allowing for between-games touring at a more leisure pace. Women's night is every Tuesday. The men play on Thursdays. Participants throw \$10 in a hat at the beginning of the season, entitling them to soda, beer and chips until they run out a month or two later, at which time they are asked to ante up again. Four-person teams are picked at random each week, with winners of the Best Ball round receiving a package of three golf balls.

This is not golf at its snobby best.

"It's basically a 'break-even' proposition," said Risser as he struggled a 16-foot putt to within 8 feet of the pin. "I just like seeing people get out and enjoy themselves. Pretty much everything I take in goes back into mowers or flagsticks."

Wildlife is a common sight on the Angle course. Bear wander through on their spring and fall migrations, while eagles and ospreys cast frequent shadows across the greens and tee boxes. Deer are everywhere. Lured out of the unfarmed forest by lush fairway grasses, they have become almost tame, often refusing to budge for even the most hostile of tee shots.

"This pair of fawns just wouldn't move," moaned Paul Colson, another lifelong Angleite who runs Jake's Resort, just down the road. "I yelled and screamed and ran at them, but they just stood there. I finally teed off and clunked one right in the head. He made it okay, though, because I've seen them both out there this year still standing in the same general area. You'd think they would have learned."

Continued on next page

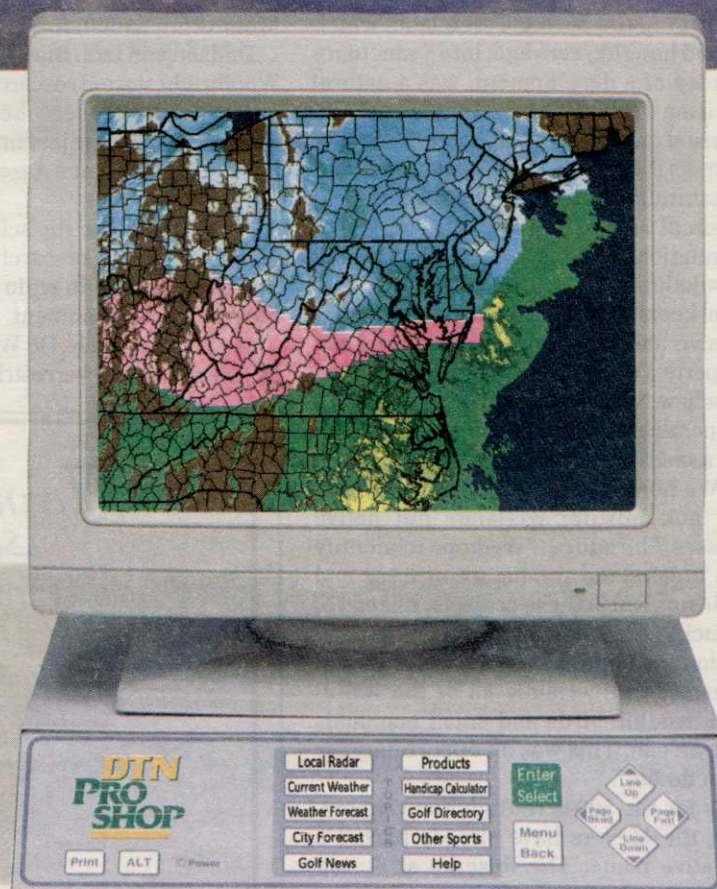
GOLF COURSE NEWS



George and Judy Risser outside their Northwest Angle clubhouse.



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CIRCLE #119

By MARK LESLIE

EASTLOTHIAN, Scotland — American golf course architect Tom Doak, once a caddie on the Old Course at St. Andrews and an understudy of Pete Dye, is returning to Scotland to design his first two courses here.

Sandwiched between Muirfield and North Berwick West Links, the Doak-designed Archerfield Golf Links and Fidra Golf Club will give players five miles of contiguous linksland golf along the coastline here. Town officials are reviewing

construction drawings, and developers hope to begin work by late March.

Doak promises four holes of the Fidra layout will flow along the beach overlooking Fidra lighthouse, while the Archerfield course will be a man-made links track featuring sod-wall bunkers and a prominent berm.

Doak design associate Bruce Hepner said there is no evidence of it now, but

a course dating back to the 1700s once sat on the Archerfield acreage. Before that, it was practice field for archers. Thus its name.

Kevin Doyle from Edinburgh, who owns and builds scores of pubs and restaurants throughout Europe and owns a construction company, is the controlling partner in the venture. Managing partner John Ashworth, who owns the famous golf shirt

line, first bought the property and started the project on its way.

This will be the Doak team's first course design in the United Kingdom.

Asked if they felt pressure as Americans building a course in the "home of golf," Hepner said: "Excitement is what we feel. We are bringing as many of our people as we can."

"The land along the ocean is pretty dunesy and windswept, and the rest is a flat field," he said. "This will be a wonderful learning experience."

Northwest Angle

Continued from previous page

The Angle course is more than golf, however. Given the relatively short window of opportunity (an early spring and a late fall might allow for four months of swinging), and the fact that the season coincides with the money-making chances of the fishing world, time on the links is a treasured commodity.

A couples of hours a week re-establishes friendships with neighbors after an eight-month break. Fiery feuds are rekindled. Business deals and expansion possibilities get discussed. Canadian impositions are lamented. Hunting and fishing tales are exaggerated.

Golf becomes an acknowledgment of the need for a social bond in a community that prides itself on the strengths of individuality. A town meeting with a pitching wedge, if you will.

Risser's golf plans for the future are modest. Better mowers. Maybe a little wider fairway for No. 9. A few more bunkers. The right lottery ticket, or a fortuitous will-reading might bring bentgrass greens to the Angle. But for now, that's merely a pleasant thought, just like the course was in 1975.

"We like to think about it," smiled Judy Risser.

George Risser flinches as his errant drive clanges off the guinea fowl/peacock enclosure he placed between the first and second fairways. The birds inside erupt in a raucous warble not unlike some heckling gallery, making it clear to the world that this golfer has misfired.

Risser has taken a chunk of his character and stuck it in this course. Like his neighbors, who have leveled airstrips and dredged marinas in equally improbable locations, he both struggles against and revels in the near claustrophobic solitude of the Northwest Angle.

It might be nice to have things a little easier, but if they were, he admits, it wouldn't be nearly so satisfying. As he swiped through the grass around the bird pen in a fruitless search for his ball, it occurred to me that if easier does not mean better, George Risser must find a great deal of satisfaction in his golf.

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The Andersons

Jones split

Continued from page 35

metamorphosis," Jones said, adding, "We will ally on some projects when appropriate."

In calls to clients, Jones likened the change to a jazz band that has been together for a long time. "We have played together, and as artists we are looking to go off and do new things. But

every now and then, in the future, we might get together and have a jam session," Charlton paraphrased Jones as saying, adding, "That's a great analogy."

The possibility of future projects with Jones is true, said Linn. "We're serious about that. We will be open to discussion about joint ventures. I'm not certain the cord is ever going to be cut. I don't even like those words. The group certainly wants to do

Whereas the Jones organization was looking for 18-hole, "international standard" golf courses, we hope to take on other types of projects.'

— Don Knott

work with the new [Jones] group, and hope to work with Bobby on a project-by-project basis."

Jones does not intend to replace the trio in his office, but may rely more heavily on current staffers,

particularly architect Ty Butler, who has been with the firm for nine years and, Jones said, "will be very instrumental."

"The more important guy who will be active is me," Jones added.

"Fewer books, fewer speeches and more hands-on architecture. I'm going to dedicate my time to what I love to do and what, as a manager, I had gotten away from."

In the meantime, Knott, Linn and Charlton will work with Jones on projects that have been started around the world.

Linn predicted completing Jones projects would consume most of 1999 for the new partnership, which is headquartered at 1134 Crane St., Suite 214, Menlo Park, Calif.

Meanwhile, he said, Knott, Linn Charlton Design's intent "is to be a major player in the U.S. market, where we have collectively done a lot of work. But we will be open to whatever the market dictates. We don't know what we're going to get [for jobs]. We're going out fresh."

"We want to establish our own identity," Linn added.

Knott, who at 52 is the elder partner in the new venture, said: "Our goal is to do fewer projects. All of us want to get the kind of clients and the kind of projects where we enjoy the process. It's not just the end product that you produce that is important; it's getting there. Golf architecture, like any profession, is a lifestyle and you want to enjoy the process from beginning to end. So you want to establish friendships with clients and others involved, and make it enjoyable and come out with a product everyone is proud of."

Plus, he anticipated involvement in a wide range of projects.

"Whereas the Jones organization was looking for 18-hole, 'international standard' golf courses, we hope to take on other types of projects," Knott said. "I like offbeat, interesting projects... I'd love to do nine-hole courses — or an executive course because there are no preconceived ideas about it."

Schroeder referred to the split as "sort of the natural evolution of the business," and pointed to Nicklaus Design as a similar circumstance, where major designers left to pursue their own firms.

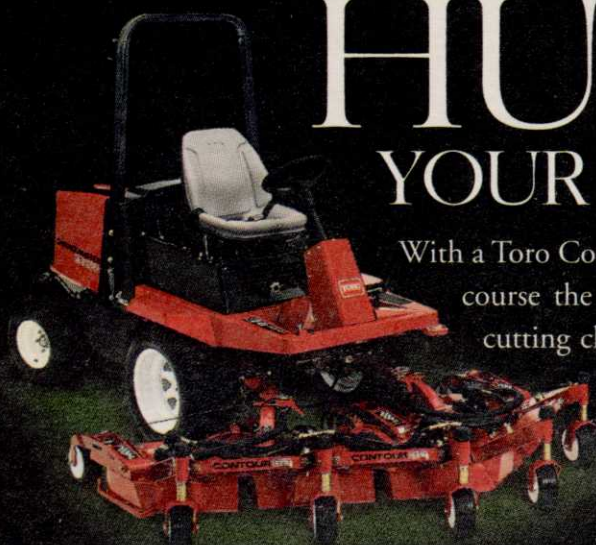
"Everybody here is very appreciative of the opportunity Bob has given us," Schroeder said. "We have enjoyed working for him. That's clear. But we think it's going to be fun to go into this new uncharted water and have the freedom to work on our own."

Jones referred to his own departure from his father's famous firm in 1972 and said the evolution to doing solo work took four years.

And, he added, "It could be an epiphany. It could be something wonderful, where I can spend time on wonderful projects that I want to do, we'll complete the work we are already involved with together this year, and by the new millennium I think you will get more than one announcement which will give you a clearer direction of my efforts."



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Brauer begins Whitestone

BENBROOK, Texas — The fastest-growing segment of the golf industry is public golf and to meet that demand in the Dallas/Fort Worth Metroplex, ground has been broken here for a new golf course, Whitestone Golf Club. The course is expected to open in the fall. It is owned by Cobblestone Golf Group, which is selling all its properties by the end of March.

Texas-based golf course architect Jeff Brauer designed Whitestone, with Jay Morrish serving as a design consultant.

Located 10 minutes southwest of Fort Worth, Whitestone Golf Club's rolling topography is enhanced by Dutch Branch Creek, which runs throughout the 200-

acre property. Towering cedar elms line the creek and thickets of native habitat are scattered throughout the golf course, which is abundant with deer, turkey and other wild fowl.

From the back tees, one of four sets of tees available, the par-72 course will play to 7,110 yards.

Houston to get Rees track

HOUSTON — The Redstone Group, owner and operator of The Houstonian Hotel, Club & Spa, announced details of its 18-hole golf project being designed by Rees Jones and currently under construction in Fort Bend County.

The Redstone Group golf project is the first complete design project in Texas for Jones.

The private Shadow Hawk Golf Club will be a classic course that makes full use of the natural wooded terrain to afford flexibility, variety and aesthetic appeal.

Jones, who has described his design philosophy as one of fairness, emphasized that the course will offer golfers clearly defined shot-making objectives, that can be just as challenging but much less frustrating than blind holes that trick golfers.

"A blend of sand, grass and water hazards will be judiciously located to suggest the appropriate line of attack," Jones said. "Alternate, safe routes of play will be provided for those not willing or capable of executing a more heroic style of play."

Membership in Shadow Hawk will be by invitation only and limited to 300.

MacCurrach: 18 holes, 120 days

FINDLAY, Ohio—MacCurrach Golf Construction completed Red Hawk Run golf course here in a mere 120 days.

"We began construction in the middle of June and completed the course in mid-October," said Allan MacCurrach, president of MacCurrach Golf. "Our on-site senior construction superintendent was Chris Lepanto, who has been a part of our team for 10 years."

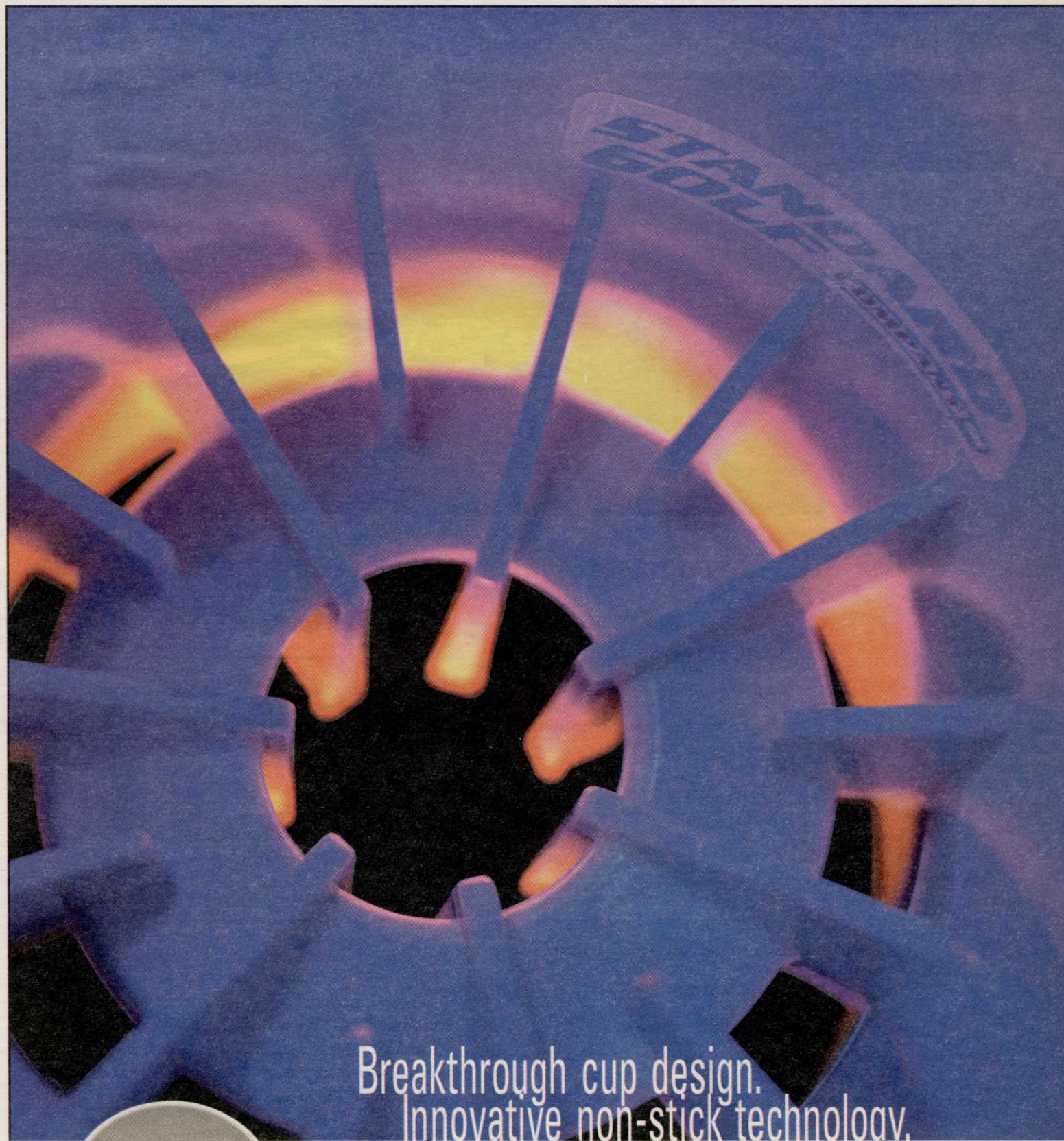
Approximately a quarter of a million cubic yards of earth were moved to create the daily-fee project that will open to the public this summer. "We have to credit Arthur Hills, the architect for the project, Bill Kirk and Denny Fitzgerald, the managing partners, and the city and county officials who wanted this facility built without delay," MacCurrach noted.

FIRST GOLF CHOSEN

UNION, Ore. — CEC Properties Inc. has announced that its wholly owned subsidiary, First Golf Corp., has been awarded a development and management contract by the city of Union, Ore., for construction management of an 18-hole links-style golf facility.

Leonard Almquist, Union city manager, said in a statement that First Golf, with Bill Phillips as the golf course architect, was chosen because of their experience developing high-end golf course facilities.

First Golf will provide program and construction management, design review, and grow-in through maturation. Construction is scheduled to begin in March, with the opening to be in 2000. CEC's other subsidiary, Classic Golf Management, will assume facility management upon completion of the project.



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CIRCLE #141

LITTLE ROCK, Ark. — With the renovation of the 18-hole Rebsamen Golf Course underway, the First Tee Program about to kick-off in Little Rock, the Isabella Course under construction, a signed contract for Granada Golf Course, and a new course out for bids in Mountain Home, Ault, Clark & Associates continues its assault on golf in Arkansas.

Perhaps the most visible de-

Ault, Clark donate services

velopment is the state's initial First Tee facility, located here in Little Rock.

Ault, Clark is donating its services to the city for the First Tee project.

As Clark explained: "We feel it is our obligation to the sport for our firm to support this important program that allows all children

and beginners the opportunity to learn the great game of golf."

Working with the PGA Tour's Tod Leiweke, Park Director Bill Bunten and city officials, Ault, Clark has completed a master plan, and construction is planned to start early spring with opening late this fall or in spring 2000.

The existing nine-hole Rock

Creek Golf Course and the adjacent undisturbed woodlands will be the site for this project. The plans include the creation of a new sheltered 60 station practice range; three practice holes that will play through mature woodlands including a par-3, -4 and -5; 2-acre multi-tiered putting course; chipping complex that includes subtle mounding and multiple sand and grass bunkers as well as 10,000-square-foot putting green.

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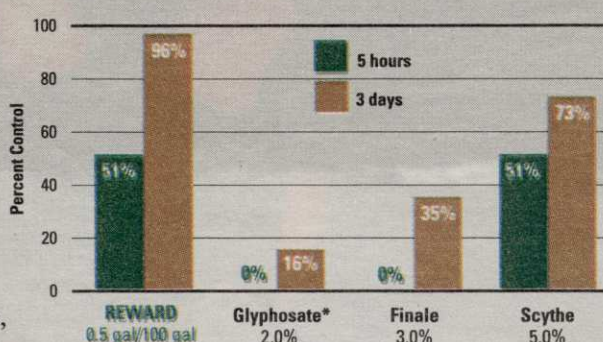


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CIRCLE #147

ZPP-REW-005

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 for articles should contact the editorial department of *Golf Course News* at 106 Lafayette St., P.O. Box 997, Yarmouth, ME 04096; e-mail: mleslie@golfcoursenews.com.

Future Links surpassed its goal for 1998

OAKVILLE, Ontario—Future Links, a grassroots junior golf program designed to address the problems of accessibility and affordability, introduced more than 19,000 kids to golf in 1998, surpassing a goal of 15,000 set by the Royal Canadian Golf Association and Canadian Professional Golfers' Association.

Future Links, presented by Mackenzie Financial Corp., is a joint initiative of the RCGA and CPGA. In 1998—the first season with the CPGA on board as a partner of the RCGA—19,284 children swung clubs at 540 Future Links sites across Canada, bringing the total number to 30,000 since the program was initiated in 1996.

"This year was extremely gratifying, with so many children benefiting from the various Future Links initiatives," said Stephen Ross, executive director of the RCGA. "And much of our success must be attributed to the involvement of the countless golf professionals, golf clubs, associations and volunteers."

Highlights included:

- a partnership between the RCGA and CPGA to jointly run the Future Links program;
- a \$125,000 grant awarded to 10 provincial golf associations, used to expand Future Links programs across Canada;
- the continued growth of the provincial Mobile Clinic programs. Canadian PGA instructors traveling in Ford Windstar vans provided instruction to 9,675 juniors at 221 sites in seven provinces;
- the launch of the Level 2 instruction program, which complemented the existing level 1 instruction and was implemented at 162 sites for 8,500 kids; and
- the growth of the Kids Club Connection Depots. A network of 92 depots were established to collect, re-size, re-grip and distribute golf equipment to juniors.

GOLF COURSE NEWS

Judge's reversal clears path for Richmond First Tee — finally

Continued from page 1

court hearing he had been negligent when ruling that the county could lease land but only if it controls fees and oversees the leasee's operation. That flew in the face of the county-First Tee agreement for the youth-oriented course at Iron Bridge Park. First Tee advocates argued that the decision also appeared incongruent with the current leases the county has in effect with an airport and various other entities.

Now, according to Richmond First Tee Executive Director Tim Merry, it will probably be mid-March to early April before construction can begin at the park which sits outside the city in Chesterfield County.

"We are relieved," he said. "We had hoped this [reversal] would be the case. We are prepared to move ahead. We remain very committed, and look forward to the day when we can have kids out there playing on the golf course."

Local businessmen, led by Fred Tattersall, had raised \$2 million for the facility — \$1.5 million to build it and \$500,000 to operate it for five years, by which time it should be self-sustaining.

The goal is to make golf affordable for area children.

Golf course architect Lester George, who is donating his services, and builder Quality Grassing & Services, which will earn no profit on the project, are prepared to get started.

Shortly after Stevens reversed his decision, George submitted a new course routing, eliminating an irrigation pond that was a safety issue for some. And Quality Grassing stood ready to begin clearing, once the new plans were approved by the Chesterfield county commissioners.

Opponents to the project, led by park neighbors, promised to appeal Stevens' decision. But Merry said: "We're not waiting for the appeal. By the end of February I will have all the permitting we need. Construction could only be held up by a judge granting a restraining order while awaiting appeal."

Richmond First Tee supporters see the year-long entanglement as a possible blessing in disguise, for two reasons:

- "When we go through it this time around, [national] First Tee is in a much better position to help us, and we're in a better position to do it," Merry said, referring to the fact that a year ago the national program had just been created by the PGA of America, PGA Tour, U.S. Golf Association,

LPGA and others.

"Though not the first facility, we'll still have a unique project here," Merry added.

- While the county project was stalled, Richmond First Tee reopened talks with the city of Richmond concerning an inner-city site the city wanted them to build on in the

'We will go from no project to two at the same time. But those are the better problems to have.'

— Tim Merry

first place. The project would be a three-hole layout next to an existing driving range, with another six holes in the future if the city can provide additional acreage adjoining the property.

"We're looking forward to moving ahead on the city side as well," Merry said. "The city will hopefully do some things to ad-

dress the initial concerns we had with that property," which is a former landfill.

Good grassroots support exists for the Richmond project, he said.

"We will go from no project to two at the same time," Merry laughed. "But those are the better problems to have."

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CIRCLE #117

ZPP-DAC-009



Malaysia bans further property loans

By ANDREW OVERBECK

KUALA LUMPUR, Malaysia — Bank Negara Malaysia introduced guidelines Jan. 5 that prohibit banks from funding development of homes, offices, shopping malls, hotels, resorts and golf courses worth more than 250,000 ringgit (\$66,000) in order to clear the current backlog of such properties and to keep real estate prices from sliding further. Projects that are currently under construction are exempt from these guidelines.

While some analysts are concerned that price inflation could develop as the economy recovers, most are in favor of the central bank's move. But how does this effect the golf course industry?

"The simple truth is that the existing excess inventory in the housing sector must be liquidated before there can be any firming of real estate prices," said John Hamilton, regional vice president of Palmer Course Design. "There are still plenty of golf projects that have started construction to meet any new demand for the next twelve months."

The halt in lending is the proper action in the short term and will enable future projects to be successful. "Membership purchases in new clubs are very flat at the moment. This is the consolidation that must take place," said Hamilton.

Bank Negara Malaysia officials will be reviewing the status of the guideline on a regular basis.

VON HAGGE BUSY IN ITALY

GENOVA, Italy — Mario Valle S.P.A. has recently completed the preliminary entitlement phase for St. Anna Golf, and the 18-hole golf course and residential development is closer to beginning construction. The von Hagge, Smelek and Baril-designed course will be built in a dramatic valley high above the historical port city of Genova.

MILAN, Italy — The Circolo Golf Bogogno is being acclaimed as the most successful golf project ever to be built in Italy. Home sales are reportedly five years ahead of projections and the von Hagge-designed course was recently awarded Best New Golf Course by *Golf II Mondo del Golf* magazine. The final 9 holes of the 36-hole course will be opened in mid-1999.

South Africa: Change is opening golf opportunities

By LARRY GOULD
and TED JOHNSON

CAPE TOWN, South Africa — Golf is booming in South Africa. It is a phenomenon that could easily be dismissed as the confluence of time and money. After all, popular things tend to find their way to most outposts in the world.

South Africa, however, was different. It had the ingredients for spectacular golf: natural beauty, quality year-round climate and such affordable championship fare as The Cape.

But before golf could grow here, South Africa had to change. The country had disappeared from world view during the 1980s behind the shadow of apartheid. That political system, enforced by the National Party, became politically unten-

South African Larry Gould is a former hotelier who turned his love of golf into a business; he is author of several successful guidebooks on golf in South Africa. Ted Johnson is a freelance writer living near San Francisco and counts Cape Town as one of his favorite cities.

able among other nations, and foreign investment dropped off.

But then Prime Minister F.W. De Klerk allowed open elections for the first time in more than 45 years, and Nelson Mandela was elected president in 1994. With Mandela in power, apartheid is a thing of the past and foreign money has flooded in.

There is so much great upside to South Africa. It has a first-world infrastructure. English is the national language. Its natural beauty is breathtaking. And it has the game — not golf, but its version of The Big Five: elephant, lion, leopard, buffalo and rhinoceros.

Tourism is a major driver in the economy, and the development of golf communities ("estates" in local terms) is playing a big role.

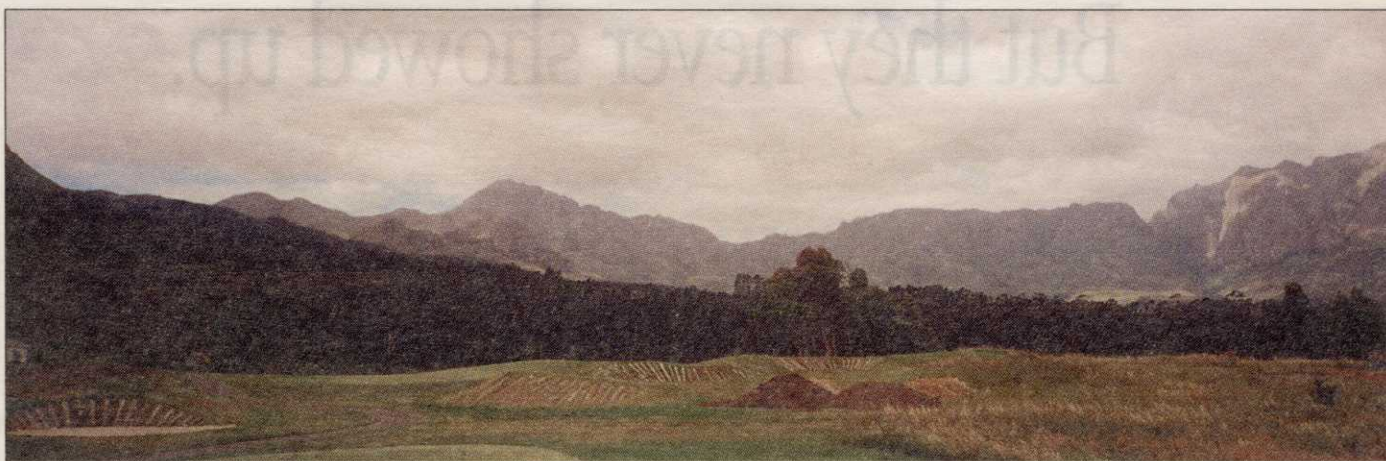
"It is no coincidence that the golf estates in South Africa have mushroomed in tandem with the political changes that have occurred since the release and subsequent election of President Mandela,"

Continued on page 54

SOUTH AFRICAN REMODELS

CURRENT REMODELING PROJECTS INCLUDE THE FOLLOWING:

- At Milnerton, on Cape Town's north edge, the region's only true links course has added new greens and new holes. Its dunes holes, with their amazing views of Table Mountain, remind worldly golfers of Troon but with better views.
- At Paarl, 25 miles east of Cape Town, is building a new nine holes to compliment the 18 holes that wind their way through magnificent trees and allow superb views of the surrounding countryside.
- Being discussed or in the early planning stages are these projects: The Mountain Course at Stellenbosch. (Designers, European Golf); Pinnacle Point at Mossel Bay, a 36-hole layout as part of a casino development; Gleneagles and Orient Express hotels in the Franschoek area east of Cape Town, and a new Robert Trent Jones II course at the Spier Wine Estate in Stellenbosch area in the year 2000.



The stunning backdrop makes the par-5 13th hole at Erinvale, the site of the 1996 World Cup, a memorable hole. Gary Player designed the course to have a unique combination of parkland features with Scottish-style "sleeper" bunkers. — Ted Johnson photo



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SCOTLAND

IMG, ETC discuss Greenan project, development on the move

By TREVOR LEDGER

AYRSHIRE, Scotland — The West Coast of Scotland, home to such classic links as Royal Troon and Turnberry, is to have two further courses.

Greenan, just south of Ayr and Southern Gailes, on the coast be-

tween Troon and Irvine, have been put on the market for development as golf and leisure facilities by the respective local authorities; South Ayrshire Council and North Ayrshire Council.

The Greenan project is at an advanced stage with Interna-

tional Management Group (IMG) currently discussing the potential facility options with European Tour Courses.

The site is said to be topographically challenging as a site for a golf course, but with sufficient potential for IMG to go through a

lengthy planning process.

The Secretary of State for Scotland has approved the project, the value of which is more than £20 million.

The Southern Gailes site is adjacent to, and slightly inland of, the renowned Western Gailes Golf Course with the ubiquitous railway line separating the two. The development process is at a less-advanced stage than at

Greenan, with the initial development proposals which were due for council's consideration by the end of January.

All of this land has been used for golf for hundreds of years — Glasgow Gailes and Kilmarnock Barrassie golf clubs also being near neighbors. The Dundonald Golf Club used to occupy the Southern Gailes site but fell into disrepair during the World War II as did so many others.

Research by local journalists has failed to uncover any information on the defunct Dundonald outfit, the history of which is very hazy.

• ASIAN UPDATE •

'Fire Sale'

Continued from page 12

that housing lots cannot be used to recover costs since the real estate market is depressed.

Green identified the lack of foreclosure laws as one of the basic faults of the first auction that led to low bidding by foreign investors.

"If there were enforceable foreclosure laws, bids would have been 50-100% higher," said Green. At press time, foreclosure legislation was still being stalled by the Thai Senate. It is widely held that many senators are blocking the legislation in order to protect their own highly-leveraged business interests. Insiders predict the continued consideration of foreclosure and bankruptcy laws will decrease the overall attractiveness of assets.

Furthermore, the lack of clarity over whether investors could have conversations with debtors before the bidding process began and the poor timing of the event over the Christmas holidays led to depressed sales. "They have done a remarkable job so far," said Green. "But it is still not perfect."

Things may be looking up for the golf course tranche the second time around. First, the FRA has agreed to reduce the size of the tranches which should attract more foreign investors and increase the level of competition for the assets. There has also been increased movement in the golf share market. Thais have begun to buy golf shares again not only because they have become more affordable but also because many believe that the market has bottomed out. This should catch the eyes of investors.

"Hell, if I had a golf course fund, I would buy some of these courses and hold on for a little while. You might not get the wild returns, but in the end you will own a tremendous golf course that you got at a great price," said Green.

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Team ^c	■	●	●	●	●	●	NR	NR
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Gidman resurrects one at Burhill

By TREVOR LEDGER

WEIGHBRIDGE, Surrey, England — Golf course architect Simon Gidman of Oxfordshire has been handed the ponderous task of following in Harry Colt's footsteps at the Burhill Golf Club in Surrey.

Originally, Burhill consisted of two Colt courses. But, like so many others, golf gave way to farming in World War II and the lower course was plowed up, remaining so to the present day.

However, Burhill Estates has decided to resurrect the course. Construction is planned for this year with a scheduled opening in 2001.

The site borders the River Mole, a beautiful tributary of the Thames. The Gidman design incorporates this feature in two par-3s, which promise to be the signature holes of the new course.

The design criteria given to Gidman called for a complete contrast to the remaining Colt course, thus increasing the available options at the facility.

It is fortunate, perhaps, that this is not a restoration job as Gidman explained. "No evidence of Colt's layout remains, a combination of flooding and agriculture has removed any trace. There are no tees, greens or bunker shapes left."

CCA reaches settlement with Sand River

HONG KONG — CCA Management Co. Ltd. was awarded damages and interest amounting to \$1.5 million in a judgment in the High Court of the SAR in December 1998.

This decision followed a Dec. 10 hearing in which a judge ruled that CCA had not breached its management contract with Sand River Golf Club in Shenzhen, China. (see Jan./Feb. GCNI)

CCA has been granted a mareva injunction against Sand River and their associated company in Hong Kong which freezes all company bank accounts subject to payment of bills.

CCA has now petitioned for a winding up order against Sand River which is expected to be heard in this month.

Steel readies another in Portugal

By TREVOR LEDGER

LISBON, Portugal — Following the design of the Aroeira East Course in Portugal, which is in the final pre-opening stages, Donald Steel and Company of Chichester, England, have been awarded the contract to design the 27-hole villa development at Vila Nova, just east of the nation's capital, Lisbon.

With construction due to start in late 1999, the main design criteria is to produce a resort-style 18-hole course and an additional nine for client Companhia Imobiliaria da Herdade da Aroeira.

Until now the site has been used for general agriculture. The existing natural undulations of the site

and a number of specimen cork trees will form the basis of the design, within which 670 villas and hotel will be incorporated.

...

Back in England, Steel and Co. will see the completion of the second 18 at Brockett Hall in Hertfordshire. Named the Palmerston course, after the Victorian Prime Minister, it will provide a very different sort of

course to the existing Melbourne layout designed by Peter Alliss and Clive Clark which abounds in water features in a parkland setting. The Palmerston has been routed through woodland.

Brockett Hall is owned by German businessman Dieter Klostermann, who is at the helm of CCA International group, an organization which currently boasts 30 golf clubs worldwide.



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South Africa

Continued from page 51

said Fred de Kock, an architect who has had a hand in developing golf projects in the Cape. "The need for secure and environmentally favorable living led to many South Africans perceiving this 'fairway living' as ideal for the new South Africa.

"Golf estates offer benefits of not only security, but also serve as

protection against the encroachment on green-belt areas by a fast-moving population. Add to this the fact that property values on these estates have proved to be secure investments while other property values fluctuated greatly."

This "new industry" has also attracted the legends of golf design. Jack Nicklaus recently opened his Pecanwood course, nestled beside one of South Africa's largest dams north of Johannesburg.

Tom Weiskopf's Zimbali has received great acclaim and allows marvelous views of the Indian Ocean just north of Durban. Other overseas designers such as Robert Trent Jones Jr., Ronald Fream and the Gleneagles design team are currently involved in projects around this land of vast spaces.

Cape Town on the southwest tip is about as far from Johannesburg as Miami is from New York City. And it is in the

Cape Province that the boom continues apace.

Between 1996 and 1998 two major estates were completed. One is Steenberg, just outside Cape Town and built on one of the Cape's famous working wine farms. The other is Erinvale, in Somerset West some 18 miles out of Cape Town, which has proved to be one of Gary Player's finest designs — so much so, that the World Cup was held

there in 1996 even though the course was in its infancy.

With such successes, coupled with tourism in the Cape being at an all-time high, several new projects are under way. Natives feel this is invigorating after years of isolation.

Jeff Clause is Iowan by birth, Texan in his golf education, and now South African in his heart. After a stint as head pro at Hills Country Club in Austin, Texas, Clause moved to George, about four hours east of Cape Town, where he became director of golf at Fancourt, now known as Ernie Els' home course. Fancourt has two Gary Player courses and a third under construction.

South Africa has a deep and loving reverence for golf. The South African Open, which this year will be held at Stellenbosch Golf Course outside Cape Town, is older than the U.S. Open and has produced such stars as Bobby Locke, David Frost, Player and Els.

Erinvale and Steenberg are now the two top-notch clubs in the Cape Town region, but Royal Cape dates its membership back before the turn of the century. That is why this boom in golf has veteran golf travelers so excited: South Africans know how to do it right.

Economically speaking, there is an added benefit: Jobs. That's why the following new developments may only be the beginning:

- De Zalze — This course is in the winelands of Stellenbosch, 20 minutes east of Cape Town. Its 18 holes meander among the vines of a working wine farm, which dates back to 1682 when the first vineyards were planted. Today's grapes are still harvested, producing more than 40,000 cases of quality white and red wines.

- Hermanus River Club — Another Matkovich design that has a spectacular location, it is about an hour southeast of Cape Town. Two kilometers of lagoon frontage and natural rolling terrain will prove to be much sought-after by investors in its real-estate aspects and by visitors to the luxurious hotel amenities.

- Sparreboosch — A remarkable location, unrivaled beauty and terrain are the foundations of Sparreboosch Clifftop Estate and Country Club. The 18 holes, designed by Ronald Fream of GolfPlan California, snake their way through natural coastal fynbos (indigenous vegetation) on undulating landscape. Sparreboosch will introduce the first ryegrass and Kentucky bluegrass fairways on the continent.

- Pearl Valley — The wineland towns of Paarl and Franschhoek are legendary for their majestic scenery, fertile farms, award-winning wine estates amidst spectacular mountains and valleys. Jack Nicklaus is designing a new course in the middle of these two famous landmarks.

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BRIEFS



GRANITE ADDS 3

SCOTTSDALE, Ariz.—Granite Golf Corp. has signed agreements to manage clubhouse and/or golf course operations at three additional Tennessee clubs: Colonial Country Club in



ACQUISITIONS

Memphis, Cookeville Country Club in Cookeville and The Farms Golf Club in

Dyersburg. Granite Golf also provides management services for Ridgeway Country Club in Memphis. Both Colonial Country Club and Cookeville Country Club are private, member owned clubs. The Farms Golf Club is a semi-private club.

ENVIRONMENTAL ADDS CHASE

CALABASAS, Calif.—Steve Chase has been appointed director of sales and marketing at Environmental Golf. Chase will be responsible for the management of all sales and marketing efforts for golf course properties. Chase joins Environmental Golf after 20 years as vice president of sales for California Sports, the parent company of the Los Angeles Lakers.

BROWN, CELANO JOIN GOLDEN BEAR

NORTH PALM BEACH, Fla.—Golden Bear Club Services has hired Douglas Brown as general manager and Paul Celano as director of golf of TwinEagles Golf & Country Club in Naples, Fla. Brown joins Golden Bear from the Bay Colony Club in Naples, Fla., where he was club manager. Celano was most recently head professional at the Jack Nicklaus-designed Governors Club in Chapel Hill, N.C.

LINKSCORP, PALMER TEAM UP

NORTHFIELD, Ill.—LinksCorp, Inc. has signed an agreement to have Palmer Course Design Co. design a course at Hilton Head Island, S.C. To be called Crescent Pointe Golf Club, it is located in the new Centex real estate development just off Hilton Head Island. Development is already underway.

WESTERN GOLF NAMES CONTROLLER

SCOTTSDALE, Ariz.—Western Golf Properties has named Joseph Pluto as controller for its corporate headquarters here. Prior to joining Western Golf, Pluto was controller for several manufacturing companies in Michigan, including Transportation Design and Manufacturing.

Atlanta group forms management/development firm

By PETER BLAIS

ATLANTA — Golf Industries Holding Corp. has formed a golf acquisition, development and management company based here and headed by principals Skip Smith, Mark Purtee and Arthur Jeffords.

Golf Industries' focus will be on the acquisition, development and management of daily-fee and semi-private courses and clubs. The company currently manages courses in Alabama and South Carolina and has several new facilities under consideration nationwide.

"We have a project in Houston that will break ground the first quarter; two potential acquisitions in Atlanta; two potential development opportunities in Virginia; two acquisitions we're trying to close in Orlando [Fla.]; and three acquisitions we're trying to close in the Miami/Ft. Lauderdale area," said Jeffords, the firm's director of operations and development. "We're trying to do six deals in 1999 and our schedule is six per year into the future."

Jeffords is a golf industry veteran of more than 25 years. He is a PGA member who was associated for more than 12 years with Sea Pines Plantation of Hilton Head Island, S.C., where he served as director of golf for the resort's four courses and as head professional at Harbour Town Golf Links, site of the PGA Tour's MCI Heritage Classic. He was a principal in a golf management and development firm whose most noted development was Wachesaw Plantation, Myrtle Beach's first private golf community. Along with other affiliations, Jeffords serves on the board of directors of the National Golf Course Owners Association.

Smith is the director of acquisitions and new business development. He will identify and scrutinize prospects for the firm.



Golf Industries' (left to right) Arthur Jeffords, Skip Smith and Mark Purtee.

Previously, Smith was a principal and general manager of Golf Property Associates, Inc., a firm involved in the sale, acquisition and analysis of golf properties throughout the United States. He holds a Principal Broker's real-estate license and is a veteran golf course and commercial real-estate broker with more than 25 years experience.

Purtee, a former financial consultant with Shearson Lehman Brothers, is director of finance and chief financial officer. For nine years he was a financial consultant specializing in the

Continued on page 60

Survey finds private clubs performing well

WASHINGTON—Private clubs have generally been faring well in today's economy, according to a trends survey recently conducted by the National Club Association (NCA).

More than 90 percent of responding clubs indicated their memberships were either growing or stable. Results concerning the financial situation of clubs were similar, with 50 percent indicating the club's financial situation was improving and 41 percent stating it was stable.

The survey also asked a cross section of clubs to assess and rank current trends affecting the club industry. Competition for a shrinking labor force was a top concern of clubs, receiving an average importance rating of 4.5 on a scale of 1 to 5, with 5 being "very important." This was followed by demographic changes and population growth among the 45-54 age group, which received an importance rating of 4.2. The increased interest in the game of golf, rated at 4.2, and the growing focus on family-oriented activities in clubs, rated 4.1, were also important trends for clubs.

NCA Executive Vice President, Susanne R. Wegrzyn, noted that, "To further enhance our information resources to clubs, NCA will conduct a series of surveys in the future to assess operational, demographic and financial concerns of clubs."

Finding employees in a flush economy

By PETER BLAIS

ROCKLAND, Maine — In these flush economic times of low unemployment, finding and keeping good employees isn't easy, even in the golf business.

"The problem is we need people. The answer is to just wait for the recession. Then people will come to your door and you get to pick the ones you want," said Rick Grover, a professor at the University of Southern Maine, speaking with tongue firmly planted in cheek at the recent Maine Turfgrass Conference and Show here.

But how do you attract and keep good employees when jobs outnumber applicants, which is the case at many golf courses today? Grover checked with several superintendents who were having

some hiring success — including Jim Hodge of Val Halla Golf Course in Cumberland and Greg Grenert of Samoset Golf Club in Rockland — and married their thoughts with his own research on how to fill the needs of the various generational groups that make up today's work force. Superintendents who are best able to fill those needs are the ones most likely to attract and keep the best workers.

The generational groups can typically be divided as follows:

- Retirees, referred to as traditionalists, are generally classified as those born between 1920 and the end of World War II.

- Baby Boomers are those born be-

Continued on page 59

Matching the right employee with the right job

By PETER BLAIS

ROCKPORT, Maine — While dividing workers into generational groupings provides some general insights into the needs and motivations of golf course workers, superintendents must remember that each individual possesses a different temperament that can cross and blur generational lines.

Speaking at the recent Maine Turfgrass Conference and Show, University of Southern Maine Professor Rick Grover further divided members of the three generational groups into four subcategories with various temperaments: guardian, rationalist, idealist, and artisan.

Superintendents can deal with workers more effectively if they realize these personality types determine the way one moves through life and why people respond the way they do, noted Grover, who made the following observations about the four sub-groups:

- Guardian — The fundamental need is to be a member of or to belong to something. Responsibility and duty are very important. These people often have trouble adjusting to retirement since they are no longer part of a large organization. Being able to call oneself a member of a particular golf course staff may fill an important need for guardians. These are responsible people who always show up and complete tasks on time. "If they say they'll have the green cut by 8 a.m., then it will definitely be cut by 8 a.m.," Grover said. Many golf course superintendents would likely classify themselves as members of this group.

- Rationalist — These people are driven by the need to learn and become increasingly competent. They don't care which organization they are with, as long as the organization provides the opportunity to learn. A superintendent needs to work with and

Continued on page 58

**DIAMOND PLAYERS CLUB ADDS TWO COURSES,
BUILDING TWO MORE**

LONGWOOD, Fla.—Diamond Players Club (DPC), a golf management company headed by Arizona Diamondbacks pitcher Todd Stottlemire, has acquired Sweetwater Country Club and Wekiva Golf Club, located within two miles of each other in Longwood. Sweetwater Country Club will remain private. Wekiva is a semi-private course. DPC also has two courses under construction in Florida: Diamond Players Club at Orlando, in Clermont, and Diamond Players Club at Destin, in Freeport, both of which will open in mid-to-late 1999.

Cobblestone

Continued from page 1

financial problems and decided to seek a buyer for the Cobblestone golf properties last fall. A half-dozen groups were reportedly interested in acquiring Cobblestone.

"It was such a large transaction, it made sense for the two largest firms in the industry to get together and purchase it

jointly," said ClubCorp President and Chief Executive Officer Robert Dedman Jr.

"We basically split the assets 50-50. There are probably 95 percent of the assets we'd both love to own. But there were some assets that fit better with their strategic plan and some that fit better with ours, based on our existing markets and the ability to cluster some of the Cobble-

stone assets with our existing properties."

Having AGC and ClubCorp team up on the purchase "just seemed common sensical," Dedman said. "It allowed us to be as competitive as we could from a price perspective. It was in both of our best interests to acquire these assets. From American Golf's perspective, it made as much sense for them as it did for us."

Santa Monica, Calif.-based American Golf will receive 23 of the properties, including eight in Texas, six in California, four in Arizona, three in Virginia and two in Georgia. American Golf is negotiating to transfer substantially all these courses to its publicly traded affiliate.

"We are delighted to have joined forces with ClubCorp to acquire this portfolio of distinctive properties and to work with Cobblestone's co-workers, members and guests to continue providing the highest quality golf experience," said AGC Chairman David Price. "This acquisition, the largest in the history of the golf course industry, is a testament to the unparalleled acquisition and operating experience presented by the combined efforts of American Golf, National Golf and ClubCorp."

Dallas-based ClubCorp will acquire a total of 24 courses in Texas, Florida, Georgia and North Carolina. Several of the specific courses include Stonebridge Country Club (CC) in McKinney, Texas; The Hills CC in Austin, Texas; Morgan Run in Rancho Santa Fe, Calif.; and Eagles Landing in Stockbridge, Ga.

"The properties are a superb complement to the existing collection of fine private clubs and daily-fee golf clubs," Dedman said. "This transaction reaffirms our commitment to disciplined growth through selective strategic acquisitions."

Dedman sees the joint purchase as continuing the trend toward consolidation of the golf course industry.

"There are opportunities for some of the larger players, like us, American Golf and National Golf Properties combined," Dedman said. "Those who entered the golf business 10 years ago are starting to realize some of the inherent economics of our business. This is an opportunity for those with a track record, like ourselves, to take advantage of some of these opportunities."

"Our business goes through cycles. We were in a cycle for a number of years where we didn't acquire things because we felt they had become too pricey. Now we feel we are at a point in the cycle where it makes sense to acquire some of these assets."

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Canada's ClubLink strikes deal with ClubCorp

DALLAS—ClubCorp Inc., the Dallas-based course-management company, has agreed to spend \$22 million (CAN\$34 million) to acquire 3.3 million shares, or 16 percent of the outstanding common stock of King City, Ontario-based ClubLink Corp., a leading Canadian owner/operator of golf clubs and related real-estate investments.

Combined with the 4.5 percent of ClubLink stock ClubCorp already owns and ClubCorp's participation in a planned rights offering by ClubLink, ClubCorp's total investment in ClubLink could reach 25 percent, making it ClubLink's largest shareholder.

In a separate stock transaction, ClubCorp agreed to acquire 50-percent ownership interest in ClubLink's U.S. holdings.

ClubCorp will also form a strategic alliance with ClubLink.

The private placement was expected to close Jan. 29. ClubLink will use the funds to finance its 1999 acquisition and golf development plans, which includes Glen Abbey Golf Club in Oakville, Ontario, home of the Bell Canadian Open.

ClubCorp, which operates 200 courses worldwide, will also acquire a 50-percent interest in ClubLink's U.S. golf holdings. These include loans ClubLink has made to GolfSouth, the option to acquire all the shares of GolfSouth Holdings and all the payment-in-kind convertible preferred shares of the Links Group

Inc. GolfSouth LLC and the Links Group Inc., together operate 33 courses located primarily in the Eastern United States.

ClubCorp Chief Executive Officer Robert Dedman Jr. said, "[This arrangement] is a major step forward for our business plan of aggressive, high quality expansion and underscores our determination to pursue exciting opportunities internationally."

Added Bruce Simmonds, ClubLink's president and chief executive officer, "The alliance with ClubCorp is consistent with our strategy of pursuing ClubLink's U.S. opportunities in partnership with established U.S.-based operators."

Dedman and ClubCorp Chief Operating Officer Jim Hinckley will join the ClubLink board of directors.

Casper takes over Md. facility

VIENNA, Va.—Billy Casper Golf Management (BCGM), Inc. has been selected to perform dual roles for the developer of the new White Oaks Country Club in Franklin Township, N.J. BCGM will consult on the pre-opening development, planning and construction of the facility, and then provide complete turnkey operations management services upon White Oaks' opening, which is scheduled for this summer.

A unique feature to the BCGM/White Oaks relationship is the establishment of a memorabilia center within the clubhouse in tribute to professional golfer Billy Casper — Masters and two-time U.S. Open champion, and winner of 60 Tour events. Photos, lithographs, magazine covers, newspaper headlines, trading cards, golf equipment, scorecards and other products signed by Billy Casper are slated for showcase in a museum-like setting.

Construction of the new Karl Litten-designed layout is on schedule, according to project developer Dobson Construction, Inc. of Franklinville, N.J. White Oaks is located 45 minutes between metropolitan Philadelphia and Atlantic City.

KEMPER ACQUIRES ROCKWOOD

NORTHBROOK, Ill. — Kemper Sports Management has acquired Rockwood Golf Course in Independence, Mo. Kemper Sports begins operations immediately. Kemper's development group will conduct a study in preparation of extensive capital improvements at Rockwood. Preliminary plans call for a major renovation of the facility in 1999 including upgrading the irrigation system and turf condition.

GOLF COURSE NEWS

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CIRCLE #140

Powers named director of Bluegreen Golf

ATLANTA—Bluegreen Corp. has appointed Thomas Powers to the new position of director of Bluegreen Golf. Powers will guide Bluegreen Golf's growth through land acquisition and community development, as well as oversee the company's four residential and golf communities located in North Carolina, Ten-

nessee, Virginia and Wisconsin. Bluegreen is a leading residential and community developer. In 1997, Bluegreen Golf was formed as the golf course community development division of Bluegreen Corp. Headquartered in Douglasville, Ga., Bluegreen Golf targets the mid-to upper-middle segment of the

golf and residential community development market.

"Tom's expertise with golf course community development and club management will help us develop two new golf communities a year," said Dan Koscher, president of Bluegreen Land and Golf. "Using The Carolina National Golf Club as a model for

future Bluegreen Golf clubs, we hope to become recognized as a national leader in the development, operation, marketing and sales of quality residential golf communities."

Powers joins Bluegreen Golf from Georgia-Pacific Corp., where he served as managing director of Georgia-Pacific Development Co. and was responsible for the \$145 million community development

division, managing a staff of 39 through the entitlement, development, administration, sale and marketing phases.

Prior to Georgia-Pacific, Powers was managing director of the United States Real Estate Subsidiary Takenaka & Company in Los Angeles and served as president, Takenaka Golf & Resort Group in Tokyo.

Matching

Continued from page 55

share information with rationalists. They are not good at repetitive tasks, like mowing, unless the superintendent talks with them and teaches them something along the way.

- Idealist — These people are always looking for meaning, a sense of spirituality. "This is the person you'd find sitting out on your green late at night staring at the moon," Grover said. "Some could really get into mowing lawns. It's sort of a Zen thing."

- Artisan — These people cherish freedom. They may not show up to work, and see nothing wrong with that. "They can be high maintenance," Grover noted. "But when they work, they work like hell. They are fantastic in a crisis. If you have a part of your operation that tends to have more crises, they can be great there. They are strong at putting things together and coming up with solutions."

So what's a superintendent to do with these insights into the human psyche?

"If we had high unemployment rates, I'd get a bunch of those guardian personalities," Grover said. "They show up on time, like the membership, and have a good, hard-core work ethic. But in [low unemployment] times like this, you have to be willing to consider some of these other folks and be open to what turns them on."

Free golf tends to attract and help keep members of all these temperament groups. But the type of praise each receives needs to be different to be effective.

According to Grover: "Guardians need to hear something like 'We are really, really happy you are part of our team.'"

"That won't do anything for rationalists. 'You're doing a damn good job on this' works best for them. Rationalists won't pay any attention to praise from someone who they know isn't competent. So don't praise them regarding something you know nothing about. They will consider you a fraud and ignore you."

"To make idealists glow, tell them how unique they are."

"For artisans, it's freedom and excitement. Artisans aren't interested in verbal praise. It's not what you say, it's what you do. Figure out ways to build in more excitement, life, freedom and spontaneity into their jobs and they'll thank you for that."

GOLF COURSE NEWS

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CIRCLE #138



Palmer targets corporate market

ORLANDO, Fla. — Recognizing the growing impact and opportunity of corporate golf, the Arnold Palmer Golf Academy has tailored its instruction experience for the business environment.

With PGA-certified professionals stationed at facilities across the country, Palmer is working with corporations such as Pennzoil, Paine Webber, Forbes Magazine, Dayton-Hudson-Marshall Fields, Office Depot, Cooper Tire and Hertz.

"The golf outing has become a modern staple of corporate culture," explained Brad Brewer, vice president/player development with Arnold Palmer Golf Academy, a division of Arnold Palmer Golf Management. "We've simply made it more practical for companies to take advantage of the resources we have here at Palmer."

"For example, we offer a learn-and-play program whereby a firm will come to The Bay Hill Club and stage a morning meeting. After breaking for lunch, the Academy will conduct a two-hour golf clinic for our corporate guests, followed by nine holes of golf at Bay Hill — with a Palmer instructor in each foursome."

"Many corporations will try to run this sort of business/golf meeting themselves, with mixed results. We've found that companies are eager to off-load the organizational responsibility to Palmer. This is our specific area of expertise; we'll do it right."

While the corporate outing business is hardly new, combining those outings with Academy-level instruction is. The Bay Hill Club is one of several clubs which routinely host Palmer Academy functions.

Another is the Palmer-managed Las Vegas International Golf Center, a 50-station Academy in the heart of downtown. Palmer also has licensed Academy relationships with the Saddlebrook Resort in Wesley Chapel, Fla., and The Bridges Golf Club in Bay St. Louis, Miss.

"One of the advantages of doing business with Palmer is the open door the Academy enjoys with the 32 courses operated by Arnold Palmer Golf Management — not to mention the 140 Palmer-designed courses around the world," Brewer explained.

Corporate programs are varied. One of the most popular is the 3- to 5-day Academy voucher, which corporations can offer to VIP vendors, or internally to their own executives.

"These firms entertain constantly," Brewer noted. "The vouchers allow them to say, 'Here: Have an Academy experi-

ence at Bay Hill, on us.' It's been a very big hit."

The voucher entitles each recipient to the complete Palmer Academy experience, which includes boutique lodgings at Bay Hill, personalized instruction and access to the course.

"Because we're flexible, several of our corporate clients have involved Palmer directly in their training programs," Brewer continued.

"For example, CNL [an Orlando-based funding institution] has made the Palmer Academy a division of their employee training program. We created a two-day 'Golf for Business' education program specifically tailored to CNL and its business. We also created a second dimension for CNL — a more comprehensive new player program which serves as an extension of its management orientation."

NGCOA marketing program hopes to increase golf rounds

CHARLESTON, S.C.—The National Golf Course Owners Association (NGCOA) has unveiled a comprehensive grassroots marketing program to increase the number of rounds played at member courses.

Market trends show that, while the number of golfers increased marginally over the past four years, the supply of golf courses continues to increase dramatically.

According to NGCOA, "Get Linked. Play Golf" is a marketing program that will provide NGCOA members with the tools necessary to grow their market share in the increasingly competitive business environment. By focusing on the message that golf builds relationships—family, social and business—the "Get Linked. Play Golf" program will help course owners overcome the hurdles that many beginning golfers face including expense, time constraints and intimidation.

"'Get Linked. Play Golf' will complement, not duplicate, the new player development initiatives of the USGA, World Golf Foundation and other golf associations," said Mike Hughes, NGCOA executive director. "Golf course owners are looking for creative ways to attract new players, grow participation in the game and increase the amount of play they see at their courses. We believe that this grassroots campaign is the way to accomplish that goal."

The message of the program is that golf is fun, entertaining, challenging and relaxing. Golf provides an opportunity to be outside, spend time with family and friends, and develop business connections. NGCOA members who participate in the program will receive a complete marketing kit that includes print advertisements, radio scripts, promotional ideas, public relations guidance, successful media buying strategies, and examples of direct mail pieces for order.

Hiring right

Continued from page 55

tween the mid-1940s and mid-1960s.

• College students, commonly referred to as Generation X-ers, have birth dates falling between the mid-1960s to mid-1980s.

College students. Hodge has had success with college students by offering free golf and as flexible work schedules as possible, Grover noted. In general, Generation Xers value fun, flexibility, recognition and praise, opportunities to learn new things, and small rewards.

"Small rewards can be providing someone with a pizza or a sleeve of golf balls," Grover said. "These things may not mean a lot to you. But when delivered in response to a job well done, they can mean a lot to this group. If you need someone to stay late to get the course ready for a tournament, a small, quick reward can be effective. Word gets out and people begin to like to work for you."

Retirees. Grenert has tapped deeply

into this group. In a tourist area like Rockland, which has become increasingly dependent on September and October revenues for a successful season, retirees have the advantage of not having to return to school come Labor Day. The quality of their work is also generally excellent.

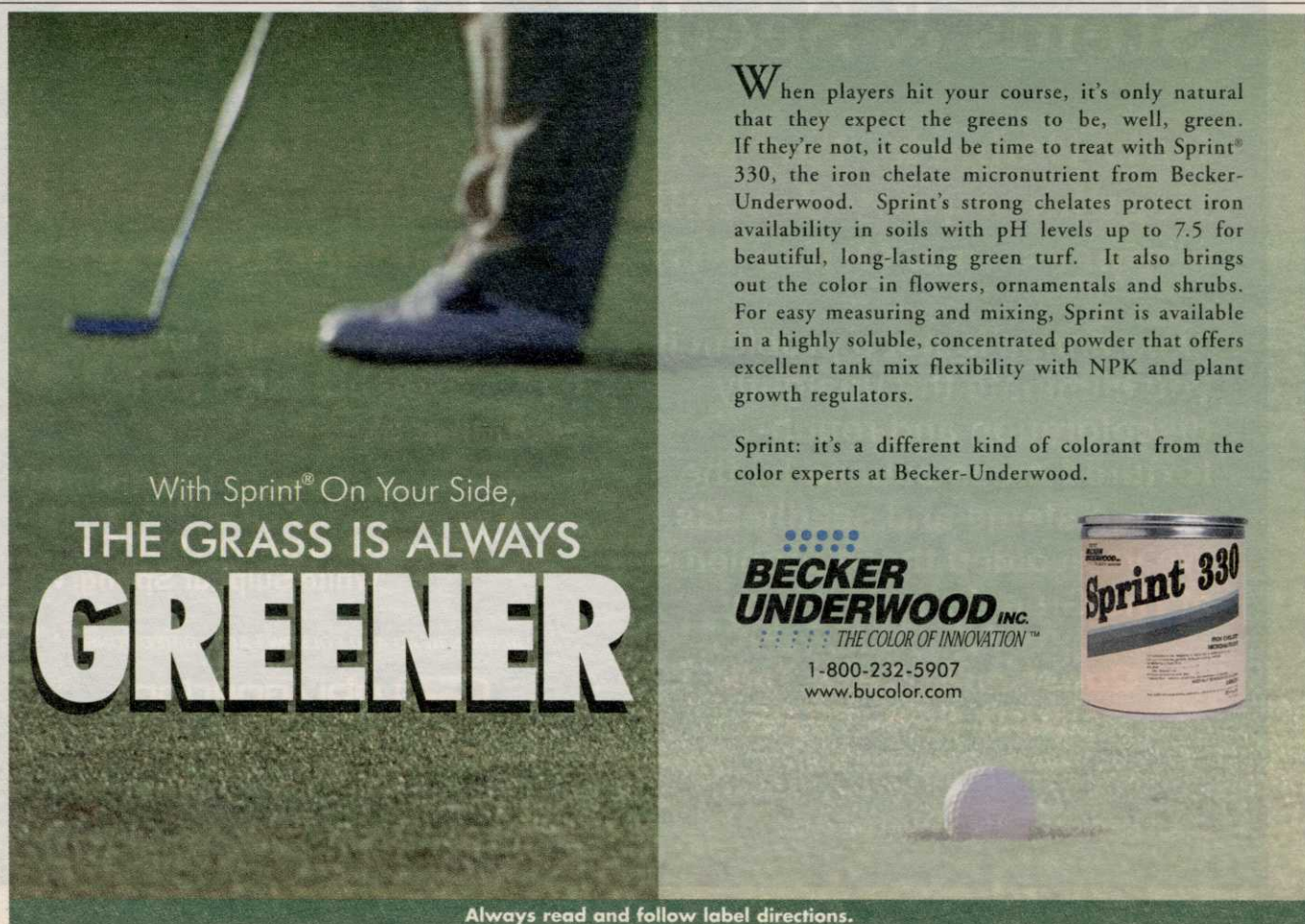
"Traditionalists prize security in terms of job, income and employment, Grover said. "They have a strong work ethic, believing that one should work every day. Retirement can be a tad uncomfortable for this group. Having grown up in the Depression, they know that good times can be followed by bad, that you can never be too careful. So, it's not a bad idea to continue working, and it's actually kind of a habit... You hear a lot of people in this group say something like 'I just couldn't sit around and do nothing, I'd go nuts.' Free golf is also attractive to this group."

Baby Boomers. This group is quite different. Boomers view work not only as a duty, but also as a means to financial wealth. This is the only one of the three groups for

which money is the driving force. Raising their pay would seem to be the logical way to attract and keep members this group. But there is more to it. Boomers want to be paid on the basis of performance, not seniority, a major difference from traditionalists. Boomers also tend to trust and respond to authority, despite some of the bumper stickers to the contrary left over from the 1960s and 1970s.

One group that is surprisingly overlooked by superintendents is students majoring in golf course management. Only a handful of superintendents at the Maine conference indicated their courses were sites for students seeking internships in golf course management.

"This represents one hell of an opportunity," Grover said. "The fact they have selected a career in this area, are very interested in the field and are highly motivated makes them excellent workers. Free golf and the ability to learn more about their chosen profession are primary motivators. Finding students living quarters they can afford can be the major challenge."



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Adams joins Behrstock at Pride Golf Associates

BEVERLY HILLS, Calif. — Steve Adams has resigned as executive vice president of Meadowbrook Golf Group to become president and chief operating officer with Pride Golf Associates of America, according to a Pride release.

Adams will be joining Pride Chairman and Chief Executive

Officer Roger Behrstock, founder and former chief executive officer of Meadowbrook.

"I could not be more delighted to have Steve Adams as my partner," Behrstock said. "Steve has an outstanding and deserved reputation as a golf course operator. He will attract dignified and honorable people to pride."

Behrstock will be headquartered in Beverly Hills and Adams will have an office in Palm Desert, most likely at Woodhaven Country Club, the first facility signed on by Pride.

Pride, which will manage, acquire and develop golf courses throughout the world, will announce its financial partners shortly. The company, Behrstock

said, plans to grow by consolidating with six to eight regional partners in strategic areas. Each partner will be responsible for its region, compensated based on performance in that area, interact with associate partners and become a Pride stockholder.

"The first association of a regional partner has gone to contract already," Behrstock said.

Adams said the regional part-

ner concept should allow the firm to recruit and retain quality people.

"I feel like this is the first day of the rest of my life," Adams said. "I have more vigor and look forward to building an important — not necessarily the largest — golf course management company. I am very excited to associate with Roger Behrstock and have the opportunity to build a new company from its inception."

Atlanta firm

Continued from page 55

management of retirement funds for companies. In addition to a securities background, he served as financial manager for a large architectural firm overseeing extensive construction contracts with IBM. Purtee entered the golf business five years ago by purchasing a golf course just outside the metro Atlanta area. He has secured extensive funding for the new company's projects.

"With all the consolidation going on, we decided being a Mom and Pop operator is not the thing to be, unless you've been there for awhile and your cost basis is zero," said Jeffords, who recently closed his connection with a Hilton Head property and moved to the company's new Atlanta office. "Mark is a money finder, Skip a deal finder and I'm a golf course operator/developer. We started talking and it seemed like a good partnership. We incorporated last year.

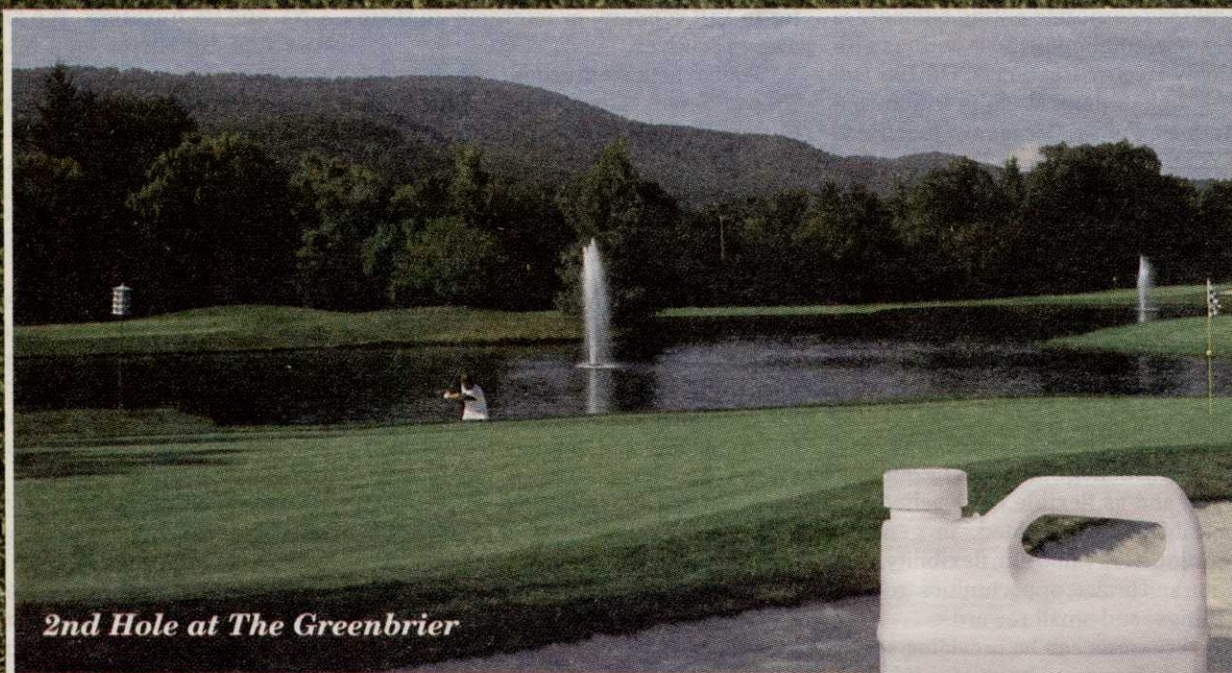
"It's the age of consolidation and we want to take advantage of that. There are a lot of people looking to liquidate and get out. For a lot of the Mom and Pops, it's the time to cash in their chips and count their money while the REITs [Real Estate Investment Trusts] and people like that are waving the dollars around. Not that we're waving those kinds of dollars around."

Jeffords said the Golf Industries Holding Inc. would prefer to acquire rather than build because of the uncertainties of development and the lack of cash flow during the development period.

"But opportunities are out there," he said, "and if we see a good development opportunity, we're going to jump on it. We'd prefer mid- to upper-range courses. We also have a hotel partner. That got us in the door on a couple of projects, where the developer wanted to combine golf and lodging and to deal with one entity, rather than a golf developer on the one hand and a hotel/resort developer on the other."

Golf Industries would consider private courses if they made economic sense, Jeffords said. The company plans to target the Sunbelt area of the country.

GOLF COURSE NEWS



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BRIEFS



RAIN BIRD NAMES DONOGHUE DIRECTOR FOR GOLF

AZUSA, Calif.—Rain Bird has promoted Mike Donoghue to the position of division director for golf irrigation. Beginning his career with Rain Bird in 1990, Donoghue served as manager of quality assurance for Rain Bird consumer products SBU. From 1992 to 1996, he was responsible for plant management at Rain Bird's Proriego manufacturing facility in Tijuana, Baja California. Most recently, he was engineering manager for Rain Bird Golf.



Mike Donoghue

AMERICAN CYANAMID AUGMENTS STAFF

PARSIPPANY, N.J.—American Cyanamid Company, manufacturers of specialty products for professional markets, announced that Blair Morgan has been promoted to territory representative in Florida for the company's turf and ornamental products group. The company has also announced that Roger Bechle has been named team leader for the company's turf and ornamental and pest control products groups. Bechle manages the sales team in the northern U.S. and oversees sales of the company's turf, ornamental and pest control products.

BECKER-UNDERWOOD ANNOUNCES SEVERAL CHANGES

AMES, Iowa—Becker-Underwood Inc. developer, manufacturer and marketer of colorants, has promoted Cozette Hadley-Rosburg to vice president of sales & marketing. Hadley has been with the company for eight years and is a 1987 graduate of Iowa State University. The company has also announced several changes. Dan Foor has been appointed western sales territory manager, based in Chandler, Arizona. Mike Sherman has assumed responsibility for sales in 11 northeast states and Eastern Canada as northeast sales territory manager. Kurt Winkler has taken responsibility for the seven mid-south states as mid-south sales territory manager.

LEEMCO PROMOTES SHOEMAKER

CORONA, Calif.—Leemco Inc. has announced the promotion of Ed Shoemaker to executive vice president. In this new position he will be in charge of all operations. Shoemaker joined Leemco in April 1998 as a part time consultant after a 41-year career with the Rain Bird Sprinkler Mfg. Corp.

UK's SISIS takes it up a notch in US

By MICHAEL LEVANS

MACCLESFIELD, Cheshire, England — After more than eight years of testing the waters in the state of Florida, SISIS Equipment Ltd. has found that interest in the company's line of aerators does, in fact, exist in the southeast United States.

With that knowledge tucked under their belts, the company is ready to ratchet up its presence in the region by relocating its US operation to Clemson, S.C., in order to lay the groundwork for further US market expansion.

"The company was originally incorporated in Florida in 1991, but that was a paperwork company," said Ian Camp, general sales manager at SISIS. "We were working through one of our dealers there, using their offices and their sales team to promote the product. What we found is that yes, we can sell our product. Now we felt we needed to take control."

On April 5, SISIS will go live with a new operation at Clemson University's Madren

Conference Center and Walker Golf Course Complex. The location will house a distribution unit and administrative offices and will be headed up by Camp.

"The location makes sense because we want to concentrate on the six southeast states," said Camp. "We will, in short term, go into assembly, and then subject to the products acceptance in US we will go to full manufacturing plant. But that's the next step."

Products that will play a role in the company's US expansion include its Multislit deep-slicer aerator, used on greens and tees; the Maxislit aerator for fairways and soccer field; the Variseeder for tees and greens; and the Veemo, a hydraulically-driven dethatcher that works behind a tractor.

To get these products to market, Camp will be assembling a team of independent sales representatives to cover Tennessee, Kentucky, Georgia, North Carolina, South Carolina and Florida.



Toro announces expanding, global reach

BLOOMINGTON, Minn. —The Toro Co. announced a few moves that will increase the company's product mix in the global market.

The company has inked a deal to acquire Multi-Core Aerators Ltd., a European distributor of large turf aeration equipment. Founded by Ian and Katharine Waddington in 1991, Multi-Core distributes aeration equipment to turf sites primarily in Europe with limited distribution in North America and Asia.

"We introduced our new line of Multi-Core aerators in 1997," said Katharine Waddington, business manager for Multi-Core. "Now is the right time to work with a world-class organization that has a strong global distribution network."

"This acquisition brings a high-quality

product into our full-line of turf equipment," said John Wright, Toro's director of marketing for golf equipment. "We'd been looking at updating our line of aerators. The Multi-Core aerators will have immediate appeal to our customer base."

...

In related news, Hardi International and Toro have partnered to distribute Toro-branded sprayers to the worldwide turf market.

Under the agreement, Hardi, a global manufacturer of sprayers and spraying equipment, will manufacture sprayers to

Continued on page 64

Eco Soil gets EPA nod

RANCHO BERNARDO, Calif. — Eco Soil Systems Inc. announced that the Environmental Protection Agency (EPA) has approved the use and distribution of the company's proprietary biopesticide, Spot-Less, though the its patented BioJect biological distribution.

In addition, Eco Soil has reorganized into two divisions, Turf Partners and Ag Supply. The company undertook the reorganization, which will result in a special charge of between \$4.0 million and \$5.0 million in the forth quarter of 1998, to consolidate its acquired businesses, strengthen its distribution and technical sales support and reduce operating expenses.

The EPA has registered its microbial product, Spot-Less (*Pseudomonas aureofaciens* TX-1) as a biopesticide for use against turfgrass diseases and its proprietary BioJect system as the distribution system for Spot-Less. Eco-Soil successfully completed all the toxicological tests required by the EPA.

Although the EPA has requested that the company perform certain additional routine ecotoxicology tests over the next two years, the EPA approval permits the Eco Soil to begin immediately using and distributing Spot-Less through the BioJect system.



Watermation enters liquidation

By TREVOR LEDGER

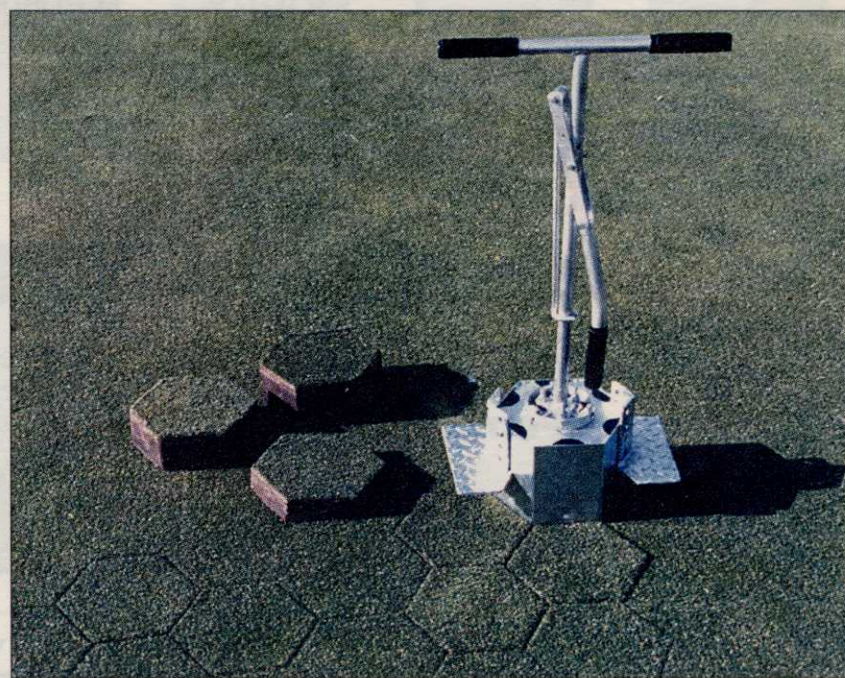
ALDERSHOT, England—Watermation, one of Europe's largest irrigation firms, went into voluntary liquidation on January 19.

Andy Burbage, sales director of the Hampshire-based firm, suggested that there may be the possibility of a "small management buyout by 10 [as yet unnamed] individuals, but this would be subject to the agreement of the creditors who are met in February."

Watermation has been trading for over thirty years yet, despite this experience, could not avoid liquidation.

Burbage explains the market situation faced by the company recently: "The irrigation industry is really cut-throat now. We believe

Continued on page 65



NEW PRODUCT OF THE MONTH: MILTONA HEXAGON TURF PLUGGER

MILTONA, Minn. — The Hexagon Turf Plugger from Miltona repairs damaged areas by forming a solid honeycomb pattern without gaps or overlap. The hexagon shaped plugs mesh together instantly restoring an area's natural appearance. This pattern also promotes rapid turf recovery. The Hex Plugger is adjustable, varying the depth of the soil plugs from 2 to 6 inches. The cutting head attaches to a lever ejection handle. The ejection system removes soil plugs from the cutting head. Stand on the plugger's footpads to force the cutting head into the soil. Activate the ejection handle to remove soil plug from plugger. Extract plugs of damaged turf and replace with plugs from a nursery area. This process will instantly restore an area's natural beauty. Use on golf courses, athletic fields or any grounds area. For more information, contact 800-456-4351.

Terra restructures pro products organization

SIOUX CITY, Iowa — Terra Industries is restructuring its professional products organization. The company said the reorganization is aimed toward helping Terra better focus on teamwork.

"Terra is restructuring to facilitate its continued growth in professional products," said Karen Hartman, who has been named

distribution professional products manager. "By dedicating personnel to specific markets within territories, we're allowing our salespeople and managers to focus and optimize their resources."

Hartman directs the company's professional products



Karen Hartman

sales and marketing activities, pursues new business opportunities, and develops goals and strategies for the organization.

She has a bachelor's degree in agronomy from Virginia Polytechnic Institute and State University, and work experience with Chevron Chemical, Valent and Asgrow Florida Company.

Griffin continues to gear up staff

VALDOSTA, Ga. — Griffin L.L.C. is pleased to announce the recent hiring of David Warman as U.S. sales manager of the turf, nursery and ornamentals for the specialty products group (T/N/O).

Warman previously held several sales positions within the turf and ornamentals division of Novartis. A graduate of Oregon

State University, Warman has 20 years experience in the specialty products business, and is currently located in Portland, Ore..

In his new position, Warman will be responsible for expanding sales of the Griffin L.L.C. line of specialty products throughout the United States.

Reporting to Warman will be Rick Grant, also recently hired by Griffin. Grant was previously with the Donlar Corporation, St. Louis, Mo., where he was responsible for market development in turf.

Grant is a graduate of Purdue University and also worked for Novartis for five years prior to joining Donlar. He will be responsible for sales in the Northeastern United States, and is currently working in Noblesville, Ind.

Griffin is also retaining the services of Don Taylor, Taylor Biological Testing as senior development manager, specialty products. Previously employed by Novartis for 29 years, Taylor held various field development positions in crop protection and specialty products. His last position was that of Southeast regional R&D manager for specialty.

In a realignment, Jeff Hayslett, with the Griffin Agricultural Chemicals Group, assumes additional responsibility for the T/N/O product line in the Midwest. Hayslett is located in Parkville, Mo. Trey Warnock will continue in his position as territory manager for the southeast, based out of Fairhope, Ala.

"Adding these strategic field sales, technical service and management positions puts Griffin in an excellent position to become a leader in specialty products for the turf, nursery and ornamentals market," said Owen Towne, who continues in his position as global business director, specialty products.

JEPPSON JOINS ABT

HENDERSON, Nev. — Kent Schulze, president and chief operating officer (COO) of AgriBioTech Inc. (ABT) announced that the company has filled the position of director of production. Randy Jeppson joins ABT as director of production, reporting to the president and COO.

The director of production will be responsible for the production and procurement of all crops and species sold by ABT, including all production locations.

Jeppson joins ABT from Monsanto, where he was vice president and general manager of international seed for Cargill Hybrid Seeds' international operations. In this position at Cargill, Jeppson implemented a global organization and business system to integrate over 20 individual businesses into one company.

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METH-EX 40



LESCO opens new fertilizer facility

ROCKY RIVER, Ohio—LESCO Inc. has opened a new 90,000-sq. ft. fertilizer production facility in Sebring, Fla.. The plant incorporates advanced quality control methods and is producing standard and mini-sized fertilizers and combination products.

The Sebring operation, which can accept raw material by truck or rail, has 12 storage silos for regular particle size material and seven silos for mini particle size product. The increased storage for raw material, plus state-of-the-art computer technology, production enhancements and expanded capacity expedites production and order fulfillment and allows quicker turnaround of custom-blended products.

The quality assurance area of the facility tests all products to insure compliance with regulatory restrictions and package labeling.

Flowtronex expands factory direct network

DALLAS — Flowtronex PSI is expanding its factory direct service network to Georgia with the creation of the Eastern Service Group.

The full-service division will provide service and system upgrades for all brands of pumping systems throughout the eastern U.S. The new division includes and extends territories previously served by the Richard Embry Company, which Flowtronex PSI acquired last fall.

The company said Georgia customers can turn to a new Flowtronex PSI Eastern Service Group satellite office in Atlanta, which soon will be staffed by three full-time technicians. Another satellite office is underway to serve Orlando and northern Florida.

Together with North Carolina-based operations, the Eastern Service Group will stretch from Alabama east to North and South Carolina and from Orlando north to Eastern Tennessee and Kentucky.

The Eastern Service Group will supplement and support existing FlowNet service centers, which are independently owned service providers trained on Flowtronex PSI systems.

Aimcor changes to Profile

BUFFALO GROVE, Ill.—Aimcor, manufacturer of soil conditions and other products for golf courses, announced that it has changed its name to Profile Products LLC. The company manufactures products as Turface sports field conditioner and porous ceramic soil conditions.

According to Profile President Mark Lewry, "The name change reflects the evolution of our company into a full-service soil solution business." Lewry also announced that the company added several new positions to support its growth.

Lofts moves Md. facility to Savage

BALTIMORE, Md.—The Maryland branch of Lofts Seed, Inc. is relocating its Maryland operations to Savage, Md.

"We had a need for a facility that can accommodate our production and distribution needs in the Mid-Atlantic States, and plans for future growth," stated John Brader, branch manager for Lofts in Maryland.

Lofts, a division of AgriBioTech,

merged with Lofts Seed and acquired Seed Corporation of America in early 1998.

The newest facility is the combined operation of Seed Corporation of America and Lofts Seed's Maryland branch. The facility will be staffed by 26 employees from customer service, warehousing, shipping, packaging and management.

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Asia/Australia	5,684
Central/So. America	396
Africa	55
U.S.A.	86
Total:	15,100

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- Builders
- Course & Grounds Managers
- Club Secretaries
- General Managers
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E-Z-GO ready with LX line

E-Z-GO Textron, manufacturer of golf cars and utility vehicles, has expanded its line of Workhorse turf utility vehicles with the new Workhorse LX line.

The LXs, which feature the rugged, truck-like cowl from the Workhorse ST 350, provide the same solid features that have made the regular Workhorse line some of the world's most suc-

cessful turf care vehicles.

Like the regular Workhorses, the LX models have differential scuff guards, tubular front bumpers, bed liners, horns and fuel gauges or charge meters. And with the ST cowl with headlights, Workhorse LXs can be out on the job all day long. For more information, contact 706-798-4311.

CIRCLE #201

Rain Bird introduces Nimbus II

Rain Bird's Golf Division introduced Nimbus II, the newest member of its family of Windows-based central irrigation control systems.

Nimbus II features a powerful mapping capability that allows the superintendent to integrate a custom map of the

course into the central control system by using Rain Bird's Course Designer software or by importing a BMP or TIFF file provided by a designer.

This type of intuitive map-based irrigation control, along with the Course Monitor module, can help determine individual rotor activ-

ity, monitor pumping stations and graphically control the flow of water. Map-based irrigation control can also be used to generate required water usage reports. Additionally, Nimbus II uses real-time sensors to monitor course conditions. For more information contact 800-984-2255.

CIRCLE #202

Ransomes serves up 22

The new Ransomes 22 walk-behind greens mower from Textron Turf Care and Specialty Products is engineered to reliably manicure formal turf with a high-quality cut.

The Ransomes 22 features a precision-machined, cast-aluminum drive drum and a high carbon steel, 11-blade reel. The electronically balanced reel delivers a tight .205-inch cutting frequency and provides a smooth, uniform, 22-inch cut—down to 5/64ths of an inch. For more information call 888-922-TURF.

CIRCLE #203

SRO/Royal to market GRANDE

Seed Research/Royal Seeds of Corvallis, Ore., is marketing GRANDE, a unique variety of Turf Type Tall Fescue developed by Dr. Leah Brilman. GRANDE has rhizomes, a specialized stem that grows horizontally at or just below the soil surface and acts as a storage organ and means of propagation. For more information, contact 800-753-0990.

CIRCLE #209

Toro

Continued from page 61

be sold under the Toro brand name worldwide. The products will be manufactured in Hardi's plants in Europe and North America and sold through Toro's distributor network.

Toro has also announced that it has completed the sale of its BioPro brand name and turfgrass liquid nutrient formulas to TerraBiotics, a New Jersey-based manufacturer of specialty agronomic products for the turf and ornamental market.

BioPro is Toro's product line for fertilizer and other turf nutrients for golf courses and turf landscapes.

Under this agreement, TerraBiotics will produce and market liquid nutrients under the Toro BioPro name and Toro will continue to provide diagnostic services to nutrient customers, including infrared analysis.

GOLF COURSE NEWS

Jacklin sheds light on shade tolerant Bluegrass.



NuGlade
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Forget everything you know about bluegrass and shade tolerance.

The second generation of Glade

is here—the latest introduction from Jacklin's Five Steps Above Program. NuGlade grows well in moderate shade, making it the perfect bluegrass for tree-lined fairways and other low-light areas. NuGlade maintains its rich, deep color, even in shadows and at low cutting heights.

This breakthrough variety better resists disease and stress even when cut at 1/2 inch.

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CIRCLE #132

MEDALIST
AMERICA
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The new Toro Workman 1100 designed to hug the road.

Toro's new Workman designed to hug

The Toro Co. has introduced its Workman 1100, a new utility vehicle designed to hug the terrain, providing revolutionary stability, traction and ride. The 1100 is equipped with an Active In-Frame suspension and an independent front torsional suspension that provides a smooth and stable ride. It also features protected storage spaces under the seat and hood. For more information, contact 612-888-8801.

CIRCLE #204

DTN ready with Storm Sentry

DTN Weather Center has introduced DTN Storm Sentry PC, a new weather information service designed to provide real-time, single-site NEXRAD access on a PC. DTN Storm Sentry allows customers to use their existing Pentium PC and equipment. DTN provides the software, manuals, Ku dish and a small velocity receiver.

CIRCLE #207

Watermation

Continued from page 61

that very few, if any, companies are making money. On top of that, the last two years of wet weather really haven't helped."

Clearly the future is uncertain for both Watermation and its creditors.

However, Burbage is relatively upbeat about the prospects: "We are confident that there will be a maintenance and consulting outfit of some description coming out of all this, but we're not sure what form it will take and it might not be called Watermation. I ought to emphasize that there are 200 maintenance contracts outstanding that have been paid for and Jack Wheeler, our Director of Maintenance, has pledged to do his best to honour these, despite not being legally bound to do so."

NEW PRODUCTS FROM THE SHOW

Precision Labs introduces new wetting agent

Precision Laboratories introduced a breakthrough in wetting agent chemistry that helps eliminate localized dry spots for months. Cascade is a product that promotes faster, deeper water penetration throughout the root zone for improved turf color and quality.

University tests show that Cascade fights hydrophobic

soil conditions and eliminates LDS better and longer. This saves money, time, and labor compared to conventional wetting agents, which require monthly, weekly, or even daily applications and more frequent irrigation.

For more information call 800-323-6280

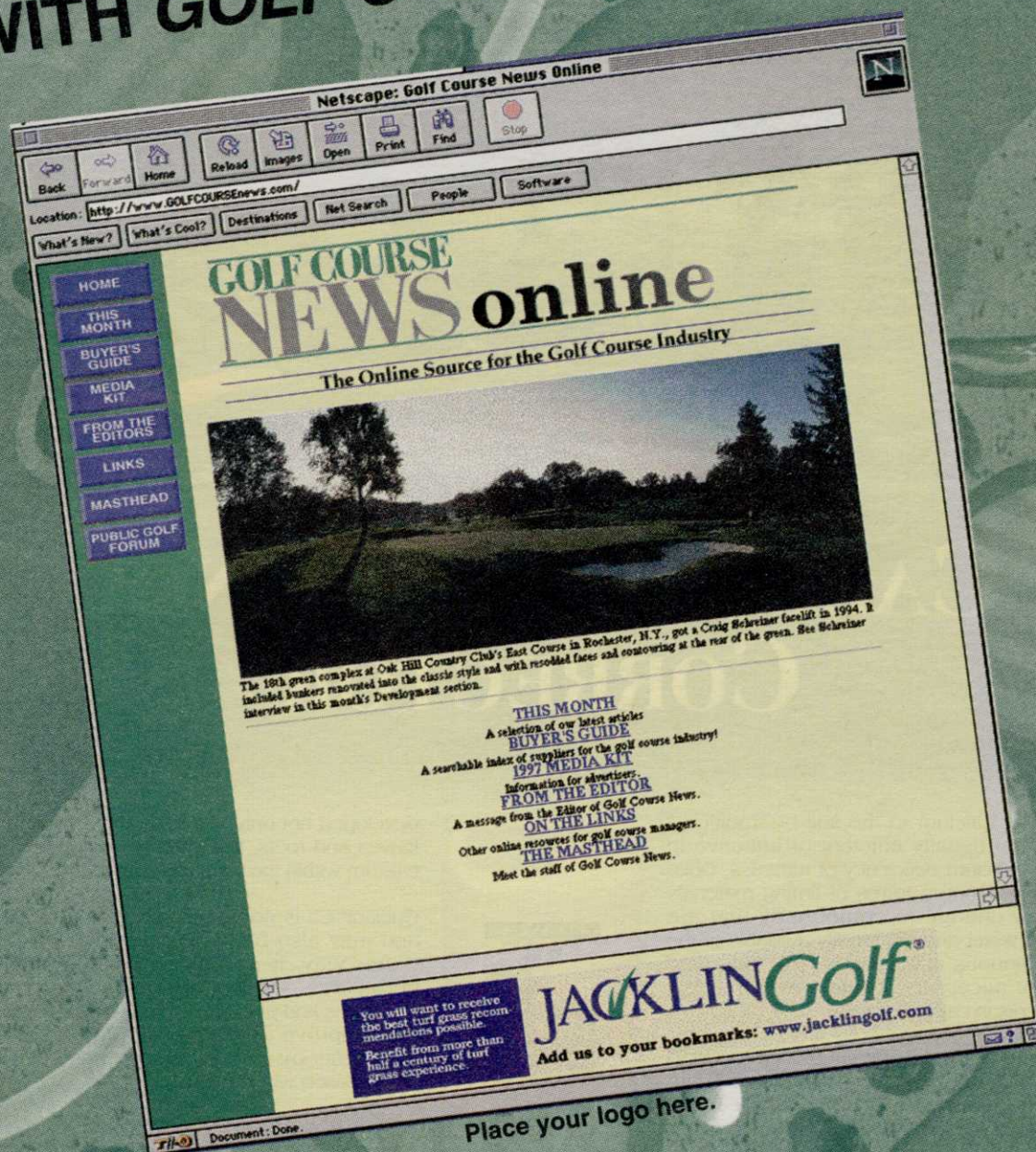
CIRCLE #205

Rohm Haas taps the keg

The new green drum, available from the Rohm and Haas Company, manufacturer of Eagle fungicide, contains 30 pounds of product, which will cover 22 acres of turf at label rates. The 30-pound Full Course Keg was developed to make the handling and application of Eagle fungicide as easy as possible.

CIRCLE #206

STAY ON COURSE... WITH GOLF COURSE NEWS ONLINE



www.golfcoursenews.com

John Deere's Gator goes electric

John Deere has introduced the Electric Gator. Designed for customers concerned with operational sound levels and exhaust emissions, the Electric Gator is a clean, quiet option for such indoor work areas as warehouses and such outdoor work areas as college campuses and resorts.

The electric utility vehicle pro-

vides the same advantages of the gas and diesel models—low ground pressure to help prevent ground compaction, smooth operation that's easy to learn, safety protections, durability for long life and easy access to service points for convenient maintenance.

Designed for quick acceleration and steady performance between chargings, the Elec-

tric Gators feature overspeed and roll-away control. This reduces the risk of dangerous high-speed situations by preventing the vehicle from free-wheeling down an incline when either carrying a light load or left unattended.

An anti-roll-back function prevents the vehicle from freewheeling in the opposite direction when stopped on a grade.

CIRCLE #210

Redexim Charterhouse announces 2nd generation Verti-Drains

Redexim Charterhouse announced a second generation of its Verti-Drain aeration system. The Verti-Drain models include the 75 Series of larger, higher work-rate units as well as the company's new, high speed Mustang 7117 model.

Along with the new Verti-Drains, the company has also announced a few new products for the North American market, including the Slit Seeder, Tow-N-Seed and Pedestrian Scarifier (dethatcher) units. For more information, contact 800-597-5664.

CIRCLE #211

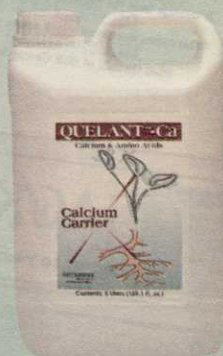
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developed not only to facilitate absorption by the leaves and roots, but to increase mobility of the calcium within the plant as well.

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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Nutramax Laboratories' at: 800-925-5187



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Griffin

Continued from page 1

Rick Geise, director of marketing for Griffin, said: "Our approach has always been plain, simple country values: conserving resources conserves money... We believe that nobody does as good a job on the environmental side as we do as a company. But we also want to try to do better, which is one of the challenges we've all embraced with Ron's program."

Griffin Industries produces Nature Safe fertilizer at a plant in Henderson, Ky., but also operates nine plants that recycle bakery feeds and others that are rendering or cow-hide operations. All the properties included in the Sanctuary System encompass several thousand acres in the Southeast, Southwest and Midwest as well as headquarters in San Francisco, outside Philadelphia and Cincinnati.

"To me," said Dodson, "this forms the basis of a very unique partnership... Lots of environmental groups have gotten involved in licensing of logos — green watch issues where they stick logos on things saying they are wonderful products. We decided not to do that. We decided to form a partnership based on corporate philosophy and an Audubon philosophy being adopted by a corporation, not necessarily just a product."

"We challenged Griffin Industries to adopt the Audubon Principles of Sustained Resource Management as part of their corporate mission statement. They've done that," he added. "We challenged them to put all of their corporate facilities in the Audubon Cooperative Sanctuary Program and try to get all of them fully certified as Audubon Cooperative Sanctuaries. In other words, we told them, 'You need to walk the talk before you talk the talk. You need to make a personal and corporate commitment to conservation and sustainability in the way you do things.' They have risen to that challenge."

The long-term partnership with Griffin, Dodson said, will "improve the quality of the environment, and help people make

Continued on page 70

Golf Course Classifieds

To reserve space in this section, call Jean Andrews 207-925-1099.

HELP WANTED

MID-AMERICA GOLF & LANDSCAPE

Golf course construction projects in Midwest. Seeking experienced construction superintendents, shapers, finishers, and irrigation personnel. Qualified individuals send resume to: **Rick Boylan c/o Mid-America Golf & Landscape Inc., 620 SE 291 Hwy, Ste. 104, Lees Summit, MO 64063 or Fax to: (816) 524-0150.**

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Sub-contract shaping. Higher wages plus profit sharing. References required. The "shaping only" company:

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National golf construction firm is seeking qualified shapers, supervisors, foremen, lead men, irrigation superintendents and installers. Applicants must have a minimum of 3 years related golf course experience. Send resumes to:

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Interested parties can obtain the tender documents from the "Societe Montazah Tabarka", Immeuble STUSID, 32 Rue Hedi Karray, (ancienne route de la Soukra) 1080 Tunis against payment of the sum of ONE HUNDRED AND FIFTY (150) tunisian dinars.

Interested parties can, if they wish, obtain the tender documents via express mail, by sending a request and the sum of TWO HUNDRED (200) tunisian dinars to the "Montazah Tabarka Company".

A visit to the golf course can be arranged for any interested party who is in possession of the tender documents, on appointment with Mr. Mohamed Ferid Ben Aissa, General Manager of "Montazah Tabarka Company" (Tel. 216-1-719.861 - office hours -).

The offer must be sent as specified in the tender documents in a sealed envelope carrying the words "VENTE GOLF DE TABARKA - A NE PAS OUVRIR" by registered mail to the following address:

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Immeuble STUSID
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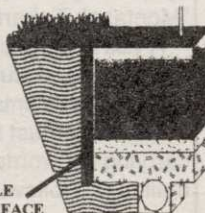
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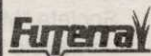
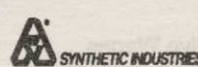
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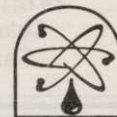
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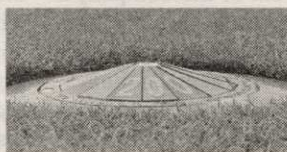
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*Appears in regional editions.

Griffin

Continued from page 66

better decisions as to what they may be doing on their property in regards to impacting the habitat, water quality and air quality."

Use of renewable resources and an organic-based approach to caring for things like turfgrass is a major issue for Audubon International, which operates the Sanctuary Program.

To ensure continued compliance with the Principles of

Sustainability, Griffin like the many golf courses in the program, will need to be recertified yearly. The company will be able to use the AI logo as long as it remains certified.

Already, six of the company's properties are fully certified, having passed through the half dozen areas of environmental action.

Griffin employees "have embraced it, enjoyed it," said Geise. "And people in the communities have come out to join in on our programs."

Michael Schmidt, Griffin's environmental manager, has been working with AI staff ecologist Joellen Zeh on the broad-ranging project.

Geise said perhaps the most difficult task Dodson faces in winning companies and golf courses into the Sanctuary Program is a feeling that it is a policing or regulatory system. "But it's all voluntary," he said. "To us, it made a lot of sense to get involved — not just from a Nature Safe point of view."

Golf courts

Continued from page 13

golfer with increased opportunities — seen as a real bonus in an era where time and space are at a premium.

The safety of the golfer on a golf court is equal to that on a full blown course thanks to the lower number of golfers per acre. A maximum of three matches and twelve players can use the court at any one time.



With Christy O'Connor Junior and Laura Davies lending their support in the company brochure, a certain level of kudos have already been attained and there are already 10 golf courts going through planning consent in the United Kingdom.

With leisure entrepreneur Chris Drummond promoting Golf Courts in South Africa and the new company offices in Kuala Lumpur, Malaysia, the compact layouts look set to gather an international following.

John Sale again: "We see our biggest potential market in the United States and plan to break into it as soon as possible."

The major client base for golf courts appears to stem largely from the following social groups: hotel guests, children, women, beginners, business people, senior citizens and the disabled members of society. Environmentally, golf courts are naturally very acceptable — aside from taking up only one tenth of the size of a normal golf course, they also use less water, fewer chemicals and disturb the surroundings much less.

The compactness of a golf court allows inner cities to accommodate them on brown field derelict sites, creating an "inner city lung" right in the middle of a section of society who either have no chance to play the game or who have to travel many miles in order to do so.

This final point has long been cited as an important aspect for the development of golf as a growth sport.

As long ago as 1933 that doyen of revolutionary golf course architecture, Dr. Alister Mackenzie, stated that: "...golf courses for the masses are of value only when they are in close proximity to large towns."

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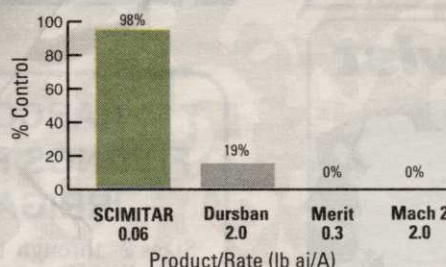
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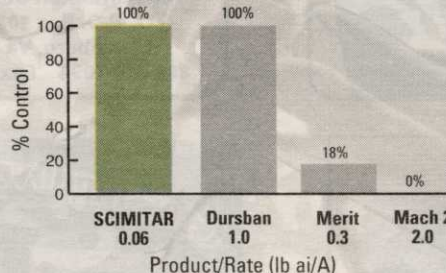
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Control of Annual Bluegrass Weevil



Source: S. R. Alm, et al, University of Rhode Island, Kingston, RI, 1997.

Control of Adult Black Turfgrass *Ataenius* Weevil



Source: H.D. Niemczyk, Ohio State University, 1996.

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