

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 11, NUMBER 11
NOVEMBER 1999 • \$5.50

INSIDE

Ryder Cup Diary

Superintendent Kevin Ross chronicles his experiences as a volunteer at The CC of Brookline 9

Tools of the Trade

GCN premieres a new column highlighting maintenance equipment used at various courses 11

Hurricane Floyd leaves its mark on Carolinas

By PETER BLAIS

WILMINGTON, N.C. — Hurricane Floyd and the heavy rains that followed in mid-September left numerous courses submerged and forced many to close for a month or more.

Floyd came ashore here Sept. 13. The Wilmington area was hit full force by the hurricane, but escaped the worst of the floods, according to Joey Hines, head pro at Cape Fear Country Club.

"We got 33 inches of rain, but never flooded to the point many other courses did," Hines said. "Anything from Wallace to Kenston to Greenville was badly flooded. The perimeter roads leading into and around Wilmington were washed out. But Wilmington did not have real bad floods."

Continued on page 13



RTJ II TRACK NO GAMBLE IN VEGAS
Golf course architect Robert Trent Jones Jr., right, discusses a modification in the design of a fairway at Southern Highlands Golf Club in Las Vegas with club President Garry Goett. See story, page 17.

COURSE MAINTENANCE

- Breaking the ice saves turf 11
- Shop Talk: Mower storage rack 12
- Nancy Lopez wins Old Tom Award 16

COURSE DEVELOPMENT

- Ground broken for Pine Valley neighbor 3
- Kentucky plans seven state courses 5
- Coore, Crenshaw team on Long Island 17

COURSE MANAGEMENT

- Crown Golf to open Calif. track 4
- Signet portfolio grows to five courses 35
- IGM takes reins at World Woods 38

SUPPLIER BUSINESS

- AquaSO2 expands facility 39
- Cenex/Land O' Lakes improves marketing 40
- Redexim Charterhouse relocates 41

Supers benefit as outsourcing grows

By ANDREW OVERBECK

Using outsourcing for various tasks is becoming increasingly attractive to superintendents and golf course operators across the country. Independent contractors can often out-perform the regular maintenance staff in specialized tasks like fertilizer applications and aerification or relatively simple jobs like maintaining the clubhouse grounds. More and more superintendents are employing these services because it saves time, manpower and maintenance costs and provides access to specialized services and new technology that were previously out of reach.

"Outsourcing jobs means there is one more headache that superintendents don't have to worry about," said Terry Buchen, president of Terry Buchen Golf Agronomy International, a consulting firm based in Williamsburg, Va. "They can make more use of their existing crew. For

Continued on page 37



Tyler Enterprises' custom fertilizer application truck in action.

PRODUCT NEWS



John Deere revamps ProGator

The new John Deere ProGator is a compact, maneuverable utility vehicle designed for use on golf courses. It features a new engine, transmission, and suspension system, making it more efficient and durable than previous models.

E-Z-GO rolls out PD5 golf cars



The E-Z-GO PD5 is a new model of golf car designed for improved performance and comfort. It features a new engine, transmission, and suspension system, making it more efficient and durable than previous models.



Mikano Trimmer makes the cut

The Mikano Trimmer is a new model of trimmer designed for improved performance and comfort. It features a new engine, transmission, and suspension system, making it more efficient and durable than previous models.

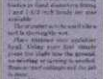
New Hover Mower from Eastman Industries



Toro's Reelmaster rolls light, cuts big

The Toro Reelmaster is a new model of reel mower designed for improved performance and comfort. It features a new engine, transmission, and suspension system, making it more efficient and durable than previous models.

INSIDE



NEW FROM GOLF COURSE NEWS

For a preview of GCN Product News, which will debut in March, see the pullout section, pages 21-28.

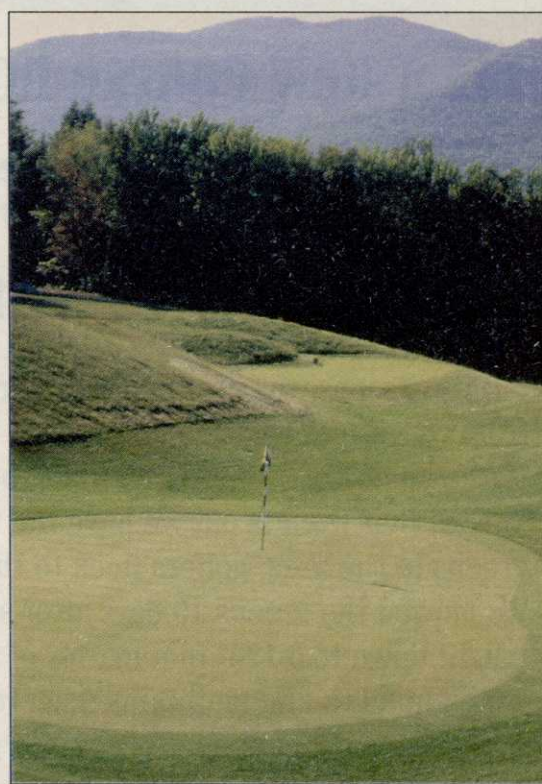
Development management new to the golf industry

By MARK LESLIE

PALM DESERT, Calif. — From the blades of grass on the golf course to the depth of the sewers on the streets of a development, Winchester Development Co. controls what it does as no other company does. Indeed, Winchester is a new breed of company, defining a previously undefined niche: development management.

"We know where everything goes on a golf course project," said Craig Bryant, co-managing partner with John Shaw of Winchester, which has offices here, in

Continued on page 34



AMERICA'S (ARGUABLY) OLDEST COURSE ADDS NINE

After 113 years of operating as a nine-hole course, Dorset Field Club in Dorset, Vt., has added another nine holes, designed by Steve Durkee. See story, page 17.

NEWSPAPER

THE REASSESSMENT

October: Internet release of preliminary risk assessment, public comment period opens.
December: Public comment period closes.
February, 2000: Release of revised risk assessment, public comment period opens.
April, 2000: Public comment period closes.

Comment starts on chlorpyrifos

By ANDREW OVERBECK

The Environmental Protection Agency (EPA) has released its initial risk assessment for chlorpyrifos, an organophosphate commonly used in turf and ornamental applications and known to the golf course industry as Dursban. Under the Food Quality Protection Act (FQPA) of 1996, the EPA is systematically reassessing numerous classifications of pesticides

Continued on page 32

Outsourcing

Continued from page 1

example, going to bulk fertilizer applications means that the crew doesn't have to spend time unloading bags and filling up spreaders or putting it out."

Outsourcing not only helps to streamline operations but it also helps keep capital expenses to a minimum.

"Instead of paying \$10,000 to buy

an aerifier, clubs are more than happy to budget \$2,000 a year to aerify the greens," said Buchen.

Time is money, according to Tim Anderson, superintendent at Prestwick Country Club in Frankfort, Ill.

"I could buy a Vertidrain and a Hydroject machine and over time and I may save money," said Anderson. "But the bottom line is that the contracting company can come out with three tractors and

three Vertidrains and in one day get through the whole course. It would take me a whole week."

Matt Taylor, director of golf course operations at Bonita Bay East in Bonita Springs, Fla., also uses outsourcing to handle several tasks that were at one time eating away at his manpower hours. Taylor employs contract maintenance to handle fire ant bait, mosquito insecticide and fertilizer applications and has

been pleased with the results.

"It is cost-effective and the efficacy is improved," said Taylor of the aerial fire ant bait and mosquito insecticide applications. "We just started this year with the wall-to-wall fertilizer applications. When I first looked at it I was dead set against it, because I'm already paying for the labor and I've got a 160-gallon sprayer. But since the bulk fertilizer truck has 40-foot booms

and greater capacity, it gets done twice as fast."

For these reasons, bulk fertilizer applications and other specialized services have become more popular.

Elwood, Ill.-based Tyler Enterprises, a manufacturer of custom-blended fertilizer, rolled out its first bulk fertilizer application truck this fall and has been overwhelmed by the response from area golf courses.

"We started the service in September and we are fully booked through the end of November," said Bill Davis, sales manager for Tyler Enterprises. "We are already ordering a second truck."

According to Davis, superintendents are getting into bulk fertilizer applications not only because it saves time but because it is more accurate. "We map the course in GPS as we apply, showing exactly how much has been applied and where," said Davis. "At the end we can give the superintendent a read-out of the course. It takes the hit and miss out of the way."

For Anderson this is definitely a plus.

"The truck can tell you how much went out where and can correct for mistakes as they ap-

Continued on next page



IT GOES FARTHER, LASTS LONGER & IT'S MORE ACCURATE THAN ANY YOU'VE TRIED BEFORE.

Ask the microbes in your soil, they'll tell you.

LiquiGreen™ is a slow release, non-burning organic

source of nitrogen that is safer to

use and delivers more consistent results.

- Thatch is minimized.
- Root mass increases by up to 40%!
- Plants are more resistant to disease.
- Weather and even drought will take less of a toll.



traffic areas — like tee boxes, greens

and fairway landing areas.

And that adds up to a better

looking, better playing golf

course for your golfers. Plus,

LiquiGreen is as safe to use as it is hard-working.

It does not burn — it has a salt index that's 8-9 times

less than other nitrogen sources; you could virtually

triple the rate with no adverse effects! It also stays

put. There's very little leaching with LiquiGreen; no

nitrates will be showing up in

the water table.

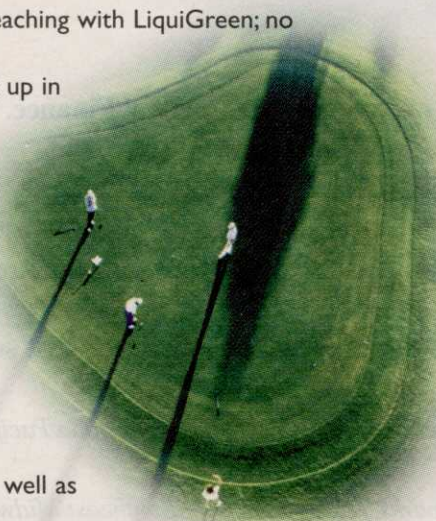
The end result?

LiquiGreen helps you

grow consistently,

healthier plants that

benefits your course as well as



the environment!

Ask any microbe....

Apply LiquiGreen and immediately, billions of microbes in the soil begin to convert LiquiGreen to available nitrogen. The LiquiGreen slow release formula keeps a consistent level of nitrogen in the soil, longer. More available nitrogen in the soil creates thicker and healthier turf.

Healthier plants

stand up better in high

LIQUIGREEN™

800.621.5208

FOR HEALTHIER PLANTS.

GolfSwitch

Continued from page 35

ent golf course tee sheets at a time on a single computer monitor, allowing travel companies to book tee times at multiple courses for customers.

America West Golf Vacations realized that for their vacation planners to effectively make automated golf reservations they would have to become fluent in the numerous systems in use. That was a daunting, if not impossible task.

"We needed some interface that would allow us as a third-party provider to talk to multiple tee sheets," said Jeff Reich of America West. "GolfSwitch provided that interface. It gives golf courses the autonomy to pick the automated tee sheet that fits their needs and allows third-party providers, like ourselves, the opportunity to book tee times electronically."

Tee times are booked and confirmed in seconds. The GolfSwitch system accepts all major credit cards, allowing tee times to be guaranteed and held with a customer's credit card number.

There is no charge to courses installing GolfSwitch. And course operators can make as many tee times available to GolfSwitch users as they desire.

GolfSwitch makes its money by assessing a surcharge to the travel or vacation planner for every tee time booked using its software.

IGM adds World Woods to portfolio

LAKELAND, Fla. — International Golf Maintenance, Inc., (IGM) has reached a multi-year, multi-million-dollar agreement with World Woods Corp. to provide maintenance services at its three courses. It is the largest volume maintenance agreement ever executed by IGM.

Designed by Tom Fazio in 1993, the World Woods complex is a combination of three courses: Pine Barrens, Rolling Oaks, and the Short Course. Pine Barrens is rated 75th in Golf Digest's annual ranking of "America's 100 Greatest Courses."

Outsourcing

Continued from previous page

ply," said Anderson. "Our equipment is a ground-driven spreader and so we have to trust our initial calculations because we don't have that type of knowledge as we are putting it out."

However, not everyone is that impressed with the with bulk fertilizer applications. The 40-foot throw of bulk application trucks is

one limiting factor. "I have a lot of narrow fairways and wetlands areas that make using a truck with a 40 foot spread impractical," said Chuck Anfield, superintendent at Heritage Bluff Golf Club in Channahon, Ill. "It is better suited for a wide-open course."

Control over timing is another issue. "I can buy bulk fertilizer and store it myself," said Anfield. "I am old school. I want to be able to put it down right when I

think it needs it. Using bulk application, you are locked into a date and have no flexibility."

Indeed, timing limits the capabilities of some applications. Nick Spardy, vice president of the Western region for Turf Partners, has seen the company's fertilizer application business take off, but is hesitant to get too involved in time-critical services such as overseeding.

"We just did 300,000 pounds of overseeding in San Diego," said Spardy. "But seed is not something that we really want to do a great deal of because it is very difficult and logistically it is tough because courses are on such a narrow time frame."

For that reason Spardy and Turf Partners are focusing on the bulk fertilizer application business. The company has 10 trucks in service throughout the country, three new ones on order and is expanding service into Arizona and Nevada.

NEW TECHNOLOGY

As the outsourcing industry continues to grow, it brings new technology to the forefront.

In order to remain competitive with national distributors, regional companies like Jacksonville, Fla.-based Southeastern Turf Grass Supply have been driven to devise new ways of doing business. The company created a contract maintenance division, Turf Solutions, that among other standard services offers a revolutionary overseeding technology that blows seed directly into the turf canopy (see GCV story Oct. 1999).

However, new ideas are not limited to regional companies. Memphis, Tenn.-based Resource One, the marketing division of newly formed Cenex/Land O'Lakes Agronomy Co. (see story page 40) bought Florida-based Subsurface Granular Injection in March.

"It is a prescription injection service for fine turf that puts out granular products and liquid products simultaneously at 4,000 psi," said Jeff Mobley, marketing manager of turf and ornamental for Resource One. "You can apply compatible products such as insecticides and wetting agents or micronutrients and mole cricket insecticide together. And by injecting these products directly into the turf it keeps them away from surface runoff and improves the efficacy."

The service is available only in Florida, but Resource One is looking to expand prescription injection services throughout the Southeast in the next year and is building more machines to handle the increasing demand.

"It is attractive because superintendents know it is being taken care of correctly and they don't have to worry about liability or restricted pesticides," said Mobley. ▶

The smartest lenders in the golf business have hatched a new name.



NationsCredit is now Bank of America Commercial Finance. The smartest lenders in the golf business, our Golf and Recreation group, have hatched a new name. We're the same knowledgeable experts, now able to serve you better, thanks to the power and the resources of Bank of America. Sure, our name might be a bit longer these days, but so is the list of services we can offer.

Mid-Atlantic/Northeast, Rick Nekoroski 978-777-8560 • Arizona/Pacific Coast, John Seeburger 949-442-4356.

Texas/Mountain States, Steve Sparks 775-832-4447 • Southeast/Midwest, Debbie Suppa 770-643-7788.

Bank of America

