

# GOLF COURSE NEWS

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INSIDE

## US-UK Internships a Boon

English, Irish, Scottish students intern in U.S., while Americans go abroad ..... 13

## New Products Galore

A special section features new hardware, chemicals, accessories, drainage items, turf and seed ..... 29-36



### KEY WEST CHALLENGE

The Key West Golf Club (GC) float, above, graced the streets of this Florida Keys outpost during a recent parade. Key West GC's Rob Johnson, head superintendent at the southernmost golf course in the continental United States, is the subject of this month's Super Focus on page 18.

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### PERIODICAL



CAR AND UTILITY VEHICLE MANUFACTURERS WEIGH IN ON OIL SHORTAGE. SEE SPECIAL SECTION ON PAGES 38-41.

## BREAKING THE MOLD

### K-State opening Colbert Hills as crowning jewel

By MARK LESLIE

MANHATTAN, Kan. — The hot buttons are all being pushed and on April 29, Kansas State University will unveil la piece de résistance: Colbert Hills Golf Course.

Colbert Hills is the crowning jewel on Kansas State's pioneering turfgrass management program, a curriculum that has been tailored to prepare students for club management as well as superintendent positions.

University officials be-



Kansas State University's Colbert Hills Golf Course.

lieve it also sets the standard in other areas:

- The 27-hole facility will include a nine-hole par-3 course that will serve as a "living laboratory" for researchers and students. Sitting in the Transition Zone, Colbert Hills "has all the cool-season and all the warm-season grasses," said Director of Golf Course Operations and

General Manager David Gourlay.

- The nine-hole track will also be the National Academy of the First Tee program, named after Tiger Woods' father Earl, a K-State alumnus.

- Colbert Hills is in the final stages of becoming a Silver Signature Audubon Course.

Continued on page 24

### SUNY-Delhi program eyes 'whole team'

By MARK LESLIE

DELHI, N.Y. — Calling it "a blueprint" for other schools, State University of New York (SUNY) at Delhi is instituting a curriculum in which aspiring golf course superintendents, club managers and club professionals will be taught together under a new Department of Business Administration and Golf Course Management.

"What we hope to achieve in the 21st century is to get out of the box,"

Continued on page 12

### John Deere set to open new factory

By A. OVERBECK

WILLIAMSBURG, Va. — After nearly a decade of double-digit growth and continually outgrowing several manufacturing facilities, John Deere Vehicle Group is set to open a new \$30-million factory and headquarters here this summer. The 300,000-square-foot facility will house the manufacturing plant, a major design and engineering component and the sales and marketing team.

"The underlying reason for the facility is capacity

Continued on page 40



Large trees and classic bunkers are trademarks of Harding Park Golf Course.

### Harding Park faces new life, Tour

By DOUG SAUNDERS

SAN FRANCISCO — The city of San Francisco has tentatively reached an agreement with Arnold Palmer Golf Management to lease the aging Harding Park Golf Course for 35 years.

Under the agreement, Palmer Management will spend \$15 million to completely renovate the ignored jewel that is located along the shores of Lake Merced, just a stone's throw from the venerable Olympic Club. The goal is to bring the layout up to tournament standards in order to host the PGA Tour Champion-

ship in the fall of 2002.

Harding Park Golf Course was built in 1925 and is one of four public courses in San Francisco. Harding Park also includes a nine-hole executive course. The Fleming nine was named after its designer, Jack Fleming, who was a superintendent for the Department of Parks and Recreation and was a driving force in making the game of golf available to city residents.

During its 75-year history, Harding Park has hosted many amateur events, including the 1937 and 1957 USGA Public

Continued on page 52

Freddy Bird photo

# What they're saying about **The New Penn Pals**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**John Lof**, Supt.  
Michelbook CC, McMinnville, OR

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

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

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

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

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

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

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

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

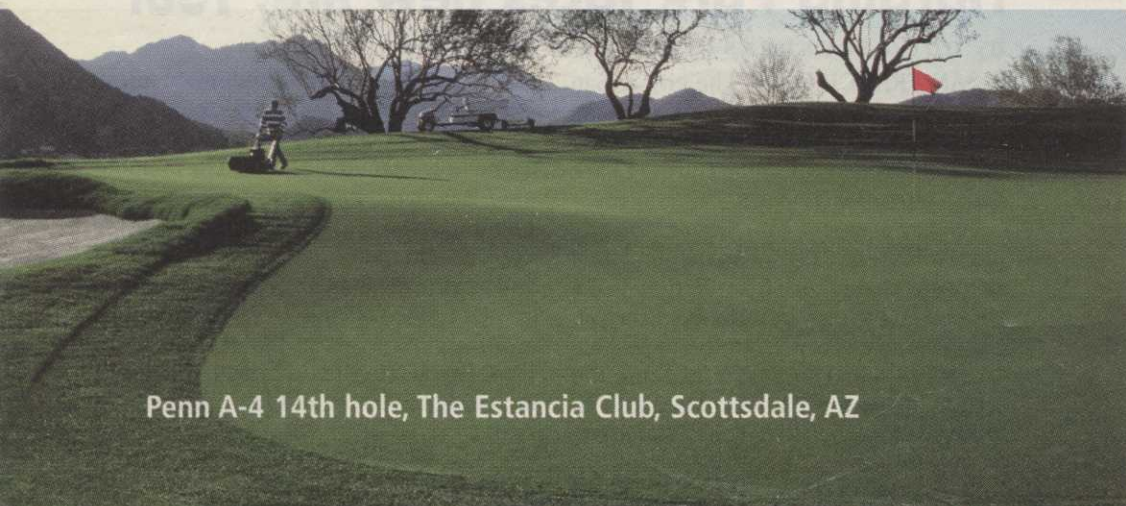
"We have 36 putting greens and 4 practice greens that have been converted from Toronto C-15 to Penn A-4 Creeping bentgrass.

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

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

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

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



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

Penn A-1  
Penn A-2  
Penn A-4  
Penn G-1  
Penn G-2  
Penn G-6  
Seaside II  
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## BRIEFS

**KIAWAH ISLAND, S.C.** — The newest addition to The Kiawah Island Club, the *Cassique* course, will open April 24. *Cassique* is the first solo design in the U.S. by golfer Tom Watson. Members of The Kiawah Island Club, a private club located on Kiawah Island 30 minutes south of Charleston, S.C., also enjoy championship golf at The River Course, an 18-hole design by Tom Fazio.

•••

**SCOTTSDALE, Ariz.** — Camelback Golf Club has reopened after 10 months and \$16 million of enhancements that include a complete re-design of one of the two 18-hole courses, a new practice range, and a new 36,000-square-foot clubhouse. The new, par-72 Resort Course was designed by architect Arthur Hills. The 6,868-yard layout features traditional square tees, dramatic bunkers, many new water hazards and panoramic views.

•••

**EVANSVILLE, Ind.** — Horizon Golf, a golf course water-feature contractor, has acquired Colorado-based water-feature contractor Aspen Golf, strengthening Horizon's ability to provide construction and consulting services to new and existing courses.

## First Grand Tour Scholarship winners chosen

**SANTA ROSA, Calif.** — Fresh off the completion of her own journey to some of the top-rated golf courses in the United States and the United Kingdom, Bettina Schrickel, now a design associate with Golfplan/Fream and Dale, has announced the inaugural winners of the Grand Tour Scholarship that she created.

Jose Makk, a turfgrass management at Michigan State University from Argentina, and William Bowden, a turfgrass management student from England, were chosen for the Eastern route. Paul Mogford, a golf course architecture student from Australia and Colin Mumford, a turfgrass management student from England, will be traveling on the Western route.

The Western route will kick off April 2  
Continued on page 8



Members of the Grand Tour Scholarship's selection committee (left to right) Rolf Krueger, Howard Swan, Bettina Schrickel, Steven M. Wright, Dr. Michael Hurdzan and Edward C. Horton.



David Premo

### Premo added to Golf Course News staff

David Premo has joined the Golf Division of United Publications, Inc. in the new post of group publisher. His primary responsibility will be strengthening and extending the brands, which include

*Golf Course News* and *Golf Course News International*.

Charles von Brecht will remain as publisher of the two industry newspapers.

During his career, Premo has held similar positions with responsibility for magazines, conferences, trade shows and web-based publications. He has worked in several athletic industry segments prior

to golf, plus finance, medicine, transportation and technology sectors. Premo served as vice chair of the Publishing Committee of the American Business Press and has lectured publishers on brand extension.

He moved into marketing and publication management from an editorial background. Publications under his editorial direction have won numerous awards,

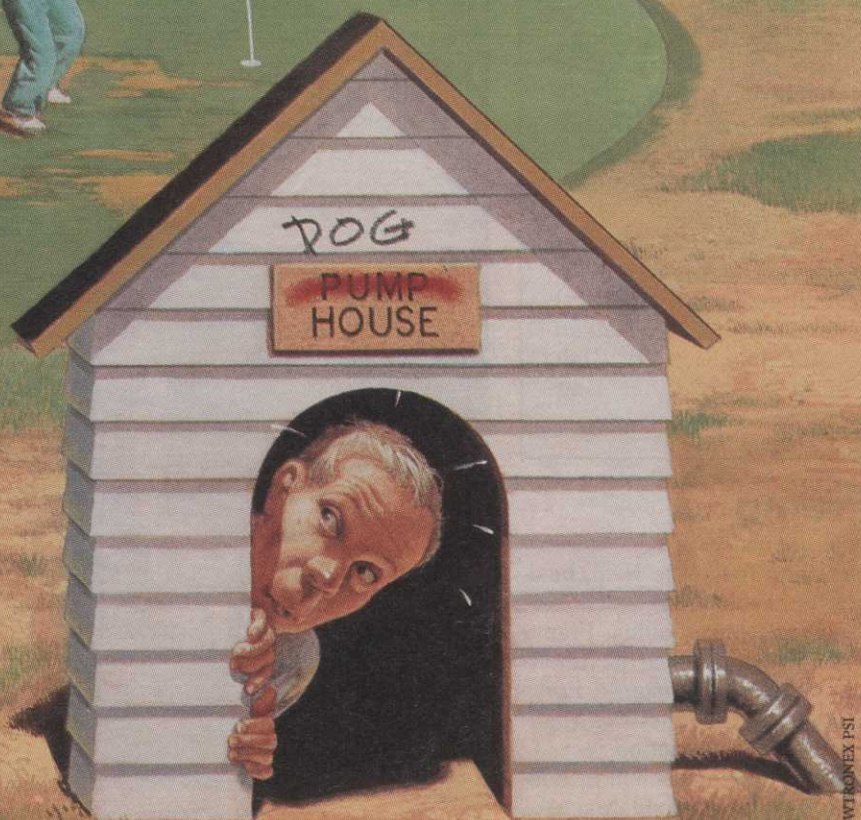
Continued on page 4

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## Barrow elected NGF chairman

JUPITER, Fla. — Joe Louis Barrow Jr., president and chief operating officer of IZZO Systems, Inc., has been elected chairman of the board of the National Golf Foundation (NGF).

Barrow succeeds Robert L. Maxon Sr., vice president/group publisher of Golf Digest — The Golf Company, who has served as the board's chairman for the last three years and will continue as a director.

A member of the NGF board since 1997, Barrow most recently served as vice chairman. He will assume new duties as national director of The First Tee program in April of this year, as well as senior vice president of the World Golf Foundation.

The election of officers took place Feb. 5 at the NGF Board of

Directors meeting in Orlando, Fla. The other officers elected were:

- Vice Chairman — Cindy Davis, president and chief executive officer of The Arnold Palmer Golf Company and a board member since 1997.

- Secretary/Treasurer — Michael Hoffman, vice president and general manager of the commercial division, The Toro Company, a board member since 1999.

New Directors elected to the NGF Board were:

- Eddie Binder, executive vice president of marketing, Spalding;

- Robert H. Dedman Jr., president and chief executive officer (CEO), ClubCorp, Inc.

- Steve Mona, CEO, Golf Course Superintendents Association of America

Other members of the NGF board include: Ed Abrain, execu-

tive vice president/sales & marketing, Titleist and FootJoy Worldwide; Dominic Chang, chairman of the board/CEO, Family Golf Center, Inc.; Scott Creelman; Allan Solheim, executive vice president, Karsten Manufacturing Corp.; Grant Spaeth, vice president, CBS SportsLine; and Edwin Watts, president, Edwin Watts Golf Shops, Inc.

## Walters names new Las Vegas track Bali Hai

LAS VEGAS— Walters Golf, a Las Vegas-based golf course development and management company, announced its new project located on the Las Vegas Strip will be named Bali Hai Golf Club.

Bali Hai will be a 7,040-yard, par-72 tropical-themed golf course reminiscent of courses in the South Pacific.

The course will be highlighted by an island green, numerous large water features, thick stands of palms, and tropical plants and flowers.

Transition and out-of-play areas will be accented with beach sand and volcanic rock outcropping to further add to the island atmosphere.

Bali Hai was designed by Scottsdale golf course architects Lee Schmidt and Brian Curley and is being developed on 140 acres adjacent to the Mandalay Bay Resort & Casino on the Las Vegas Strip.

Walters Golf operates three Las Vegas golf facilities including Royal Links Golf Club, Stallion Mountain Country Club and Desert Pines Golf Club.

## Premo

Continued from page 3

including the Jesse Neal, business publishing's highest honor, Ozzie and MAG kudos. Premo was a director of both the American Society of Business Press Editors and the American Medical Writers Association.

He taught journalism in Boston University's graduate school for 10 years.

His hobbies include teaching flying, masters-level swimming, kayaking and, of course, golf.





# Casper to manage New York Country Club

NEW HEMPSTEAD, N.Y. — Billy Casper Golf Management (BCGM) has signed an agreement to provide professional turnkey management services to New York Country Club (NYCC) located here in Rockland County, 30 minutes outside Manhattan.

BCGM will direct daily clubhouse operations; marketing,

sales and public relations; turf management; personnel staffing and training; food and beverage; banquet production; golf tournament and special events programming; merchandising; and financial management programs.

NYCC is converting from a private country club to one that is open to the general public,

while still accepting a limited number of individual and corporate memberships. The move to semi-private comes after the two-year-old club was barraged with more than 10,000 requests to play NYCC by public golfers who cited a shortfall in upscale golf courses in Rockland and bordering counties.

The 18-hole, 6,800-yard course was designed by Stephen Kay. The course has several dramatic elevation changes and rolling terrain. The 25,000-square-foot clubhouse is scheduled to host more than 300 special events this year.



## Expanded line offered by e2e

SCOTTSDALE, Ariz. — e2e Golf Solutions will expand its suite of integrated course software and make it a global golf course services provider.

Under the terms of the agreement, e2e Golf Solutions will provide tee time connectivity to Epani's network of more than 1,000 courses. These courses will have the ability to broadcast their tee times to 185 high-trafficked web sites and some of the world's largest travel providers, including Galileo International, with more than 41,000 locations in 104 countries.

In addition, e2e has agreed to purchase the assets of OnTee.com and integrate software products in use at Epani's network of courses into the e2e software suite.

## Kemper, VSGA team on 27-hole golfing center

NORTHBROOK, Ill.—KemperSports Management signed a long-term contract with The Virginia State Golf Association Foundation (VSGAF) to operate the 27-hole Virginia State Golf Association (VSGA) Golf Center, designed by Tom Fazio and being built in Richmond, Va. KemperSports will provide consulting services during the construction phase and assume management upon opening in 2001.

The new facility will feature 18 holes of championship golf and a nine-hole, par-3 "kids course," which allows the Foundation and the VSGA to broaden their efforts of promoting the game and supporting amateur golf throughout the state.

The VSGA Golf Center will also feature a state-of-the-art teaching/education center complete with classrooms and meeting space, dormitories for junior campers, agronomic turfgrass research center, as well as the Museum of Virginia Golf History highlighting more than 100 years of golf in the area.

### CORRECTION

An article in the February issue titled "Century's Top Supers" incorrectly stated that Phil Cassidy was among the "Deceased" nominees. He is actually alive and well living in Needham, Mass. We apologize for the error.

*F*OR CENTURIES, GOLF COURSE SUPERINTENDENTS HAVE PASSED USEFUL INFORMATION FROM GENERATION TO GENERATION. TODAY, THEY'RE ALSO PASSING IT HERE.

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Compass is an excellent tank-mix partner for Banner MAXX in controlling Dollar Spot and providing additional protection against Anthracnose, Leaf Spot, and Summer Patch. Tank mixing with Subdue MAXX provides exceptional control of Pythium.

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 **NOVARTIS**

## Baird lauds Korean course

By MARK LESLIE

CHUNG-NAM, Korea—Construction is resuming this spring on Daiwood Corp.'s \$150-million East Lake Country Club, a 27-hole project that will include a \$30-million clubhouse and nine holes that American course architect Gary Roger Baird calls "another Paradise."

"We have a vertical tram to get from one 18 to the third 9 so we don't destroy the mountain," Baird said. "We call it the Hidden Valley Nine. You feel like you're in Eden. It's been a great, great experience."

## Grand Tour

Continued from page 3

in San Francisco and end April 23 in Fort Worth, Texas. In that time the students will visit 16 golf courses including San Francisco Golf Club, Los Angeles Golf Club, Sanctuary Golf Club in Sedalia, Colo., and Prairie Dunes Golf Club in Hutchinson, Kan. The Eastern route will commence on April 7 in Orlando and wind down on May 4 in Boston. The route covers 22 courses including the TPC at Sawgrass in Ponte Vedra Beach, Fla., Augusta National, Oakmont Country Club in Ardmore, Pa., and The Country Club in Brookline, Mass. The students will be required to keep a travel log book in which they describe every day the most interesting aspects observed on each golf course.

Helping Schrickel make this year's selections and shape the scope of the scholarship were Rolf Krueger, Rain Bird International, Howard Swan, president of the British Institute of Golf Course Architects, Steven M. Wright, superintendent at Long Cove Club, Dr. Michael Hurdzan and Edward C. Horton, vice president of the Pebble Beach Co. Rain Bird International is funding the 2000 scholarship.

"The scholarship has already gained wide recognition amongst colleges and companies related to golf course design, development and maintenance as well as golf courses," said Schrickel.

Schrickel expects the Grand Tour Scholarship to continue and will make an announcement for the 2001 scholarship by September. She is also considering moving course visits to late May or June, which would be more convenient for most full-time students. "The idea was also raised to extend the Grand Tour Scholarship by creating further routes to the British Isles and, perhaps, even to other countries," said Schrickel. "The 2000 candidates will be invited to contribute to the realization of those routes."

This all sits about 10 miles from the DMZ, and is being built as a companion to Daiwood's 27-hole Pochun Adonis Country Club, north of Seoul.

"When they resume construction," said Baird, "it will be completed very quickly. A lot of the sod is already down."

Baird said about 6 to 8 million

cubic yards of dirt will be moved. Much of the construction, over canyons and mountains, is on a 2-to-1 slope. And Baird, an expert on difficult terrain, said the project will serve to prove that golf courses can improve the environment.

Enormous dams, and huge pipes in the fairways, were installed to redirect runoff away from populated areas into rice paddies.

Baird cited Korean engineer Jae Lee as "the best civil engineer in the world in this field."

Another challenge was retaining the area's vegetation and avoiding "mountain scars," he said.

Abounding in boulders, and boasting 800 to 900 feet of elevation change, East Lake's Hidden Valley Nine "may be the best nine holes I've ever done," Baird said. "It has water holes, lakes,

water features, and thousands of azaleas reflecting off the lakes."

•••

Pochun Adonis Country Club, north of Seoul, is open now. "Everyone in Asia got hit by the economy a couple years ago. They had a soft opening through this period," Baird said. "The course is now being played and is absolutely awesome. Not just because of our efforts but everyone's."

**B**SMOOTH **B**COMFORTABLE  
**B**EFFICIENT **B**CLEAN **B**POWER  
**B**QUIET **B**EFFICIENT **B**SL  
**B**EFFICIENT **B**CLEAN **B**POWER  
**B**QUIET **B**SMOOTH **B**SL  
**B**EFFICIENT **B**CLEAN **B**POWER  
**B**SMOOTH **B**COMFORTABLE  
**B**EFFICIENT **B**CLEAN **B**POWER  
**B**QUIET **B**SMOOTH **B**SL

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 Equipment  
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## SUNY-Delhi to start umbrella program

Continued from page 1

said turfgrass professor and Department Chairman Dominic Morales. "We are training, in the true sense of the word, the management team that runs a golf course. We are going to the next level of training superintendents. And I think there will be a lot of cross-fertilization."

Calling the new curriculum "a good way to build a team in the future," Morales said students will attend the same classes and "have a better appreciation for what each other does."

The new department will begin operation with the fall semester and is accepting applications from high school graduates, transfer

students and those involved in the school's two-year turfgrass management program. Students will all be in the Department of Business Administration and Golf Course Management, but will choose a concentration within it, specializing in turfgrass management, club management or club professional training.

"We have built a good reputation as a two-year school and hope to do so on the four-year level," Morales said. "Agronomically, our students learn a lot. It's a highly technical field that is evolving rapidly. We're trying to give the student a good solid foundation to build upon. Once they get to a facility in their three internships, they will get trained in the practical aspects. We will expose them to diversity."

Also, SUNY-Delhi is developing a cooperative exchange agreement with Elmwood College in Scotland.

The final approval for the new umbrella program came from the state Department of Education following two years of development that began with separate task forces of superintendents, club managers and club pros.

A group of certified superintendents spent two days drafting a flow chart of tasks their job entailed and what would-be superintendents needed to be taught to carry out those tasks. Club managers and club pros did the same, and then the curriculum was written.

"Superintendents said they need agronomic principles, but also, as they moved up, they felt they were lacking in management skills," Morales said. "Sixty to 70 percent of a superintendent's job is management. So we developed a curriculum that in the first two years is heavy in agronomics, and the last two years is heavy in management."

"We introduced courses like Golf Course Management and Planning; Advanced Golf Course Operations; Golf Course Governance and Public Relations; Argumentation and Debate; Strategic Management; Organizational Communication; Organizational Theory; and Public Policy."

"There are core courses in all three concentrations," Morales said. "The club manager will study hospitality marketing, risk management, etc., but also take courses in horticulture and grounds equipment, for instance. And the club pro also will take turf courses."

Citing many advances affecting turf maintenance, Morales said: "A program like this needs to be fluid. We've always been very industry-sensitive."

The program has an advisory board that is a cross-section of the golf world. Morales noted substantial support from industry — the New York State Turfgrass Foundation and the state's half-dozen chapters of golf course superintendents.

Meanwhile, he pointed to Delhi College Golf Course, which was expanded to 18 holes a couple of years ago and serves as a training facility and "laboratory" for students.

The front nine is "a traditional older design, with push-up greens, built in 1963, with unirrigated fairways," Morales said. "The back nine is high-tech, with sand greens, wall-to-wall irrigation and a sophisticated pumping station. It's quite a contrast to learn on."

Morales said interested people should contact the Golf, Plant Sciences, Recreational Services Department at 607-746-4410. ▶

### WHAT A FAIRWAY MOWER SHOULD BE.

**B** SHARP **B** STRONG  
**E** RFUL **B** PRECISE  
**E** EK **B** POWERFUL  
**E** RFUL **B** PRECISE  
**B** COMFORTABLE  
**E** RFUL **B** PRECISE  
**B** SHARP **B** STRONG  
**E** RFUL **B** PRECISE

Excellence has a new letter. The new John Deere 3215B Turf System I and the 3235B Turf System II take lightweight fairway mowers to new heights of efficiency, cut quality, and grass collecting. Both machines boast new 22-inch bed-knife-to-reel cutting units. These units have larger reel motors than the previous generation for improved power. (The 3235B can be equipped with ESP cutting units for use in lush, warm-season grasses.) A new yoke and ball joint design on the cutting units improves grass collecting. And the cutting units can be easily removed for servicing. A more efficient new triple pump has 12-tooth gears for a lower internal pressure drop and improved flow dynamics. A standard electric fan drive improves engine cooling performance while reducing sound levels to an all-time low. And to cap it all off, both the 3215B and 3235B sport new streamlined, fiberglass hoods. To see the new John Deere Lightweight Fairway Mowers in action, call 1-800-537-8233 for your free video today. Then call your local John Deere golf & turf distributor.



## Natural progress for supers

**K**ansas State University. State University of New York-Delhi. Who is next in the sweepstakes to become the "ultimate, deluxe, hybrid" educator of future golf course superintendents/general managers?

Penn State, Michigan State, Rutgers, Texas A&M, Guelph... The list of excellent turfgrass management schools goes on and on in North America. We are truly blessed in that way. And now, as a handful of superintendents are "advancing" into general manager positions, K-State and SUNY-Delhi have jumped out front in the quest to teach all people would need to know if they desire to someday be promoted to running an entire golf course. (See stories, page 1.)



Mark Leslie  
editor

"This is the perfect scenario," said David Gourlay, a Texas A&M graduate who is director of golf course operations and general manager at K-State's Colbert Hills Golf Course. "We are teaching the students that opportunities exist. When they finish here, they will have training in point-of-sales, merchandizing, the pro shop, food-and-beverage, the golf course... They are positioned to do a great job."

"What we hope to achieve in the 21st century is to get out of the box," said Dominic Morales, SUNY-Delhi's turfgrass professor and department chairman, explaining the school will teach the entire "team" for golf courses: superintendent, general manager and head pro.

K-State's enrollment tripled when it announced its new curriculum in 1998. Sounds like journalism schools in the wake of Watergate. Excitement reigned then for investigative journalism. Excitement reigns today as students foresee possibilities of a more comprehensive and promising future for superintendents.

It seems like a natural progression — if a person is so inclined. Many of the thousands of superintendents working today went into the profession because they loved the earth, working outdoors, growing living things, etc. They had no proclivity toward general manager-type jobs, and they still have none.

But, for those who believe they may want to take that step some day, the horizons have opened up to them.

And for golf course owners and developers, think about it: Superintendents already operate the bulk of a course's budget, the majority of its property, and perhaps the largest staff. Though they may not have been trained in finances and administration, they have gained the toughest training: the on-the-job type. Superintendents are also in charge of the most important asset, the thing that keeps golfers coming back — the course itself.

At many facilities, why look any further to find a new general manager? In Gourlay's case, for instance, Colbert Hills is the third facility at which he has been general manager as well as superintendent.

We tip our hats to K-State and SUNY-Delhi, and we wonder: Can others be far behind?

•••

Al Gore is like the man who people said opened his mouth only

Continued on page 12

### LETTER TO THE EDITOR

## Meaningful award for builders

To the Editor:

We at Golf Development Construction, Inc. want to convey our sincerest thanks and appreciation for the Small Builder of the Year Award. The two awards given by Golf Course News each year are held in such high esteem by the builders and architects alike. The fact that these awards exist is a constant motivating factor to every golf course builder in the country and continues to raise the bar of excellence in golf course construction. This makes the last 30 years of moving and shaping earth and establishing grass all worth the time and effort.

It was an added pleasure to meet the Golf Course News staff at the Builders' Banquet. Please extend our gratitude to your entire staff for all that they do in producing what is regarded as the best publication in the golf course industry as well as present the highest award possible annually to the golf course builders.

What a motivating factor for this construction year! Thanks again for everything.  
Sincerely,  
Louis E. Miller  
Managing Partner/Agronomist  
Golf Development Construction, Inc.

## What to do with all that cash?

**W**hat do the United States Treasury and the Royal Canadian Golf Association (RCGA) have in common? Both are sitting on piles of cash — the U.S. Treasury thanks to a strong American economy and the RCGA courtesy of last year's \$40-million sale of Toronto's Glen Abbey Golf Club to ClubLink, a Canadian course management firm.

What to do with the extra money is the focal point of much debate in both cases. We'll leave the U.S. Treasury situation to the Washington Post editorial writers and concentrate here on the RCGA.

The RCGA has been the governing body of men's amateur golf in Canada since 1895. Among its many functions are:

- running Future Links, Canada's junior national development program, and the RCGA Player Development program to identify and nurture Canada's best amateur golfers;
- operating 10 national championships and organizing two professional tournaments — the Bell Canadian Open and the AT&T Canada Senior Open;
- developing and overseeing the Rules of Golf and Amateur Status services, handicapping and rating courses throughout Canada;
- providing \$75,000 annually to the Canadian Turfgrass Research Foundation and working with the Audubon Cooperative Sanctuary System of Canada to improve agronomic conditions and the environment;
- publishing Golf Canada magazine seven times yearly;
- operating the Canadian Golf Hall of Fame; and
- conducting ongoing, rotating studies on a three-year basis: the golf participation study (1999) analyzing the demographics of the people playing golf in Canada; golf operations survey (1998) for superintendents, general managers and golf pros analyzing financial information from courses nationwide; and golf facility supply study (new) that will analyze the type of golf facilities in Canada and what gaps could be filled by new facilities.

RCGA represents 1,550 Canadian golf clubs and 280,000 golfers. So when it asks their opinions on what to do with the Glen Abbey windfall, it's likely to get 280,000 different opinions.

One of the most frequent recommendations is in the area of player development, said RCGA Managing Director of Member Programs Terri Yamada during the recent Canadian International Turfgrass Conference and Trade Show in Ottawa.

RCGA has been criticized over the years for not helping its better professional and amateur golfers improve their games to the point where they become prominent players on national and international circuits.

Sweden, with a comparable population and climate, has had great success developing world-class players. "Why haven't we had more Canadians on the PGA Tour?" is a frequent question, Yamada said. "There are a few, headed by Mike Weir. He's been quite stellar in creating excitement among Canadian youth. We want to encourage that even more."

But how to do that? That's where the \$40-million Glen Abbey windfall comes in.

The RCGA has proposed building what it calls "Centers of Golf Excellence" around the country. They would include championship courses plus a training academy in the three major urban areas of Montreal, Toronto and Calgary with satellite training centers in Vancouver and Halifax.

Ideally the Montreal, Toronto and Calgary facilities would have 18 to 36 holes, with at least 18 of PGA Tour quality so they could host PGA and Senior Tour events; a nine-hole short course for beginners, juniors and disabled golfers; and a training and teaching academy.

"We want someplace where kids can get good coaching and develop a camaraderie with people other than the golfers in their own area," Yamada said.

Why not use the \$40 million from the Glen Abbey sale to finance these projects? The problem is that that money, at least the interest, is already allocated.

The RCGA's existing programs cost approximately \$3.2 million a year. The RCGA must also find a way to pay for additional player-development programs, estimated to cost another \$350,000 to \$500,000, Yamada said.

RCGA membership fees yield about \$900,000 annually. Another \$1.5 million comes from the Bell Canadian Open. Glen



Peter Blais  
managing editor

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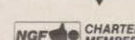
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# Promoting golf course projects as 'smart growth'

By JASON STRAKA

A growing collaborative movement between development organizations, such as the National Association of Home Builders (NAHB), and environmental groups, like the U.S. Environmental Protection Agency (EPA), is setting new development precedents around the country.

This new movement is called "Smart Growth" and is aimed at preventing and/or minimizing the effects of "unmanaged growth" or urban sprawl.

This collaborative effort has produced a consortium of development and environmental groups that back certain general principals of "Smart Growth" development including:

- Producing viable, economic development that protects and provides open space and environmentally sensitive areas.
- Providing predictability in the planning process and facilitating development that follows "Smart Growth" patterns to be permitted in a timely manner.
- Removing barriers to "Smart Growth" such as outdated zoning restrictions that separate and prohibit mixed uses.
- Providing safe, manageable land designs that enhance our communities and our quality of life.

While these principals are generally agreed upon, it is evident each supporting organization still places its own spin on the above principals and others they list in their "Smart Growth" policies.

For example, take the NAHB's recent

publication on its support of "Smart Growth." NAHB articles are entitled: "Smart Growth" Means Satisfying Demand for Housing; "Smart Growth" means Economic Growth Prosperity for Local Communities; and Cancel the Crisis: Farmland is not Disappearing.

Undoubtedly, these articles are focused on information that supports the ideals of "Smart Growth" and ways to improve our lives as seen by the homebuilders. They just do it with more of an economic-based spin and place more emphasis on that end of it. Rightfully so, since they are a development-based and -funded organization.

Conversely, the EPA's publication on "Smart Growth" emphasized the environmental end of "Smart Growth." Consider the titles of a few of their articles: "Smart Growth" Site Planning Protects Streams; Protecting Farmland: An Integral Part of Smart Growth; and "Smart Growth" and Floodplain Management.

These seemingly contradicting views on farmland and "Smart Growth" are the spin factor of opposing agencies trying to support the common good of providing viable, economic development while preserving and protecting our open space and natural environment. The essence of "Smart Growth" is to cluster housing closer together than most zoning would normally permit, and keep the "saved" ground as public or recreation open space — money versus environment, in extremely simplified terms, trying to reach a common goal.

What's this got to do with golf and politics? If the light bulb hasn't illumi-



Jason Straka

nated yet, it's that golf courses can be the link between both sides. In most instances, golf courses offer viable, economic income; provide for healthy recreation; and protect our natural environment. Golf courses would seem like the perfect "win-win" compromise that all interests are seeking.

Not only is this being proven in our suburban corridors — such as the Celebration development in Orlando, Fla., and The Ledges in Huntsville, Ala. — but on urban sites such as Eastlake Country Club in Atlanta.

Affordability, sustainability a must Promoting golf development as "Smart Growth" is beneficial in bringing a greater awareness to golf and its benefits. Golf is in prime position to be the glue or cement of "Smart Growth" development, but it will not be without its hurdles.

In order for golf to be the link between both sides, the golf industry must strive to build and create more affordable, accessible and sustainable courses. Designers, developers and operators must produce courses of economic vitality and protected environments if golf is going to be considered "Smart Growth."

Besides striving to ensure golf development continues to benefit "Smart Growth," the golf industry also faces the challenge of promoting the ideals and goals of "Smart Growth" in itself. Just as golf courses were objectionable to some environmentalists years ago, "Smart Growth" is facing objections of perceived increased densities and mixed residential and commercial use. In fact, certain zoning

*The essence of "Smart Growth" is ... money versus environment, in extremely simplified terms, trying to reach a common goal.*

makes it illegal.

"Smart Growth" would suggest that if a 400-acre site was up for development, it is better to have a 200-acre golf course and 400, half-acre lots than 400 one-acre lots with no environmental protection/preservation. A golf course could protect and preserve the environment, an EPA goal, while providing a source of open space recreation and viable income, which is a NAHB goal, all while providing the same units of housing.

This makes perfect sense, yet some communities resist change and/or are ignorant of "Smart Growth." Golf development not only fits the unique niche of being the glue among parties involved with "Smart Growth," but in addition it causes planners, developers and zoning boards to interact with other community entities on a regular basis.

Golf should become an educator and promoter of "Smart Growth" and at the forefront of innovative development and environmental stewardship. However, to teach others, we need to first educate ourselves so as to learn more about "Smart Growth." For more information, contact the NAHB, EPA, or the "Smart Growth" organization website at <http://www.smartgrowth.org>.

## LETTER TO THE EDITOR

### Button Hole extends accolades

To the editor:

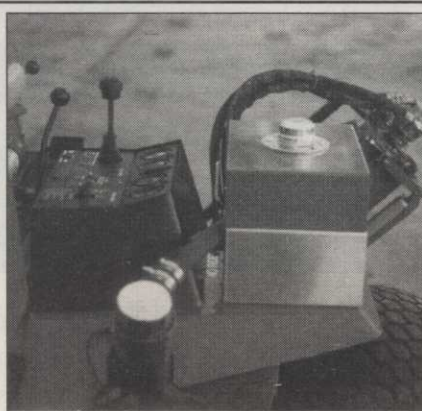
Thank you for the articles about Button Hole (*Golf Course News*, January). Regretfully, I failed to mention the extraordinary contributions, both financially and professionally, made by Sid Prichard's company, Earthforce. The final shaping of our nine holes and the construction of our 16,000-square-foot practice putting green were completed under some very adverse weather conditions.

The diligent work of Gordon Singer, the shaper on the job, confirmed his role of "ghost writer, par excellence" ... no pun intended!

The omission of Earthforce was not our only oversight. By way of explanation, the response and support for Button Hole has been so tremendous it has become very difficult to include all donors, but I would like to at this time.

We have received sizable contributions of materials and equipment from Allen Seed Store, Inc. Lesco, Bruedan Corp., Read Sand & Gravel, River Sand & Gravel, Pawtucket Ready Mix, Tee & Green Sod, Tuckahoe Turf Farms, Turf Products Corp., Dahn Tibbets, Weed and Feed Inc., and Textron Turf Equipment, which has been our largest contribution to date. Without the support and generosity of the above listed companies and countless individuals, Button Hole would be only a dream, rather than a reality.

Sincerely,  
Edmund M. Mauro Jr.  
Button Hole  
Providence, R.I.



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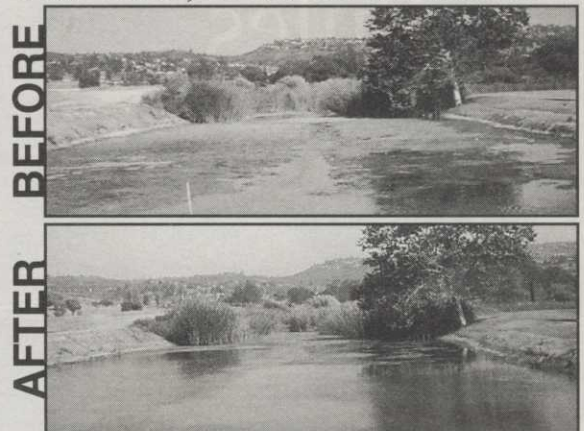
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## Leslie comment

Continued from page 10

to switch feet. Yet he is the candidate environmental activists are claiming as their man for the presidency. Knowing that golf course superintendents are environmental activists in the true sense of the word, I will continue to share such quotes as this from our vice president:

"It ought to be possible to establish a coordinated global program to accomplish the strategic goal of completely eliminating the internal combustion engine over, say, a 25-year period." pp.

325-326 *Earth in the Balance*.

To achieve his goals, Gore knows all too well that the best way to achieve an agenda oftentimes is a continuum of minor changes — a bit here, a chunk there.

"Minor shifts in policy, marginal adjustments in ongoing programs, moderate improvements in laws and regulations, rhetoric offered in lieu of genuine change — these are all forms of appeasement, designed to satisfy the public's desire to believe that sacrifice, struggle, and a wrenching transformation of society will not be necessary." pp. 274, *Earth in the Balance*

## Blais comment

Continued from page 10

Abbey, when the RCGA owned it, contributed \$1 million annually in income. So, the Bell Canadian Open and Glen Abbey basically financed the bulk of RCGA's programs.

Now the association no longer owns Glen Abbey. That leaves the organization with a

\$1-million deficit, Yamada said. The interest from Glen Abbey's sale will have to bridge that gap.

The organization's bylaws forbid it from investing the \$40 million in high-risk financial instruments. "We are an extremely conservative association and our bylaws are extremely conservative. That means we can only do conservative investments. We have to preserve and somehow figure out how to make that \$40 million grow," Yamada said.

So, how do these golf centers get built if the \$40 million is already spoken for?

The original idea was to use the \$40 million as seed capital to help build and operate facilities that could generate income, like Glen Abbey did for many years. But other opportunities have recently presented themselves. And in this 'If-there-is-a-will-there-is-a-way' world of ours, they certainly deserve a serious look.

A second party — Yamada declined to reveal names while negotiations were taking place — has proposed building the golf centers while providing the RCGA a place to run its programs. If a satisfactory partnership can be developed, the partner would build, own and operate the regional golf centers. Different development scenarios are likely to be proposed in the Montreal, Toronto and Calgary markets, meaning the RCGA will have to analyze each one separately.

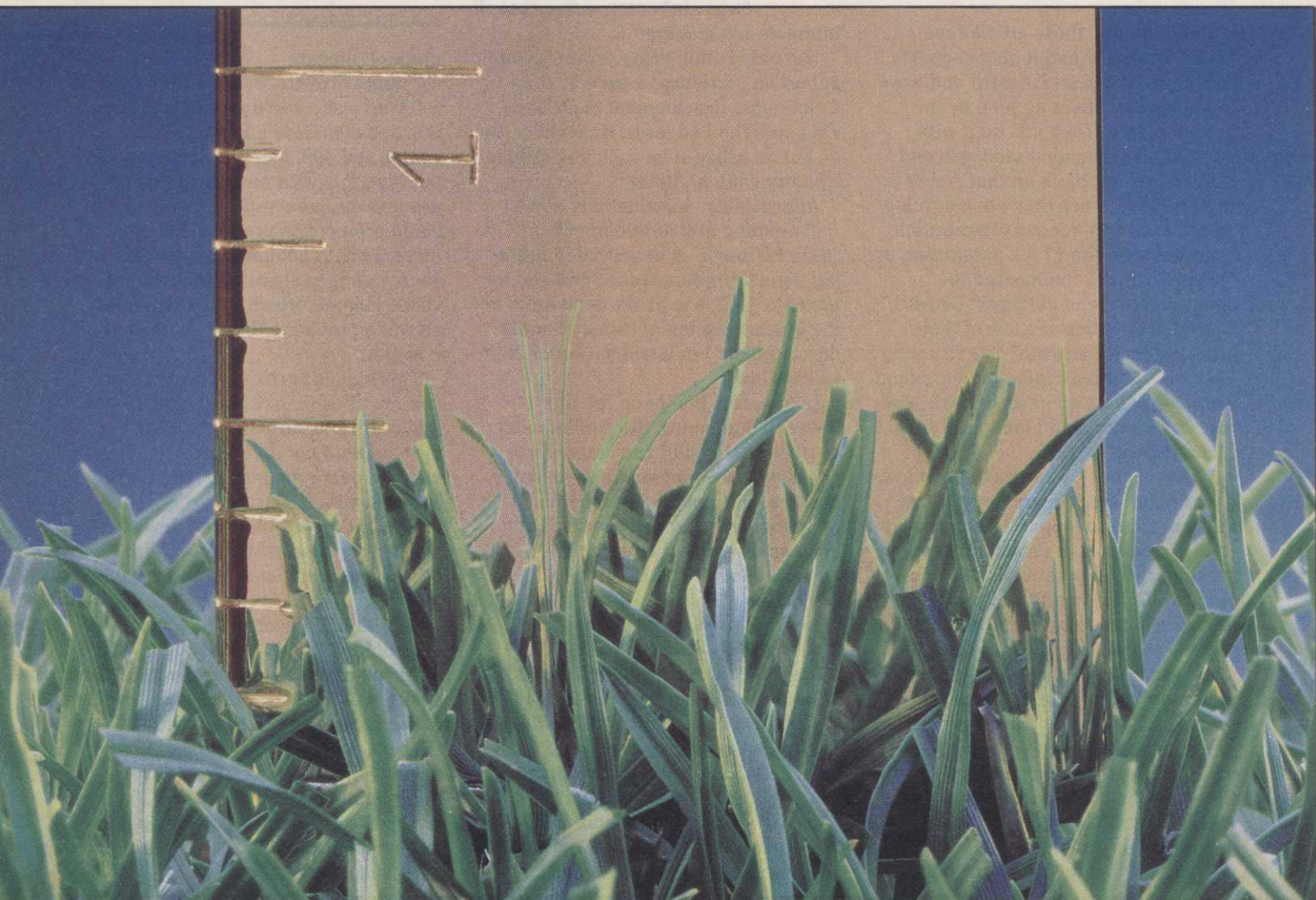
Another bitter pill for some to swallow would be if someone else builds the golf centers, RCGA would likely relinquish some control regarding accessibility, tee times and environmental sensitivity issues.

But, in the big picture, these seem like minor inconveniences. Golf in the United States has benefited greatly from the type of private/public partnership being discussed here.

Many a municipal course would never have made it off the drawing board were it not for the cooperative efforts of private developers and government agencies.

The First Tee program would still be a gleam in the golf industry's eye were it not for the willingness of U.S. golf associations and private firms to work together.

Here's hoping the RCGA keeps its nest egg intact to finance its many worthwhile projects and lets the private sector take part in developing Canada into the world golf power it can, and will, eventually become.



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**WINDERMERE OFFICIALS NAMED**

ORLANDO, Fla. — Linkscorp has named Chris Collins as regional golf superintendent and Peter Sharp and Spyder Klyne as new assistant general managers at Windermere Country Club in southwest Orange County. Windermere General Manager Mike Shubic said Collins will also oversee golf operations at Linkscorp facilities at Eastwood Country Club in east Orlando and Kissimmee Lakes Golf Course in Osceola County. A graduate of Iowa State University with more than 12 years of experience in golf course construction and management, Collins was formerly associated with Stonehenge Country Club in Crossville, Tenn. Sharp formerly served with Hyatt and Sun International, Inc. in the Bahamas. Klyne, a PGA professional, recently came from Brandywine Country Club in Toledo, Ohio.

**RUTGERS HONORS GRADUATES**

NEW BRUNSWICK, N.J. — The 10th Annual Turfgrass Awards Banquet was held Nov. 6, presented by the Rutgers University, Cook College Office of Continuing Professional Education, the Rutgers Turfgrass Alumni Association, the New Jersey Turfgrass Association, and the Center for Turfgrass Science at Cook College.

The groups honored the 1999 graduates of the Rutgers Professional Golf Turf Management School, Advanced Golf Turf Symposium Attendees, Cook College undergraduate and graduate student scholarships recipients, and turfgrass industry leaders.

# UK-US internships a boon for all involved

## East Lake Golf Club in win-win situation

By MARK LESLIE

ATLANTA — Scotland, Ireland and England gave America golf. Now more and more golf courses in America are returning the favor, accepting turfgrass students as interns for a year of on-the-job experience.

In the midst of preparing to host this year's PGA Championship in November, East Lake Golf Club is one of the most enticing among the American hosts — much to superintendent Ralph Kepple's delight.

"Interns are wonderful," Kepple said. "They are here to learn. They are willing to do most anything — as long as they know they will do something else later that they will learn on. They're motivated. In this industry right now that is difficult to find."

"I love teaching these guys," said A.J. Horr, East Lake's assistant superintendent. "Interns, including Americans, are the meat of our crew. It's a good trade-off. They are enthusiastic about learning. They ask questions and they challenge you about why you do different things. If I don't have the answer I will look for it. It makes

Continued on page 27



Checking the effect of Graden verticutting on rooting on the practice green at East Lake Golf Club are, left to right, David Hickey, Kevin Bell, assistant superintendent A.J. Horr and Jon Crook.

## Program head: Study abroad opens doors

By MARK LESLIE

COLUMBUS, Ohio — Saying that turfgrass maintenance is "an international profession today, unlike any other," Ohio State University's (OSU) program coordinator for International Programs in Agriculture said his training internships are door-openers for American and foreign students alike.

Twice as many students are coming to work at U.S. golf courses as there are

Americans traveling abroad under the agricultural internship program. But Program Coordinator Michael O'Keeffe stressed: "We want to encourage more American students to go overseas and do this. There is an infrastructure. We obtain a legal permit for training that allows them to learn and enjoy the country [they are going to]."

Students from colleges other than OSU

Continued on page 27

## NEW ENGLAND CONFERENCE REVIEW

Foreign workers a solution to the labor crunch

By ANDREW OVERBECK

PROVIDENCE, R.I. — With the economy booming and unemployment rates dropping, superintendents are having an increasingly difficult time finding and retaining quality seasonal workers. However, as some golf courses are already discovering, utilizing foreign labor is one way to beat the labor-market crunch.

Speaking at the New England Regional Turfgrass Conference, John Young, president of the New England Apple Council (NEAC) and head of H2a/b Employer Labor Programs, outlined the advantages and availability of a federal work program that allows businesses to bring in seasonal foreign labor.

Young, who has been in the apple business for 38 years, has used foreign labor to supplement his regular workforce for all but one growing season.

"The foreign workforce is hardworking, they want as many hours as they can get and they are willing to do the backbreaking work that local workers don't want to do," he said.

Golf courses, Young said, are eligible for the government's H2b pro-

Continued on page 20

Superintendents encouraged to report activists

By ANDREW OVERBECK

PROVIDENCE, R.I. — Citing the difficulty of keeping up with the increased anti-pesticide activism on the local and regional level, a representative from Responsible Industry for a Sound Environment (RISE), urged superintendents to be more vigilant on reporting and responding to reduced-use legislation proposals in their communities.

In his talk here at the New England Regional Turfgrass Conference, Fred Langley, manager of state government relations for RISE covered several recent reduced-use issues and initiatives that could soon affect pesticide and insecticide use on golf courses.

- Children's health is very high on the anti-pesticide agenda, said Langley. Twenty-five states have taken up the issue of reducing pesticide use in schools and the Government Accounting Office is developing a report on school pesticide use. The state of Maryland requires elementary schools to post pre-notification and notify parents and staff prior to pesticide applications.

- Use reporting and right-to-know issues are also on the forefront and are already required by California and New York State.

Continued on page 16

## Canada GSA's president hails association's help

By PETER BLAIS

OTTAWA, Ontario, Canada — Merlin Affleck, head superintendent at Stanhope Golf & Country Club on Prince Edward Island (PEI), was elected president of the Canadian Golf Superintendents Association (CGSA) during the group's recent annual conference and trade show here.

"I found out how professional golf superintendents were when I started this job [as head superintendent at Stanhope] 15 years ago and got involved with the association," the new president said. "CGSA has helped me answer a lot of questions."

Affleck has been at Stanhope since 1980, head superintendent since 1984 and a member of the CGSA since 1986. He is married with four children aged 10 to 23.

During a brief talk at the conference, Affleck discussed his own course and golf in Canada's smallest province, known for its red clay, beautiful beaches, sand dunes and quiet lifestyle.

The 1994 opening of Tom McBroom-designed Crowbush Cove, which hosted the 1998 Molson Skins Game, helped elevate the game of golf on PEI and raised the standards for the rest of the courses

Continued on page 13



Merlin Affleck

# IGM fills superintendent posts at four facilities

LAKELAND, Fla. — International Golf Maintenance, Inc. (IGM) has filled key superintendent positions for several of its maintained facilities:

**Van Mitchell** has been hired as superintendent of Highland Lakes, an upscale golf course retirement community in Palm Harbor. Mitchell oversees day-

to-day operations and maintenance of the course which supports more than 100,000 rounds of golf a year.

Mitchell has worked previously with IGM in the golf industry supervising the grow-in phase of Lexington Oaks Golf Course in Wesley Chapel and as an assistant superintendent at

Dunedin Country Club in Dunedin.

**Fred Gehrisch** has been moved to a new role as superintendent at Highlands Falls Golf Course, golf residential community located in Highlands, N.C. Gehrisch was the IGM superintendent at Newnan (Ga.) Country Club. A 15-year veteran of

the industry, he holds a bachelor's degree in agronomy from Ohio State University and is working on an MBA at Keller Graduate School in Alpharetta, Ga.

**Jim Vogel** has been hired as superintendent of Mill Pond Golf Course, a new public course on Long Island, N.Y.

A 14-year veteran of the golf industry, Vogel previously worked as superintendent at Ledo Golf Course in Long Island, where he oversaw a million-dollar renovation of the course. He is a graduate of Rutgers University Turf Program.

**Blake Watson** has been hired as superintendent of Warner Springs Ranch, a semi-private golf resort located in the Laguna Mountains in Southern California.

Watson is responsible for overseeing operations of the 18-hole course which encompasses four lakes. Watson has 15 years of experience and most recently worked as an assistant superintendent at a course in Vista Valley, Calif.

When someone suggests you spend more money on a less effective preemergent, it's time to hold on to your wallet.

## Canada GSA's President Affleck

Continued from page 13  
on the island, Affleck said.

Stanhope opened 30 years ago and was designed by Clinton Robinson. About the same time, Robinson also designed Mill River and Brudenell, two of the province's better-known courses.

The open, links-style course sits lightly along PEI's north shore. It has no fairway irrigation, depending largely on summer rains for moisture, Affleck said. The only trees are located along the 3rd, 4th and 5th holes.

There is considerable mounding around the bunkers. The greens are undulating and often clover-shaped. Disease pressure is limited, so Affleck puts few chemicals on his course other than a fall fungicide application.

Mild winters have allowed Affleck to open his course on April 24 the past two years.

Constant communication with members and fellow employees has been the key to Affleck's longevity at Stanhope, he said. He has had the same club president the past 20 years and the same general manager for the past 12.

Affleck is an avid golfer, playing two to three times a week. He also encourages his staff to play, both at Stanhope and other nearby courses. He has lost only two staff members over the past eight years.

The club is very much a part of Affleck's life. The members granted Affleck and his family a membership. He often takes one of his children out on the course with him during his nightly inspections.

Stanhope has 500 members and welcomes numerous visitors during the busy summer months of July and August. Last year the course did 34,000 rounds in six months.

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BARRICADE <sup>a</sup>	H	M	M	M	MH	M	H	H
DIMENSION <sup>b</sup>	H	M	H	M	H	M	M	M
TEAM <sup>c</sup>	H	M	M	M	M	M	NR	NR
RONSTAR <sup>d</sup>	M	H	NR	M	M	NR	NR	NR
SURFLAN <sup>e</sup>	H	H	H	M	MH	M	H	H
Level of control	Medium	Medium-High	High	Not Registered				

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# TOOLS OF THE TRADE ... at Taylor's CC of Charleston



**C**HARLESTON, S.C. — Kevin Taylor has been head superintendent at famed Charleston Country Club since 1994, four years after graduating from Clemson University.

Now a certified golf course superintendent, he first worked at the Links Course at Wild Dunes outside Charleston, then as assistant superintendent at Marsh Point Golf Club on Kiawah Island. In 1992 he became head superintendent at PGA National Golf Club's General Course in Palm Beach Gardens, Fla. He was promoted to superintendent at PGA National's Champion Course in 1993 — his last stop before Charleston. He became interested in the greenskeeping profession while working four summers at Fox Chapel Golf Club in his hometown of Pittsburgh.



Kevin Taylor



A lift for heavy equipment is a crucial part of the maintenance complex at Country Club of Charleston.

- Greens Mowers:** 4 Toro 1000, 1 Toro Greensmaster 3100
- Tee Mowers:** 4 Toro 1000
- Fairway Mowers:** 2 Toro 6500, 2 Toro Greensmaster 3100 (3WD)
- Rough Mowers:** 1 John Deere 105 hydraulic 7-gang, 1 Ransomes 72-inch deck, 1 John Deere 2653, 1 Toro 2600
- Riding Bunker Rake:** 1 Toro 5000
- Turf Utility Vehicles:** 8 E-Z-GO Work-

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- Topdressers:** 1 Cushman 5th Wheel Topdresser
- Grooming Reels:** N/A
- Tournament Speed Roller:** 1 Set Ture Surface Vitratory Rollers
- Reel Grinder:** Foley Accu 600
- Bedknife Grinder:** Foley Accu 610
- Irrigation Pump Station:** PSI 1250 GPM
- Irrigation System:** Toro Network 8000 (SitePro handheld controllers)
- Golf Car Fleet:** 55 E-Z-GO electric
- Flagsticks:** Standard Golf
- Computer & Accessories:** Microstar and HP710C printer
- Primary herbicide:** MSMA
- Primary pesticide:** Dursban
- Primary fungicide:** Chipco 26019
- Primary slow-release fertilizer:** Nutralene
- Total square footage of the maintenance building(s):** 10,000 sq. ft.
- Annual rounds of golf:** 33,000 to 34,000
- Normal green speed:** 9-10

perception



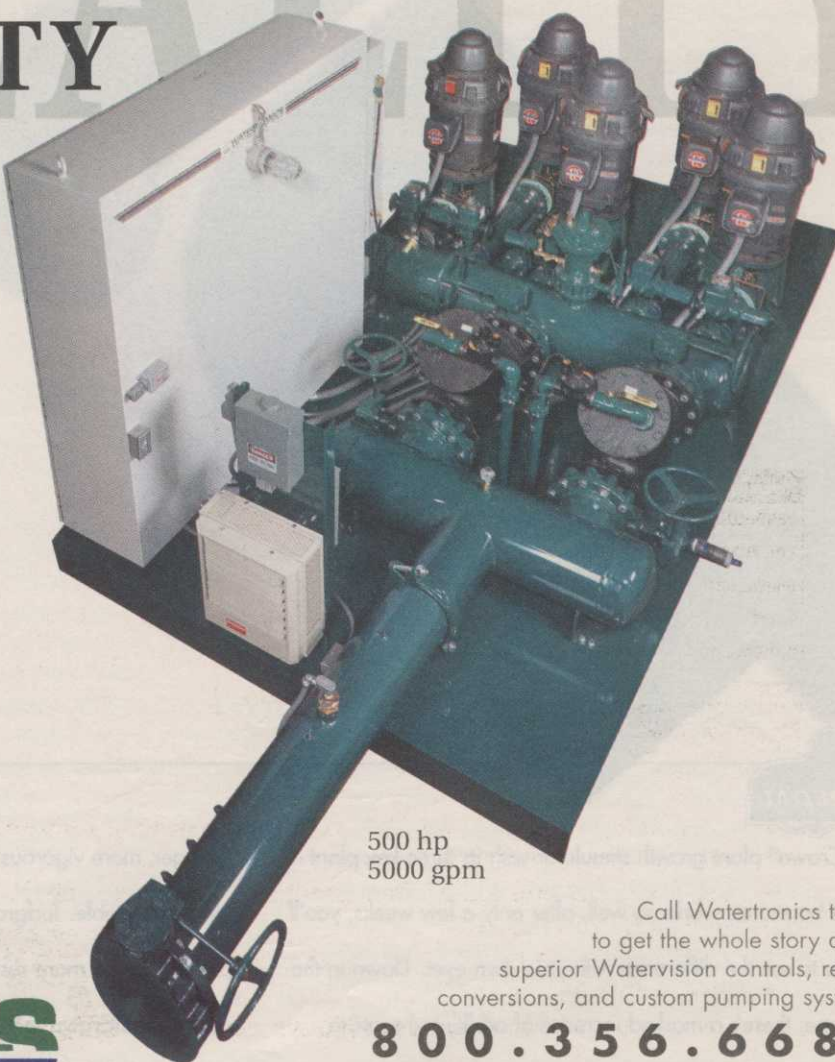
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**SOUTHEAST CONFERENCE WIDE-RANGING**

TIFTON, Ga. — A wide range of topics, from the future of methyl bromide to breeding mole cricket resistance in Bermudagrass, will be discussed at the 54th Annual Southeastern Turfgrass Conference which will be held at the Rural Development Center here, May 1 and 2.

The conference is sponsored by the University of Georgia Coastal Plan Experiment Station, the U.S. Department of Agriculture and Abraham Baldwin Agricultural College in cooperation with the U.S. Golf Association Green Section, Georgia Golf Course Superintendents Association, Georgia Turfgrass Foundation and University of Georgia Cooperative Extension Service.

The schedule on May 1 includes a pesticide and equipment calibration workshop and panel discussions on disease, insect and weed control in turf. Talks May 2 range from the future of methyl bromide and fumigation strategies, to progress in genetic engineering in Bermudagrass; and the *do's* and *don'ts* of equipment leasing.

Information about registration is available by contacting the conference office at the Rural Development Center at 912-386-3416.

**Report activists**

*Continued from page 13*

• The Clean Water Act is already causing use restrictions around the Chesapeake Bay area and is being considered in the Pacific Northwest.

• Individual counties and cities are also coming under increased pressure from anti-pesticide activists. In response to activist concerns, San Francisco

is phasing out the use of pesticides on all city- and county-owned facilities and is setting up a review committee that will oversee any use of pesticides. "Once this hit the Internet," said Langley, "there were imitators all over the country trying to duplicate these efforts."

According to Langley, the end result of these efforts could lead to a "domino effect," restricting the use of pesticides across the board.

"Their [activists] goal is to eliminate pesticides altogether," he said. "They define Integrated Pest Management (IPM) in a way that eliminates pesticide use. It can only be used as a last resort, and then it requires universal prenotification."

This definition of IPM, Langley pointed out, not only runs counter to the federal government's version but also promotes activism against the user community. Further, with the advent of local control initiatives, activists are attempting to circumvent the states' control over pesticide use. The fact that anti-pesticide activists are also well-networked via the Internet makes the groups even more dangerous to the user community, said Langley.

"We need to be more aware," he said. "The vulnerable area is tracking. We can track legislation on the national level and on the state level ... but when you get down to the local level we don't have anything that allows us to track it. By the time that we are even aware that something is happening on the local level, it is already happening. What we need is awareness on the part of the industry, such as superintendents and RISE members."

GCSAA President Scott Woodhead, who spoke later in the session, echoed Langley's call for action. "The GCSAA monitors legislation," he said. "But we can't stay up-to-date on what is happening locally. We hope that members will keep us informed on issues that arise within each metropolitan area, state and region."

To combat reduced-use activists and to promote RISE's reduced-risk philosophy, the organization has developed the Local Issue Plan of Action (LIPA) that sets up a response framework for a company or individual to report back to their trade association and let them know what is happening on the local level. RISE also maintains a Web site, [www.pestfacts.org](http://www.pestfacts.org), that outlines reduced risk guidelines and facts about pesticide use.

Langley hopes this will lead to a grassroots effort on the part of the user community to help set the record straight on pesticide use when local anti-pesticide issues arise in the future. ▶

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# USGA tips: Curbing, compost and recruiting

By MARK LESLIE

**N**EW ORLEANS — Preventing turf wear from straying golf carts, using rotary mowers in the rough, applying composts to improve poor soils, recruiting interns — the U.S. Golf Association Green Section's "Turf Tips" ran the gamut at the recent International Golf Course Conference and Show here.

The Green Section's annual auditorium-packing session offered help to take home, including:

## CURB THOSE CURBS

Every golf course with carts struggles with areas of dead turf on the edges of paths, said Bob Vavrek Jr. of the North-Central Region.

"Curbing works, but it sometimes causes drainage problems. And you can't use it in the middle of the fairway because it can impede a ball and is not practical," he said.

Vavrek's suggestion was an adaptation to a landscape wall: cobblestone curbing.

Installation, he said, is similar to excavating a wall. "Lay a base of crushed limestone or sand and lay a pattern of cobblestones," he said.

Options include making it formal-looking, with such things as flagstone, or rural-looking, with stones.

"It is a little hard work," Vavrek said, "but at courses where aesthetics are just as important as playability, this can be a neat complement to a cart path. It's effective, it deters a wandering cart, and it blends in well with the landscaping."

## BURNING THE CANDLE AT BOTH ENDS

USGA Research Director Dr. Michael Kenna reported on surprising research by Dr. Bingru Huang at Kansas State University, showing that root respiration for the amount of energy consumed by the plant increases as soil temperatures increase.

This is an important piece of the Summer Bentgrass Decline puzzle.

"High soil temperatures and low cutting heights can lead to a dead end," Kenna said. "Temperatures affect bentgrass growth. Photosynthesis is a measure of the amount of energy, or food that the bentgrass plant produces from sunlight. In low temperatures, the bentgrass plant is capable of producing an extra amount of energy or food. However, as temperatures increase, photosynthesis decreases and the amount of energy available to vital life functions continues to decrease."

Huang's research regarding root respiration leads to the dilemma of burning the candle at both ends, Kenna said, adding, "Ultimately, this leads to the total breakdown of the biological process in the bentgrass plant."

As the temperatures rise, he explained, photosynthesis decreases and as the soil temperature rises, root respiration increases to a level that is much higher than photosynthesis.

The bentgrass is using more energy than it can produce. Factor in the low cutting height of the putting green and the result is turf susceptible to stress.

Kenna cited two studies, in 1997 and 1998, that found healthier turf cut at 5/32 inch than that cut at 1/8 inch.

"I strongly believe," he said, "you should be monitoring your soil temperatures... Start looking in the late spring or early summer. You should sit down and talk with your golfers early in the season and suggest raising cutting heights when soil temperatures rise to 80 or 85 degrees."

## ROTARIES IN THE ROUGH

There is a growing trend on hybrid Bermudagrass to use rotary mowers in the roughs, said John Foy, director of the Green Section's Florida Region.

No rotaries were used on golf courses for a long time because of the quality of cut, he said. But, especially with more Bermudagrass roughs being overseeded, the trend now is toward pull-behind and out-front rotaries because of improvements in blade speeds, multiple blades, collection decks, better ability to mow heavy turf, and because the mowing promotes more upright growth in the grass.

"You must sharpen blades more often," Foy said. "But it's quick and easy and inexpensive."



Plain, inexpensive stone curbing serves the purpose of saving pathside turf.



This fairway demonstrates the results of using compost (notice rich green turf) and not using it.

## RECRUITING WARS

Saying that a maintenance staff directly impacts getting players, and that commitment, desire and experience make a good staff, Bob Brame suggested that superintendents actively recruit interns.

"Student interns," he said, "are committed to the industry, motivated and have some experience."

He pointed to superintendent Matt Shaffer of The County Club in Cleveland, Ohio, whose recruiting techniques have proven especially effective. Shaffer distributes video tapes to university professors, along with brochures that "sell" the golf course to prospective employees.

The combination covers information on the course; the intern job description; the club's commitment to interns' education and growth; testimonials from former interns; benefits, pay and housing; and an invitation to join the team.

## CARDIO CRISIS ON THE COURSE

When caddie Garland Dempsey collapsed during the Motorola Western Open, paramedics were on hand to save his life with CPR. But what if a golfer collapsed with a heart attack during an ordinary day on a golf course, asked Brian Maloy, the Green Section agronomist of the Mid-Continent Region. "If 10 minutes pass [without medical attention], the prognosis for survival is grim: 1 to 2 percent survival," he said.

Superintendent Ken Small's Brook Hollow Golf Course in Dallas has proactively faced that possibility, Maloy said, buying two solar-powered call stations and three defibrillators.

At the call stations, simply pushing a button contacts emergency services. The 10-pound defibrillators are lightweight and easy to use, even for the inexperienced, Maloy said.

## COMPOSTS IMPROVE POOR SOILS

"The search for the perfect golf course," said Mid-Atlantic Region Director Stan Zontek, "involves having a good stand of grass literally on every area of the golf course. Increasingly this includes the roughs."

But since soils vary around a course, and some soils are poor, it is difficult to achieve perfection.

"What is the superintendent to do?" Zontek asked. "You can punch holes in the soil, trying to reduce compaction and loosen up the soil. You can top dress it. You can put down extra fertilizer."

"Increasingly, superintendents in my region are using composts ... to improve poor soils. Composts are a good way of improving the content of the soil. Think of it as accelerating the maturing processes in the aging process of the soil. Organic matter holds water and fertility and, generally, improves the overall enrichment of the soil."

How much do you apply?

"Generally, don't skimp," Zontek said. "Use about 1/4-inch thick."

"It may help you achieve your goal of having that near-perfect golf course, while doing something good for the environment," he added.

## 'ULTRADWARFING' TIRED AND DEAD BENTGRASS GREENS

"Ultradwarf Bermudagrasses have arrived!" Chris Hartwiger declared.

"The line is changing," said the Green Section's Southeast Region agronomist. "There have been successful conversions from bentgrass to ultradwarfs."

Ultradwarfs, he said, tolerate lower mowing; survive better because they consist of four or five varieties; and perform well under high play and stress.

Superintendents considering converting to ultradwarfs should take into account their budgets, number of employees, location and growing conditions, Hartwiger warned because ultradwarfs need intensive maintenance, and there are questions regarding overseeding and transition.

"But we've seen spectacular results to date," he said. "There are no perfect grasses for the Southeast. But there are better and more choices than ever before."

## SPIKELESS GOLF SHOES — AVOIDING A SLIP-UP

Southwest Region Director Pat Gross' turf tip was a collection of ideas dealing with spikeless golf shoes.

"Spikeless golf shoes are probably the biggest single trend of the 1990s and have had a positive impact on golf greens for many reasons," he said. "First, there is less wear and tear on greens. Golfer comfort is greatly improved... Greens are smoother and, in general, there is less slipping on concrete cart paths, which was a real problem with steel spikes."

"But like any new idea, it takes awhile to get ahold of any weaknesses in products."

While discrediting the original criticism that golfers couldn't get proper traction with spikeless shoes, Gross said there are concerns about the product:

- Grass accumulation on the bottom of the shoe that can contribute to some slipping.
- The slipping seems to be worse on wood surfaces.
- Wet slopes, typical in the mornings, can cause problems.

"There is no golf shoe company willing to give a 100-percent guarantee that their shoe will not slip," he said, adding, "Anticipate some of these concerns."

His suggestions:

- √ Place brushes on ball washer stands or next to tee markers.
- √ Use compressed-air cleaning stations, mostly around clubhouses or around entrances to locker rooms.
- √ Install alternative paving materials. "This is the single most important area superintendents have to be aware of," Gross said. "Look at putting a rubber surface on those areas of your course that may have wood surfaces." Sources might include a manufacturing plant's old conveyor belt material; or composite rubber
- √ Do not neglect concrete surfaces. Groove steep areas.
- √ Install paths of decomposed granite, or slag and pack it in with a stabilizing agent.

Gross' parting advice: "Be aware of potential problems on your golf course and act to prevent them." ▶

# Johnson tackles Deep South problems at Key West GC

By PETER BLAIS

**K**EY WEST, Fla. — Resting a few feet above sea level on a narrow strip of land perched between the Atlantic Ocean and the Gulf of Mexico is Key West Golf Club, the southernmost golf facility in the continental United States.

Key West GC sits on the last of a series of small islands linked by a network of bridges that make up the Florida Keys off the southeastern tip of Florida. Cuba, 90 miles to the south, is nearer than Home- stead, the closest U.S. main- land city to the north.

"There's not another [18- hole resort] course within 110 miles," said Rob Johnson, 38, Key West GC's head superin- tendent. "We're like any island course, even though we have a road in here. It's a long drive, so service is limited. In Naples [where he formerly worked] we had signs saying, 'Suppliers and vendors by appointment only,' because there were so many of them around. Down here I feel like putting up a sign saying, 'Please stay' or 'Call me at home.'

"I understand. Salespeople can cover 12 courses a day if they stay on the mainland. Down here they use an entire day just to visit me. Deliveries are a problem. Everything has to be planned a week or two ahead of time."

Johnson grew up on the mainland, playing golf and working on the grounds crew during school vacations at Palm River Golf Course in Naples. After high school, he worked at nearby Imperial Golf Course, where then-superin- tendent Dan Hall and assistant Mark Black convinced Johnson to enroll in the golf course operations program at Lake City (Fla.) Community College.

After receiving his associate's degree in 1986, Johnson took an assistant's position at Atlantis Golf Club in West Palm Beach before being offered his first head superin- tendent position at Kingsway Golf Course in Port Charlotte. A few years later Westinghouse Co. hired him to grow in Pelican Marsh and Bay Colony golf courses in Naples.

Johnson arrived at Key West GC three years ago and quickly realized that his biggest challenge was water. All Key West's irrigation water comes from an effluent plant owned by the course. The plant provides between 350,000 and 500,000 gallons daily to a golf facility that could use twice that, Johnson said. There is

little annual rainfall to supplement the effluent.

"Our total rainfall for 1999 was 35 inches," Johnson recalled. "Ten inches came during a one- day hurricane."

Florida Gov. Jeb



Rob Johnson

Bush is trying to get homeowners and businesses in Key West to tie into the area's sewer system, which would provide more than enough irrigation water for Key West GC. "We're expecting to get

another million gallons within the next year," said Johnson, who has begun installing a new OSMAC irrigation system in anticipation of the additional supply. "We don't irrigate the roughs right now. Once we get the new water, we'll irrigate from property line to property line."



Johnson's second-biggest challenge is salt. "It's every- where and on everything. If it rains, there is even salt in

Continued on next page



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# Salinity, heat just two obstacles for Johnson

Continued from previous page that," Johnson said. "The air carries salt. The ground is contaminated with salt. We're always battling the salinity problem. But that's to be expected. We're on an island surrounded by salt water... If we can go plastic with everything we use here, we will. You

can't even leave a bicycle outside here without it rusting because of the salt."

Key West has Tifdwarf greens and 419 Bermudagrass on the fairways, roughs and tees. "The grasses have adapted somewhat to the salinity," Johnson said. "The greens were built in 1983

[during a Rees Jones' renovation and nine-hole addition]. The Jones' renovation was basically building a new golf course. Even though there was a course here dating back to the 1920s, it wasn't much of a course until Rees came in."

Key West's third-biggest problem is staffing. Johnson's

maintenance staff ideally numbers 15 people. But maintaining that level is difficult.

"There are a lot of drifters who come down here to the end of the Earth and don't want to work. Some people come down, think they are going to like it, spend a few weeks and are gone. We get Northerners laid off at their courses who come down, say

they are going to stay permanently, and are gone in three or four months. We use some contract labor from a company that has employees mostly from the Ukraine. They speak little English but are good workers."

Environmental restrictions on the Florida Keys are severe. The par-3 8th hole, for instance, is a 178-yard carry from the back tees over a mangrove swamp that has to be trimmed down twice a year. The trimming and lugging out of branches required special permits.

"They watch us like a hawk. You can't even relocate a tree without getting a permit," Johnson said. "It stands to reason. It's all sanctuary and tidal waters that come in and out of the golf course. Some of our lakes are controlled totally by the tides."

The highest point on the course is just a few feet above sea level, Johnson said. All the course structures are built on stilts to keep them above water during storm surges and hurricanes. During Johnson's tenure, two hurricanes have struck the course, one of which required the removal of 10,000 cubic yards of debris from the facility. "During Hurricane Irene, we had fairways that were 10 to 15 inches under salt water."

As for everyday challenges, the heavy waterings required on some greens during hot weather leave them susceptible to a variety of diseases. Brown patch can be a particular problem.

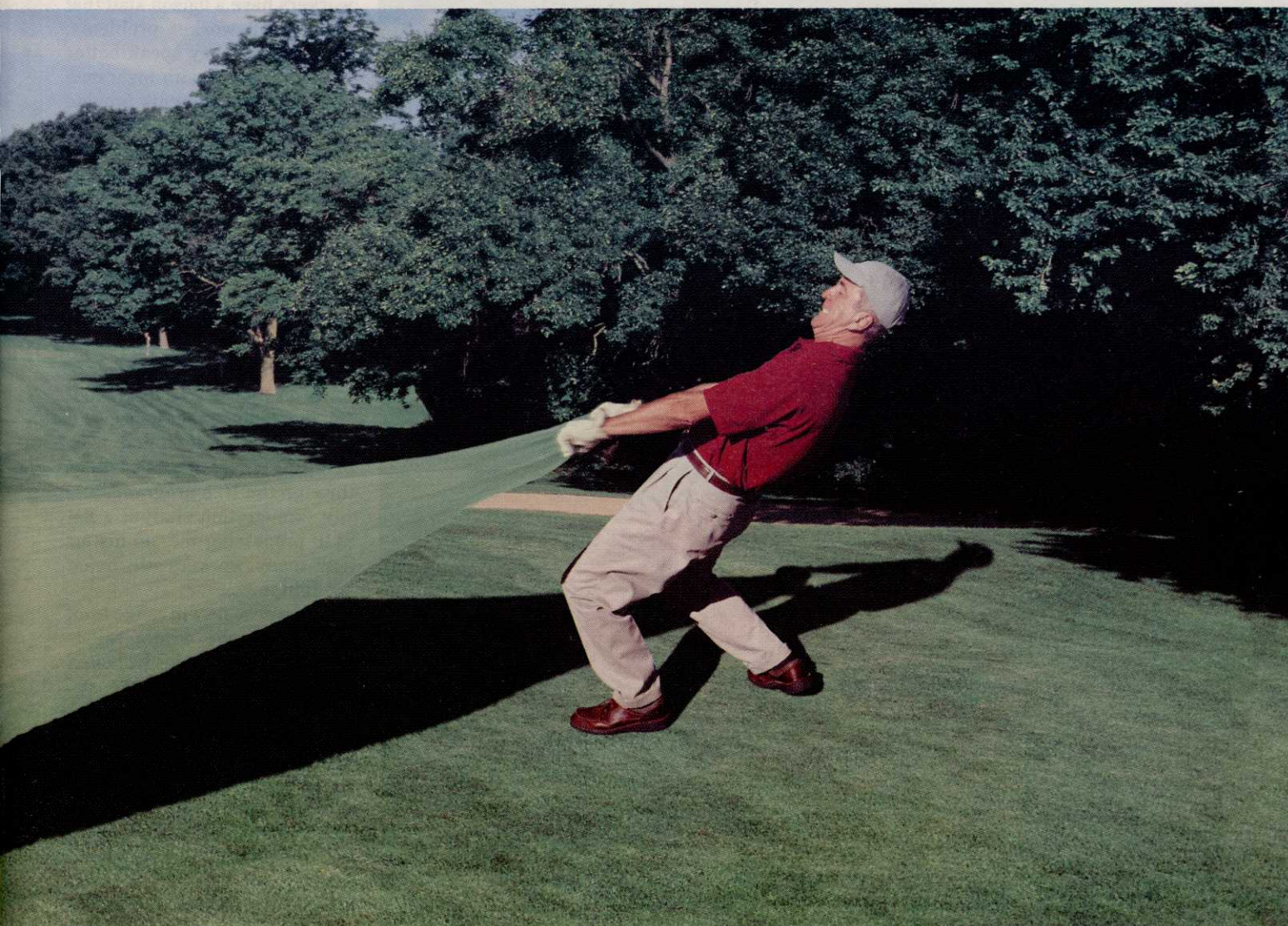
Insects are rarely a bother. "Mole crickets are a big problem throughout Florida, but we hardly see them down here," Johnson said. Fire ants can be an occasional nuisance, especially after major rainstorms when they seek out higher ground.

Johnson hopes to begin rebuilding Key West's greens to USGA specifications as soon as the enlarged sewer system is installed. He is looking forward to the project, having grown in two courses in Naples and having rebuilt greens in Port Charlotte. He has also installed four irrigation systems over the years.

"We'll plant the most salt-tolerant, successful Bermuda-grass we can find," he said.

Johnson said he enjoys Key West, squeezing the occasional fishing excursion in between his job and raising two children.

"I'm happy working for a single owner who is looking to buy more courses," Johnson said. "And we're doing roughly 65,000 rounds a year." ▶



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## Solving the labor crunch

Continued from page 13

gram and that allows employers to bring in workers from any country. The program has several requirements:

- H2b is only available after employers test the U.S. market in the area and it is established that there is a shortage of avail-

able workers. The Department of Labor requires that companies advertise the availability of jobs in local papers.

- Foreign workers can only be brought in to fill seasonal or peak-load positions.

- Companies must meet local wage-rate requirements. These differ from state to state but usually fall between \$9 and \$12 an hour.

"After getting certification

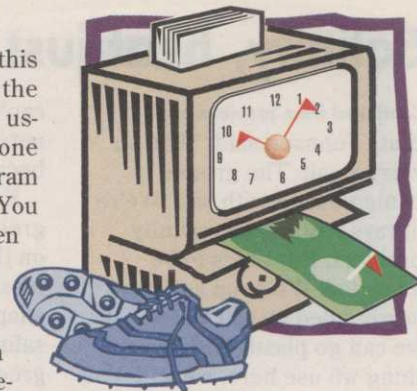
from the Labor Department, the next step is with the U.S. Immigration Service," said Young. "All workers will have to have visas prior to coming to the United States and this will take 30 days." The total time frame for getting workers approved is about 90 days.

Young has been accessing foreign labor through Florida East Coast Travel, a division of Florida Fruit and Vegetable that sources workers from Jamaica, Barbados

and Mexico.

According to Young, using this program eliminates many of the headaches associated with using foreign workers. "Anyone who comes through this program is 100-percent legal," he said. "You don't have to worry about green cards or mismatching Social Security Card numbers."

Mexican workers generally work cheaper than those from the Caribbean be-



cause their government does not place requirements on the employers. However, Young pointed out that there are generally more language problems with Mexican workers, they have no medical program and they are extremely unhappy if they work just 40 hours a week.

On the flip side, Caribbean workers have a liaison staff that handles all worker problems. Additionally, they speak better English, have health insurance and their governments provide police checks and physicals. There is also a predesignation program that allows employers to get the same worker back year after year. "This gives us an experienced workforce," said Young. "We do it with 85 percent of our workers."


As a result, workers from the Caribbean are more expensive. Employers must cover the cost of travel for each one (at least \$650) and find them proper housing.

Other costs involved with bringing in foreign workers through the H2b program:

- Immigration charges a flat \$110 processing fee, no matter how many workers are being brought in.
- Travel costs will range from nothing to the whole thing. Workers from Mexico will often pay at least half the travel costs.
- Advertising job availability in local papers will run between \$100 and \$500.
- Employers must provide some form of transportation service to take workers shopping and to get them back and forth to work.

"There is an available supply of good workers," said Young. "But you have to go through the steps to do it. You have to deal with the Department of Labor which is hostile to the program because it is their job to find Americans work."

Therefore, Young recommends that potential users of H2b consider it only for jobs that are long enough to spread out costs and make it attractive to workers. Companies should also team up with others in the area to bring in workers collectively.

All of the effort is worth it, said Young. "You pay for what you get. And what you get is a highly motivated workforce that will want to come back year after year." 

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Near infrared and aerial photography at Imperial Golf Club in Naples, Florida, captures the benefits of using InfilTRx Soil Penetrant on fairways.

Photos were taken June 8th, 1998.

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## Watching out for West Nile virus

By JEAN MacKAY

Will the West Nile Virus return with the birds?

Last summer, assistant superintendent Christian Diaz found a dead crow on his fairway at Clearview Golf Course in Bayside, N.Y. As it turns out, he wasn't the only one. Several thousand crows went belly-up in the greater New York City area last year, and this time, chemical applications weren't targeted for blame.

In 1999, a deadly disease never before seen in the United States struck both humans and birds in the New York City area. Known as the West Nile Virus, it killed seven people and sickened 59 others before the weather turned cold and the mosquito-borne disease was laid to rest. Parts of Nassau and Westchester counties and metropolitan New York City were broadcast-sprayed with malathion, Anvil, and pyrethroid pesticides to kill mosquitoes and prevent further transmission of the disease.

Several thousand birds also died.

Crows appeared to be more sensitive to the disease than other birds — although this may be attributable to the fact that crows are gregarious and dead birds are easy to spot. A diversity of species, including the blue jay, black-crowned night heron, mallard, American robin, several species of hawks and gulls, and belted kingfisher all tested positive for the West Nile virus.

### THE MOSQUITO-PEOPLE-BIRD CONNECTION

The West Nile Virus is an arboviral infection, which means it originates within insect populations — generally blood-sucking insects like mosquitoes or ticks — and undergoes changes in the insect prior to transmission.

Fortunately, not all species of mosquitoes carry the disease. West Nile is primarily transmitted by the Culex mosquito. Unfortunately, while only a small number of Culex mosquitoes may carry the disease, they generally tend to bite birds and people.

Birds can't transmit the disease directly to people, but once they become infected, the virus can be transmitted back to mosquitoes for about four to five days. During that time, birds can fly hundreds of miles, carrying the disease with them. Should they be bitten again by a mosquito, that mosquito becomes a new carrier of the disease.

Though some experts believe the disease outbreak ended with the first frost last November, others say there is a possibility it will spring up again, having been harbored in dormant mosquitoes through the winter. In early March, the Center for Disease Control in Atlanta released a report that mosquitoes collected at three of 69 sites in January and February had genetic material indicating the presence of the virus. Thus, should the disease re-appear this spring, bird migration and disease distribution will need to be closely monitored.

### THE THREAT OF VIRUS VS. SPRAYING

"Some of the guys got really scared about contracting the disease," said Clearview Golf Course's Diaz. But by taking precautions and knowing the disease symptoms, routine maintenance work continued without incident.

The West Nile Virus generally attacks those with weakened immune systems or immune-deficiency diseases. All seven who died last year were elderly. While the virus is rarely fatal, its encephalitis

Continued on page 28



The 194-yard, par-3 9th hole on the West Course at Broadmoor, designed by Robert Trent Jones Sr. As part of Broadmoor's Audubon certification in wildlife and habitat management, superintendent Fred Dickman introduced native grasslands along the south boundary of the hole and along the water feature between the tee and green. Wild turkey, black bear, mule deer, bobcat, coyote and fox are commonly seen on the golf courses.

## Broadmoor courses gain certification

COLORADO SPRINGS, Colo. — The Broadmoor East & West Courses have achieved designation as Certified Audubon Cooperative Sanctuaries by the Audubon Cooperative Sanctuary System (ACSS). Only eight courses in Colorado have now received the honor.

"Environmental issues are one of the foremost priorities in golf course management. The Audubon Cooperative Sanctuary Program was instrumental in establishing a future environmental vision for our golf facility. Completing the certifica-

tion program has provided a better golfing experience for our members and guests at The Broadmoor," said Fred Dickman, golf course superintendent for The Broadmoor.

In 1994, The Broadmoor East & West Courses joined the Audubon Cooperative Sanctuary Program for Golf Courses, which provides information and guidance to help courses preserve and enhance wildlife habitat and protect natural resources.

Continued on page 28

## No water, little hassle with new urinals

By MARK LESLIE

N EEDHAM, Mass. — If water is destined to be the gold of the 21st century, the Waterless Co. could be sitting on a gold mine.

Across the country, commercial facilities, park districts, restaurants — and a couple of golf courses — are installing the company's waterless urinals in their facilities — acting to save water and pre-empt any situations where they might be left waterless. At the Northern California Association of School Business Officials conference last November, more than 50 school districts signed on to install the units.

At Point Sebago Golf Club in Casco, Maine, superintendent Gerry White said he had two waterless urinals installed last year and "we will definitely add some more."

"The two are in the restaurant," he said. "They've worked great. They don't smell. We're very happy with them."

At Point Sebago, a camping and tenting resort where there is no city sewage system, the waterless units work well, White said, because "we have so many people jammed into this place. In July and August, our septic fields can't handle it. This [waterless urinals] is one step in the right direction."

David Jones, superintendent at Coronado (Calif.) Golf Course, has one unit in his maintenance building that "works well," he said. "If water is a concern, it is definitely worth looking at."

Jones said his materials costs compare closely to the water costs of using a regular urinal, but he added the caveat that employees and golfers both use his unit, so it gets heavy use.

"I'd be much happier using this than a portable potty," he said, "because this doesn't have the odor problem."

Richard Lewis, whose R. Lewis & Co., Inc. here represents Waterless Co. in New England, said he has not had great success in the Northeast but there is a rising interest in this new technology.

"It's the resistance to change," he said. "But we're on an absolute tear in school systems."

The interest that does exist, Lewis said, is "primarily because of the 'greening of America.' People are more environmentally conscientious. Another factor is strict water conservation. Sewer rates are three or four times higher than water now."

Lewis also pointed to a savings in maintenance. Problems with flush valves and gaskets are eliminated, he said, and while the part may cost only a dollar or two, "it can cost \$60 for the plumber."

Vandalism is also reduced with these units, Lewis said, because they are fiberglass and do not break like conventional units.

The plumbing industry converted from 3 gallons-plus to 1.6-gallons-per-flush toilets several years ago. The industry introduced water-saving faucets,

Continued on page 28

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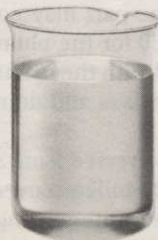
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## K-State

Continued from page 1

• Conceived by PGA Senior Tour star and K-State graduate Jim Colbert, the facility was announced as being the first TPC-operated university course — although operation has been contracted out to Fore Star Golf.

• A pilot program for internship residents is being operated at the course.

Excitement and high expectations over K-State's revamped turfgrass program have already more than tripled enrollment, from 40 to 130.

"This is the perfect scenario," said Gourlay. "We are teaching the students that opportunities exist. When they finish here, they will have training in point-of-sales, merchandizing, the pro shop, food-and-beverage, the golf course... They are positioned to do a great job."

Supporting the argument that golf course superintendents are naturals for course management, Gourlay said: "They already control the most costly part of the facility — the golf course. They run the biggest staff, have the most expenditures, know all the labor laws, deal with the public and are getting more and more educated all the time."

With some major players in the golf industry participating in the planning, K-State made waves in the late spring of 1998 when Colbert and university officials announced the project.

"We have the opportunity to make something very special happen in Manhattan, Kansas — something that will have a lasting impact on the world of golf and will enhance the golf program at the university where I began my career," Colbert said two years ago. He donated \$500,000 himself and raised millions from friends toward the \$10-million facility.

K-State built a partnership with the Golf Course Superintendents Association of America, PGA Tour Golf Course Properties Inc., Colbert and golf course architect and K-State alumnus Jeff Brauer of GolfScapes in Arlington, Texas.

"We took the original turf management option and tried to determine — through help from GCSAA, PGA Tour and faculty in three colleges here — what we needed to do to produce a better superintendent and one who had other career options, including managing the entire facility," said Dr. Jack Fry, who directs the program. "We have a minor in business built in, additional hours of communications and hotel and restaurant management courses."

Beginning this fall, Fry said, every student will have to do internships both inside and outside the clubhouse.

"They will get two views of the golf course profession," he said. "We think that's good, even for the superintendent, because oftentimes they get stuck down in the 'shop,' so to speak, and have no idea what the rest of the operation involves."

The College of Business, the College of Agriculture and School of Human Ecology are all involved in the curriculum, along with turfgrass management. And

Fry gave special credit to the central administration, "from the top down, who encouraged us — in particular Bob Krausse, the vice president for institutional advancement."

Keystones to the program are the 18-hole and nine-hole courses, which sit four miles from campus.

"We would not have had the program without the golf course," Fry said. "The biggest

portion [of it] will be internship out there, students working. It will be an excellent on-site facility for them to learn how to manage a golf course.

"Secondarily, we are going to have a classroom facility there and we will be able to take classes like golf course operations and turf management and landscape maintenance classes there and have laboratories where we will focus on a given

thing on a given day."

A number of environmental projects will be carried out as well, involving students and faculty in wildlife surveys, tracking birds, and studies on water quality, insects, soil structure, pesticide movement, and other related subjects.

A Toronto native who has held superintendent/general manager jobs at Summerlea Golf Club in

Continued on next page

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PATENT PENDING

# Gourlay, job well suited

By MARK LESLIE

MANHATTAN, Kan. — “This job was written for me,” said David Gourlay of his position as director of golf course operations and general manager at Kansas State University’s Colbert Hills Golf Course here.

At a facility where the emphasis is put preparing students to

be course managers as well as superintendents, Gourlay has already lived the aspiration after 16 years in the industry.

A graduate of Texas A&M following a two-year associate degree at Guelph University and one year at Penn State, Gourlay:

- first worked at the all-women Ladies Club of Toronto, where

there was no general manager, just an accountant;

- was superintendent/general manager at Summerlea Golf Club in Vaudreuil-Dorion, Quebec, near Montreal; and

- was superintendent at Ottawa (Ontario) at Eagle Creek when new owners fired the golf pro and general man-



David Gourlay

ager, “so I ended up running the whole thing for a couple of months.”

Active in the Audubon Cooperative Sanctuary System, interested in research and having grown in two courses, Gourlay jumped at the chance for the Colbert Hills position where the superintendent would double as

general manager and Audubon International would be involved from the beginning of construction.

“Being on the cutting edge is a perfect fit for me,” the Toronto native said. “I had just had Summerlea certified and had won a GCSAA [Golf Course Superintendents Association of America] Environmental Steward Award. I love research and did a lot of it at Texas A&M for Dr. [James] Beard. It was a natural tie-in for me. And they were looking for a GM and superintendent.”

Meanwhile, the Jeff Brauer-designed golf course was an attraction as well.

“It’s not a traditional Kansas golf course,” Gourlay said. “It’s located in the flint hills, so it’s pretty rolling. There are 100-foot elevations everywhere. You cannot believe it.”

The 18-hole course contains more than 100 bunkers and all its green are U.S. Golf Association-spec.

## K-State program

Continued from previous page

Vaudreuil-Dorion, Quebec and at Eagle Creek in Ottawa, Ontario, Gourlay said the golf courses were built to meet all needs.

“It’s unique here,” Gourlay said. “We’re in the transition zone and we have everything.”

The championship course has zoysiagrass tees and fairways; L-93 bentgrass greens; Kentucky bluegrass roughs bordering the fairways; fescue roughs outside the bluegrass; and native Kansas prairie grasses and some buffalograss outside the roughs.

On the par-3, for research purposes, each green has a different bentgrass: A-4, G-2, Penncross, L-93, Providence, Cato, Putter, SR-1020, Dominant Plus.

The par-3’s fairways have various varieties of perennial ryegrasses, dwarf Kentucky bluegrasses, turf-type tall fescues, and some blends of each of bluegrasses and tall fescues.

Meanwhile, the driving range tees boast Bermudagrass.

“The students coming out of here will be the most prepared for the industry because of the grasses, the affiliation with Audubon, working in conjunction with some of the tournaments we will have, and because we have the National Academy of First Tee,” Gourlay said.

As Gourlay left to speak to a class on “So You Want To Be a General Manager” he added: “More and more people are doing it [moving into general manager jobs]. There are a multitude of reasons. One is economics. A lot of clubs can’t pay top dollar to all three — the pro, clubhouse manager and superintendent. So, some superintendents are getting the opportunities. There are a lot of qualified superintendents who can jump into that position if that is the direction they want to take in their careers.”

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COLUMBUS, Ohio — While turfgrass student intern international training gains momentum, its program coordinator talks of “internationalizing” faculty members as well.

“We are very open about sharing ideas, research and trials,” said Michael O’Keeffe from his office at Ohio State University’s (OSU) College of Agriculture. “This works best if faculty members are believers, people who feel it is a great opportunity for their students.”

## Faculty ‘internationalization’ next for turfgrass internship program

Meanwhile, progress is being made, he said.

- John DiMascio, now at Firestone Country Club in Akron, Ohio, taught in England in 1998-99 while a graduate student at OSU.

- Pam Sherratt, a recent graduate of Myerscough College in England, is at

OSU this year on a fellowship, doing master’s degree research in sports turf under Dr. John Street.

- Dr. Karl Dannenberger of OSU recently visited England with O’Keeffe and is supporting the idea of more faculty involvement abroad.

- O’Keeffe’s office is attempting to

arrange for a Myerscough College faculty member to visit and teach at OSU.

“In any university you have faculty who might be teaching turf management and have never been overseas to work with their counterparts in other countries,” said O’Keeffe. “A college in England might want to put on a seminar on a topic and draw on an American professor to address that issue.

“That idea is becoming attractive to faculty.”

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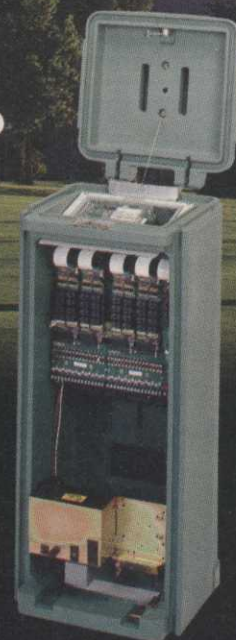
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IRRIGATION

## OTF elects Tischer president

COLUMBUS, Ohio — The Ohio Turfgrass Foundation (OTF) has elected Randy Tischer of Green Velvet Sod Farms in Bellbrook president of a new slate of officers and trustees.

Joining Tischer for terms running through Jan. 31, 2001, are President-elect Len Dunaway of Xenia Power Equipment in Medina, Vice President Mark Heinlein of The Motz Group and Treasurer John Mowat of Century Equipment Co.

Tischer was elected president after serving eight years on the OTF board of directors. He is an active member of the green industry as a sod producer and past president of Turf Producers International.

Dunaway will serve as OTF's president in 2001. Superintendent at Walnut Grove Country Club in Dayton for 18 years before joining Xenia Power Equipment in 1999, he served 12 years on the Miami Valley Golf Course Superintendents Association board of directors.

Heinlein, is senior vice president at The Motz Group, a high-performance athletic field construction and consulting firm in Cincinnati.

Mowat is the Central-Ohio commercial sales representative for Century Equipment Co.

Trustees for three-year terms, running through Jan. 31, 2003, include one trustee re-elected to his second term, and two new trustees to the board of directors. Re-elected to a second term was Mark Rawlins, superintendent at Longaberger Golf Club in Nashport. Rawlins has been a superintendent for 15 years and in golf course management for 28 years. He served 10 years on the Central Ohio Golf Course Superintendents Association board of directors.

New to the OTF board of directors are Mark Jordan, superintendent at Westfield Companies Country Club in Westfield, and Ted Durchik, branch manager of Leisure Lawn, Inc., in Cleveland.

Jordan has been superintendent at Westfield since 1989, and is the current president of the Northern Ohio Golf Course Superintendents Association.

## East Lake interns win-win situation

Continued from page 13  
me sharper.

"There is a synergy there. We trade ideas and it makes me look at things differently as well. It's an enjoyment for me seeing them exposed to a different culture, teaching them, and seeing them go home and succeed."

The most recent success story was John Gubb of England, an intern in 1998 who recently was named course manager at Royal Bedfordshire in Bedford, England.

Course officials said what separated him from the other candidates for the position was that he had worked at a high-profile course in the States, Horr said.

"High visibility has something to do with attracting interns," said Kepple. "Bobby Jones was very popular in Great Britain and this is where he learned to play. It was known as the St. Andrews of America."

Ohio State University's (OSU) College of Agriculture has operated an international internship program since 1979 and a golf internship since 1988, sending American turfgrass students overseas and placing foreign students at golf courses in the United States. Program Coordinator Michael O'Keeffe, an Irishman who himself was an intern, works with foreign schools, screening and interviewing candidates, arranging their visas and placing them at American courses. So the host courses merely have to pay the wages.

Working with students from OSU, Penn State and Texas A&M, he will send 16 students to train at golf courses abroad — six or seven in Australia, seven in England, a few in Ireland and one at St. Andrews in Scotland.

"The demand from overseas is much greater," O'Keeffe said. "We have probably 60 students each year from Great Britain, Australia and New Zealand. They are training all over the country."

East Lake first got involved in 1997 when Irishman Ronan Brannigan, son of a golf course architect, interned here.

In 1998, Englishmen Gubb and Tim Randall spent a year. Then last April Jon Crook of England began a stay. Scotsman Kevin Bell and Irishman David Hickey, who both came aboard last November, will remain through the PGA Tour Championship at East Lake, Nov. 6-7.

"It's been a great experience," said Crook, whose internship is serving as the second year of his three-year turfgrass program at Myerscough College in Preston, England. "America is more advanced than Great Britain in turfgrass practices. We're trying to catch up in England."

Hickey, who studied at Elmwood College in Scotland and hopes to pursue turf studies at Myerscough, explained his reason for interning in the United States: "I thought it would be a great experience and get me ahead of the race. Not many people back home have come over and worked on courses in America."

At this point, the three students will be taking different things back with them to the UK.

Bell, who hails from Fife, Scotland, and owns a higher national diploma from

### SEE RELATED STORY, OPPOSITE PAGE

Elmwood College, said the key element he has learned at East Lake has been "presentation on the course and quality of work."

"Back home there are a lot of differences," Bell said. "Soil tests, fertilizer content, etc. are done but those tests are more advanced over here... Money is a big issue. A lot more is spent over here on the championship courses. East Lake has corporate members and that income justifies the quality of the course. At our Open championship courses — Carnoustie, Turnberry and Troon, etc. — the price of greens fees dictates the quality of the course."

"In America it's a totally different approach to the business. It's much more professional," said Hickey. "In Ireland it's very laid back."

For both Hickey and England's Crook the most important learning has come in the areas of calibration of spreaders and sprayers, and irrigation set-up and repair.

Do the interns feel their countries' courses are becoming "Americanized" in their maintenance practices?

Hickey said that is the case at Arnold Palmer's K Club where he worked in Ireland, but added that is because of related housing and "the extraordinary amount of money being pumped into the course."

"I don't think they're becoming Americanized in Scotland," said Bell, "except in the construction process. Some new courses are using USGA-spec [U.S. Golf Association] greens... But the links courses are still very much traditional [in maintenance practices]."

East Lake's Horr, just back from a visit to England, said UK's inland courses "are starting to shift their focus to the parkland look. But even at the links courses, some things are changing. At Carnoustie they put in small mist-heads and are switching to a more detailed look."

He also pointed out that British, Irish and Scottish students are interning at Hilton Head and in Florida. "Ohio State has placed a lot of guys," he said, "and just by visiting courses and seeing equipment over here, they are starting to shift toward [American methods], and talk about bigger maintenance facilities, etc."

For instance, he said a couple of interns who returned home "get a little stressed out" seeing such simple things as leaves on a fairway.

But what they take back with them will not all relate to turfgrass management.

"I'll probably take home a lot of the values from East Lake," said Crook, "like how to manage a crew. It's very well-run, and there are a lot of people from different walks of life: Mexicans, Puerto Ricans and from all over America. Back home they're all English, and there is no language barrier."

One barrier they will most likely face will be lack of opportunity for assistant greenkeeper positions.

"At home," said Hickey, "you can't get a first assistant's job unless you have at least six or seven years experience. The [condition of your] greens really don't count for anything. Experience is everything... It's very unusual to have a first assistant who is 25 or 26 years old back home." ▶

## Opening doors

Continued from page 13

can participate as well, he said, adding that some \$500 scholarships are available.

While OSU has strong ties with colleges in the British Isles, Australia and New Zealand, O'Keeffe said students are not limited to those countries. A student from Montana with solid German language skills was placed last year in Switzerland, for instance.

"Students will request cool-season or warm-season areas," he said, "to get a diversification from what they already know, which will make their resume more marketable if, say, they're back in continental Europe. A lot of British greenkeepers are hired in Spain, France and Greece, and even Morocco — wherever the European Tour goes, basically."

A group of seven American turfgrass students will embark on a unique adventure of their own in October.

Medalist-Troon, a joint venture between Troon Golf Management and Greg Norman, plans to develop more than two dozen properties in Australia. The company wants "American maintenance standards, but does not want to train greenkeepers from ground zero," O'Keeffe said.

The seven American students will train

### PARTICIPATING COLLEGES

COLUMBUS, Ohio — Michael O'Keeffe, program coordinator for Ohio State University's College of Agriculture international internship program is working with a number of colleges in the United Kingdom and Australia. They include:

- In Scotland — Elmwood College.
- In Northern Ireland — Greenmount College.
- In northern England — Myerscough College, Askham Bryan College and Reaseheath College in Cheshire.
- In southeast England — Plumpton College, Oaklands College, Writtle College and Merrist Wood College.
- In southwest England — Carrington College.
- In Australia — A number of TAFE colleges in Melbourne, Brisbane, Canberra and Adelaide.

there for six months "because they want the American maintenance standards," he said. "And they hope that if these students like it, in the future they may be potential employees."

People interested in the program should call O'Keeffe at 614-292-7720. ▶

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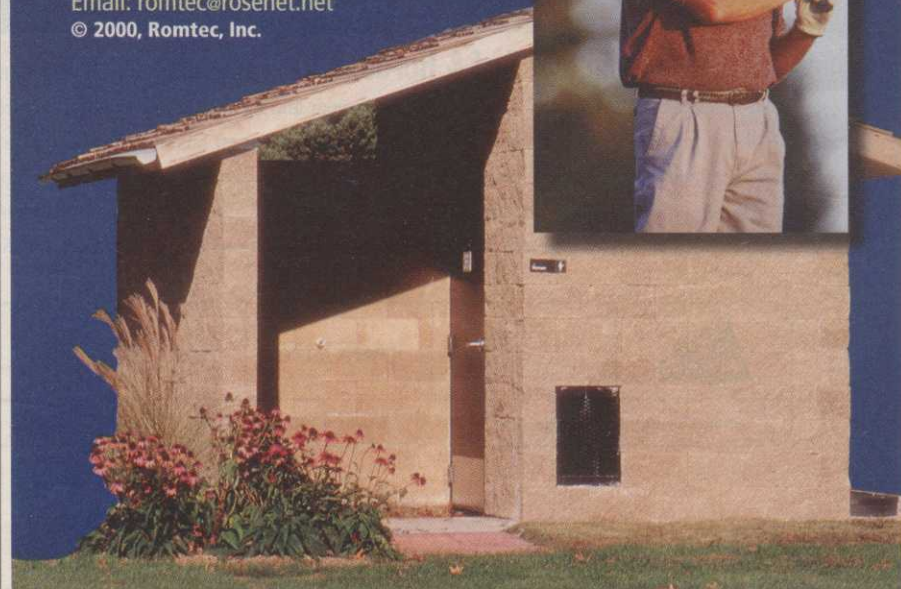
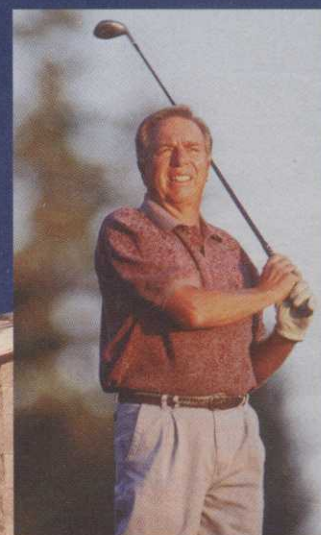
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GOLF AND THE ENVIRONMENT

## Waterless urinals

Continued from page 21

shower heads and even tub fillers for baths. The plumbing industry reduced the requirements for urinal systems from 3 gallons per flush to 1 gallon or less. All these efforts have been part of the nation's conservation program.

"But more needs to be done," Lewis said, "and these waterless units will help."

White's cost for the units was \$450 apiece and maintenance is minimal.

The units use absolutely no water. A special trap in the urinals bowl contains a floating layer of Blue Seal, a lightweight immiscible liquid. The heavier urine flows through the Blue Seal layer completely blocking off rest room odors from the unit. The trap fill is good for 1,500 uses.

The Waterless Co. is headquartered in Del Mar, Calif. ♣

## Broadmoor certified

Continued from page 21

"The Broadmoor East & West Courses have shown a strong commitment to their 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 Co-operative Sanctuary System. ♣

## West Nile virus

Continued from page 21

stage is extremely damaging. Swelling of the brain may cause high fevers, headaches, uncontrollable violent seizures, and sometimes death.

Broad-scale spraying of malathion and other chemicals to control the spread of disease carries its own set of risks. Malathion's label warns against spraying near water sources, or where runoff is likely to occur — a difficult if not impossible task when aerially spraying the chemical. Ironically, the pesticide has also been found to weaken the immune system (*Journal of Immunology*, 140(2)), thereby making those exposed to it more vulnerable to disease.

Should the disease re-appear, authorities will monitor its outbreak and severity and weigh controversial spraying with threats posed by the disease. If state Health and Environmental departments implement preventative measures outlined by the National Center for Disease Control, conducting widespread pesticide spraying may not be necessary.

### ATTRACTING BIRDS AND PLAYING GOLF SAFELY

While the West Nile virus may or may not reappear this year, there are simple precautions golf course superintendents can take to assuage golfer fears, reduce mosquito bites, and still enjoy attracting birds to their courses. These guidelines are especially relevant for courses in New York, New Jersey and Connecticut, where West Nile appeared last summer and fall.

- Stay informed. Take note of news reports regarding West Nile virus. Should incidence of the disease re-appear, provide factual information to golfers and employees.

- Remove stagnant water sources such as birdbaths, old tires, or rain-water barrels that invite breeding mosquitoes. Aerate water features where possible to decrease habitat for mosquitoes.

- Remind maintenance crews to wear protective clothing outdoors and use insect repellents on clothing and skin to reduce the risk of mosquito bites.

- Be familiar with the symptoms of West Nile virus: severe flu accompanied by fever, headaches, muscle weakness, and mental disorientation. If you suspect that a mosquito bite preceded the onset of such symptoms, see a doctor. Keep in mind that the virus is rarely fatal, but the very old, the very young, and those with weakened immune systems are particularly vulnerable.

Finally, should you find dead birds on your golf course with no visible sign of injury, contact your local wildlife pathology department or health department to find out whether the bird should be tested for West Nile virus. ♣



## TURNING OUR STRENGTHS INTO SOMETHING EVEN STRONGER.

**Introducing Simplot Turf & Horticulture.** Four of the leading brands in the industry—APEX, BEST®, Jacklin Seed and Medalist America—have gotten it in gear and have combined their strengths to turn Simplot Turf and Horticulture into what will soon become one of your strongest business partners. This unbeatable alliance sets in motion an energized commitment to provide you with the most advanced innovations and responsive customer support imaginable.

When you are looking for the finest seed, fertilizer and other horticultural products available, turn to Simplot Turf and Horticulture. We're geared up and ready to get growing with you. For more information, contact:



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Hudson Series I lightweight greensmower.

## Hudson's Series I goes where others fear to tread

Hudson Engineering introduces the Hudson Series I lightweight greensmower. The unit weighs 86 pounds, but is heavy enough to hug the contour of the green and provide a professional cut down to 1/8 of an inch. The 11-blade, computer-balanced reel makes 3.06 cuts per inch and has a 16-inch width of cut.

The mower is designed for overseeded greens, newly-seeded greens or anywhere turf stress is a consideration. Other applications for the mower include inaccessible tees and confined areas or areas where noise is a concern. The unit is self storing and is non-corrosive and has sealed bearings. Contact 877-547-3367.

## TurfTacs degrade

TurfTacs, biodegradable sod and turf staples, and the TurfTacker stapler now feature several new innovations. Improved resin makes tacs stronger, heavier-gauge stainless steel tacker offers smoother operation, a stabilizing cross-bar keeps tacker upright, and a window in tacker shows remaining tacs. The TurfTacs and TurfTacker system efficiently and economically secures sod, turfgrass, erosion control netting or other slope-stabilization products, starter netting, and grass and flower mats. Call 888-TURFTAC.

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GCN Product News will be published in *Golf Course News* again in July and October this year. Please send press releases to Andrew Overbeck via Fax (207-846-0657) or email: [aoverbeck@golfcoursenews.com](mailto:aoverbeck@golfcoursenews.com)

Please direct advertising inquiries to Jean Andrews, Phone.Fax 207-925-1099.

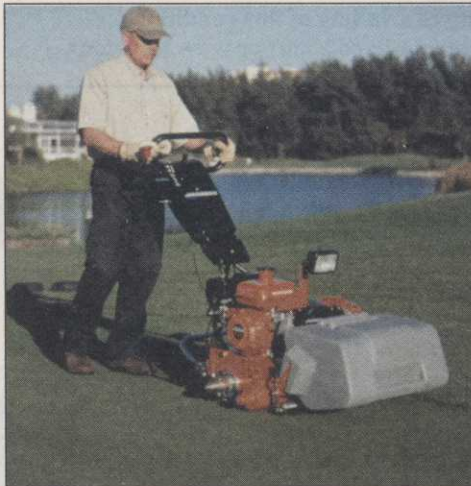
## Jake redesigns Greens King 500 Series

Improvements throughout Jacobson's new "A" Series are intended to increase the longevity, operator comfort and overall performance of these greens mowers. Special attention was paid to durability with an improved drive system, and addition of an automatic belt tensioner and heavy-duty serpentine belts.

Operator controls were also improved for comfort, strength and to maintain consistent mowing in all conditions. Variances in mowing heights due to operation or conditions have been minimized. Even the grass catchers have been designed to be more efficient.

Four different "A" Series models are available in three mowing widths. For greens with severe undulations, the Greens King 518A offers a narrow 18-inch cutting width. The 22-inch 522A features a larger cutting width for increased productivity. The 522AT offers the same productivity with a unique T-shaped handle. And for maximum productivity on tees, surrounds, aprons and relatively flat greens, the Greens King 526A offers a 26-inch cutting width.

All Greens King 500 Series mowers are



Jacobson's new 22-inch 522A greensmower.

powered by 4-hp, 4-cycle CARB-approved Honda engines. Operator controls are on the handle and within easy reach. Bi-directional transport wheels can be used on either side of the mower.

Optional accessories for the Greens King 500 "A" Series include rollers, roller brushes and a light kit.

Additional information is available at [www.textron.com](http://www.textron.com), or call (888) 922-TURF.

## John Deere's 1620 conquers tough terrain

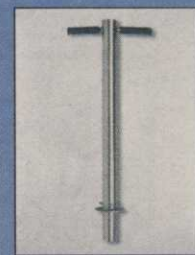
The John Deere 1620 wide-area flex mower is well equipped to tackle large areas of terrain full of inclines, dips and hard-to-reach places. The 1620 features a 96-inch LasTec Articulator deck with a 30-inch side trim overhang that mows undulating areas at a consistent height-of-cut. While operating at a speed of 6.5 mph, the 1620 can cover up to 6.3 acres per hour.



Dips and hills don't bother the 1620.

## Standard Golf unveils plugger for quick work

The new 2-inch Turf Plugger from Standard Golf Co. is designed to quickly replace small areas of damaged turf with new plugs. The Turf Plugger



stores turf plugs cut from any nursery area in the zinc-plated steel tube handle.

As damaged areas are cut, new plugs emerge from the top of the tube for replacement. The Turf Plugger includes an adjustable blade for cutting to a depth of 4 inches.

For more information, contact 319-266-2638 or on the Internet at [www.standardgolf.com](http://www.standardgolf.com).

## Kubota GF1800 ground-hugs even on slopes



The GF 1800 from Kubota.

The Kubota GF1800 front mower features enhanced ease of operation and increased mobility on slopes and in soft ground conditions. To achieve continuous ground-hugging traction, operators can lock in the GF1800's four-wheel drive on-the-go by depressing the four-wheel

drive lock pedal. If you want merely to power through a tough spot, simply activate temporary "on-demand" four-wheel drive by pressing and holding the two designated pedals simultaneously.

The 18-hp diesel engine provides high torque rise to handle tough mowing jobs. Fuel economy is improved with Kubota's Three Vortex Combustion System (TVCS). Rubber engine mounts minimize vibration and cooling air is discharged to the rear, away from the operator. For more information, contact 888-4-KUBOTA.



Tee to Green plate is standard size.

## New mounting plate

From Tee to Green introduces a steel sign mounting plate for its line of solid bronze signage. It is 7-3/4 by 7-3/4 inches and fits on any standard iron post that is 2-3/8 inches wide. Contact 800-932-5223.

**Toro Groundmaster 4000-D: diesel, rotary and more**



*Groundmaster 4000-D from Toro.*

The Toro Co. introduces the Groundmaster 4000-D large area mower. The 4000-D features a 51-hp Kubota diesel engine and an 11-foot rotary mower delivering power, maneuverability and cutting performance.

Rear discharge decks deliver even dispersion of clippings for a clean after-cut appearance. The tight wheel base combined with significant steering angles enables operators to easily handle and direct the machine where they want it to go. Additionally, four-wheel drive traction in forward and reverse provides excellent footing in a variety of turf conditions.

Contact 612-888-8801 or [www.toro.com](http://www.toro.com).



*A New Holland all-purpose tractor.*

**New Holland readies new models**

New Holland introduces four new all-purpose tractors. Featuring 42- to 62-hp New Holland/veco engines, they deliver up to 36-percent torque.

The 8 by 8 Synchro Command transmission features synchronized, helical-cut gears for precise, on-the-go shifting.

The Power Shuttle transmission is electro-hydraulically operated with a low-effort control level located on the left-hand side of the steering column so the operator's hand never needs to move the steering wheel. For more information, contact [www.newholland.com/na](http://www.newholland.com/na).



*PrizeLawn's BigFoot.*

**The BigFoot HVO gets around**

PrizeLawn BigFoot HVO was designed for the application of PennMulch topdress sand, icemelt, limestone and fertilizer. The BigFoot features a hinged plate configured for normal fertilizer applications, which flips out of the way to expose the mass flow port.

It features 13-inch pneumatic tires, an improved ergonomic handle and an easily removed gear cover allowing quick access to gears. Spring-loaded on-off lever assures immediate opening at the beginning of a pass and positive shut-off at the end.

Hopper capacity is 1.75 cubic feet, approximately 100 pounds of fertilizer or 115 pounds of ice melt. Top-mounted rate adjustment is easy for the applicator to set and can be verified during operation.

Contact 614-228-5781 or [www.PSBCompany.com](http://www.PSBCompany.com).



**TO:** Robert Sackman, GCS

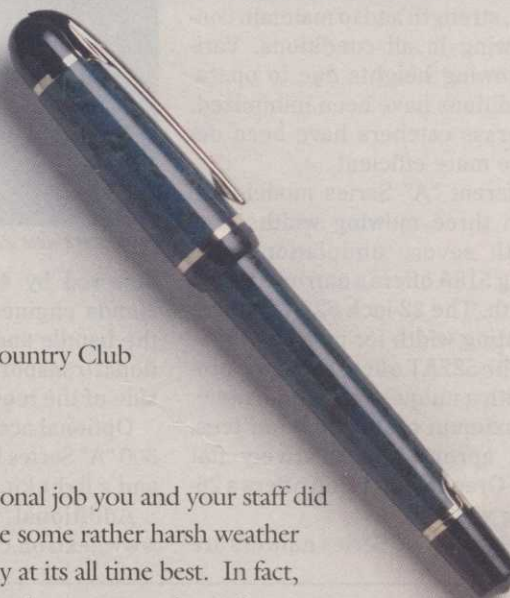
**FROM:** The Greens Committee, Tall Oaks Country Club

**RE:** CONGRATULATIONS!

Dear Bob,

We want to thank you for the exceptional job you and your staff did with the course this past year. Despite some rather harsh weather conditions, you were able to keep play at its all time best. In fact, guests from surrounding clubs frequently commented on what great shape our course was in and wondered what your secret is. We know it's a lot more than magic, but whatever you do — aside from your hard work — it has made the membership very proud.

We look forward to another season with you at the helm!



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We live for our golf course customers to get these kinds of letters. We know that what you do throughout the year often goes unrecognized or unappreciated.

So when you get the praise you deserve, we consider our mission accomplished.

For over 30 years, The Andersons has been providing professional golf course superintendents with the knowledgeable technical support and dependable products that gets them the results they need to satisfy the most demanding golfers.



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products recognized as uniformly the best in the business. Include us on your mission and start getting the thanks you deserve.

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## HARDWARE



John Deere Aercore Aerator 2000.

### Aercore offers quality, quickness

The tractor-mounted John Deere Aercore Aerator 2000 features an 80-inch coring swath that delivers high-productivity without sacrificing hole quality, durability or ease of service.

The aerator produces coring holes up to 4 inches deep and can cover 100,006 square feet per hour. Its heavy-duty frame, tine rams and adjustable hole spacing make the aerator durable and versatile. Operators have a choice of two coring patterns — a 2.4-inch pattern or a 3.2-inch pattern, depending on the speed of movement. The patented "Flexi-Link" design ensures that tines stay perpendicular to the ground for a consistently round hole. The high-speed tine rams push into the turf and then pull out quickly, leaving little or no scuffing at the top of the hole.

For more information, contact John Deere Inquiry Department, P.O. Box 12217, Research Triangle Park, N.C. 27709.



Multi Pro 1250 from Toro.

### Toro Multi Pro aims at precision

The Toro Co. introduces the Multi Pro 1250, that features a precision spray control system that is tied to the drive system. The application flow rate instantly and proportionally adjusts to changes in the speed of the spray vehicle, reducing the reliance on an operator's expertise and precision. The Multi Pro 1250 provides a reliable spray system incorporating a diaphragm pump and "O" ring sealed plumbing components. A 20-hp Kohler V-Twin engine matched with an accelerator locking device maintains constant speed during long runs. The four-wheel brakes provide reliable stopping response, even with a full load on a side hill.

The Multi Pro 1250 will be available Summer 2000. For more information, contact 612-888-8801 or [www.toro.com](http://www.toro.com).



### Wet greens? Bowdry sucks up excess water easily

Bowcom Ltd. is marketing its new Bowdry ground-care machine in the United States.

The Bowdry quickly removes excess water from any surface, meaning that play — or ground maintenance work — can go ahead as soon as rain stops.

Bowdry also lifts dew from grass and saves time and chemical use because it inhibits the growth of micro-organisms which use water drop-

lets as incubators in the early-morning sun.

Bowdry is a 28-inch foam roller, designed for the maximum absorption of water lying on any ground surface. It picks up all standing water and squeezes it out into an easily-emptied holding tank.

The large-capacity tank and the thick foam roller hold more than 16 gallons of water.

For more information, people may contact [www.bowcom.com](http://www.bowcom.com). Bowcom is headquartered in Bridgwater, Somerset, England.

Bowdry foam roller absorbs water from turf.

# Quality Turf Products

*From Start to Finish*



### VERSA-VAC COMPLETE VERSATILITY

- One pass aerating & clean up
- Variety of interchangeable decks
- One pass verticutting & clean up



### NEW LAWNMAKER ONE STEP SEEDING, MULCHING & FERTILIZING

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- Resin Coated 12 ga. steel tank
- 13 HP Honda engine



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WEBSITE: [www.goossen.com](http://www.goossen.com)



The Rockaway.

## Rockaway does away with rock and dirt woes

The Rockaway removes rocks and debris as it tills and fluffs soil to prepare for seeding or sodding.

Dirt and rocks are processed together by a durable rotor equipped with carbide-tipped mining teeth.

The teeth are spiral-mounted to pull material toward the center. Dirt clumps are broken up, leaving only rocks and debris in the loader bucket. Fine dirt for seeding passes through the rotor and out through the Rockaway screen. The unit pins onto existing utility, high-capacity, or low-profile skid-steer buckets.

For more information, contact 800-879-6507.



Terracare's TOPPER

## Attachment enables 5-1/2 ft.-wide path

Terracare Products Co. introduces a top-dressing attachment that easily installs on all models of the TOPPER line of top dressers. The attachment enables a Topper to lay down up to half an inch of top-dressing 5-1/2 feet wide in one pass.

For more information, contact 608-429-3402.

## True-surface rollers for Deere 2500

Turflite, Inc. has announced the introduction of true-surface vibratory rollers to fit the John Deere 2500 greens mower.

The rollers take the place of the cutting units and utilize the tractor hydraulic system to create roller vibration. The roller system trues putting surfaces and increases ball-roll distance. The rollers are used after aeration, light topdressing, and seeding or sprigging new putting greens.

For more information, contact 800-443-8506 or [www.true-surface.com](http://www.true-surface.com).

## Maintain it with Box Blade

The Harley Power Box Blade features a solid carbide toothed rake that is fixed in a straight forward operating position and welded to a quick attach plate. The roller is powered by the boom hydraulic of the skid-steer requiring 14 gpm. The Box Blade is ideal for landscaping, trench restoration and turf maintenance. Contact 800-437-9779 or [www.glenmac.com](http://www.glenmac.com).

## Good vibrations from Thomas attachment



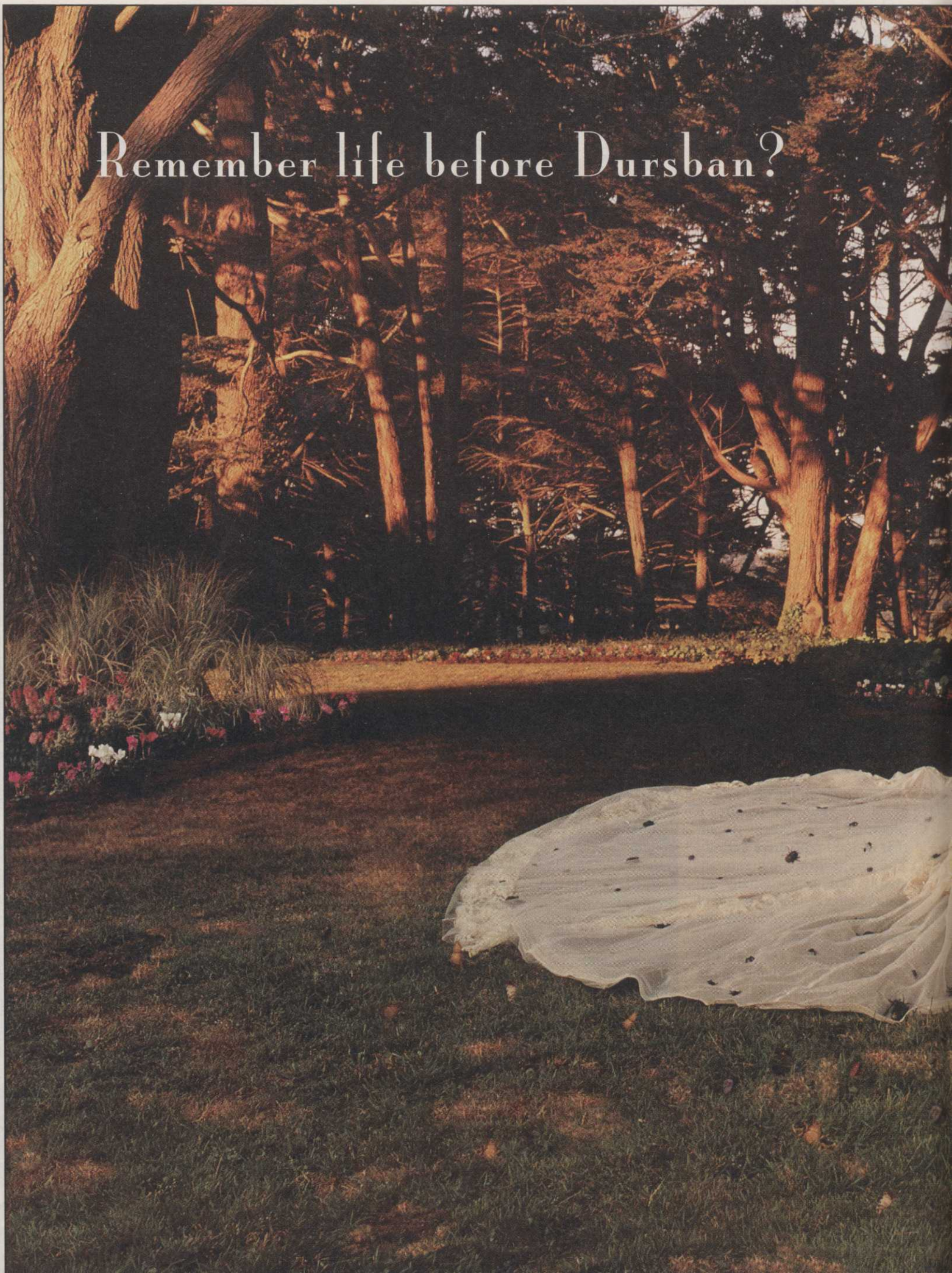
Thomas' vibrating roller attachment.

The vibratory roller attachment from Thomas is designed for flat work, trenching and asphalt patch work applications.

There are three models available with a choice of 48-inch, 66-inch or 73-inch drum widths. The drum's oscillation design (+/- 15 degrees) offers improved compaction when working on uneven ground. The unit features high dynamic force output from 6,000 pounds to 8,000 pounds.

For more information, contact 506-276-4308.

# Remember life before Dursban?



### Landmark fescue

Reserve, a new turf-type tall fescue from Landmark Seed Co. has a lower growth habit, excellent drought tolerance and high shade tolerance. The turf is disease resistant to red thread and brown patch. Genetic color is dark green, from its early spring green-up to top-rated fall and winter color. Reserve establishes quickly and performs well under low maintenance and in high traffic areas. Contact 800-268-2379.

### Dakota selling Turf Tender

Dakota Peat and Equipment introduces the Turf Tender 410. The 410 top-dresser/spreader is designed to pull behind any utility vehicle or tractor. The standard machine is designed to operate with a vehicle that has a minimum hydraulic flow of 3.5 gallons per minute. If used with a vehicle without hydraulics, an optional 8-hp Honda motor with electric start powers the hydraulic system.

The 410 spreads any material from fertilizer and grass seed to sand and top dressing to wood chips or mulch. The spread rate can be adjusted on-the-go with the optional vehicle mount control box. The 410 hopper holds more than



Dakota Peat and Equipment's Turf Tender 410.

.75 cubic yards of materials and is designed to fit loader buckets up to 6 feet wide.

Contact 800-477-8415 or [www.dakotapeat.com](http://www.dakotapeat.com).

### Salam Paspalum made available

Southern Turf Nurseries adds Salam Seashore Paspalum to its stable of turfgrass varieties.

This selection of Paspalum vaginatum is a succulent, low growing, warm-season turf-type grass and has leaf texture similar to Tifway 419 hybrid Bermudagrass. Salam is an aggressive creeping grass, has high salt, wear and weed tolerance. The turf has been successfully used on courses in Florida, Hawaii, Thailand, the Philippines, Egypt and Saudi Arabia.

For more information, contact 800-841-6413.



Gandy 2848 overseeder.

### 540-pto powers Gandy overseeder

The Gandy 4-foot model 2848 overseeder offers efficient re-seeding of damaged turf with its 540-pto driven power deck featuring 8-inch saw-tooth blades on 2-inch centers as standard equipment. Tractor power required is 18 hp or greater. With slits 2 inches apart, the grass is re-established with one pass, while a cross-hatch operation expedites fill-in.

The seeder package includes a Gandy 42-inch seed hopper offered with either disc openers which hold the slit open to accommodate seed in and alongside the slit; or a seed shoe assembly which channels most seeds directly into the slit. The disc assembly can also be angled by turnbuckle to create a wider slit.

Contact 800-443-2476.

### Spot Less rye is in

DLF-Trifolium Inc. announces the release Spot Less, a perennial ryegrass blend developed to combat the leaf spot problem affecting perennial ryegrass lawns in the central and upper Midwest.

For more information, contact 541-812-0217.



Before Dursban<sup>®</sup> insecticide, insect pests were, shall we say, a little out of control. Then Dursban came along and helped you get them under control. Low odor Dursban Pro has the power to protect turf and ornamentals from more than 280 insect species, all while providing long residual control. Simply put, when you apply Dursban Pro, insect pests are history.

Dow AgroSciences  
**Dursban<sup>®</sup> Pro**  
Specialty Insecticide



## Land Pride offering soil pulverizers

Land Pride has expanded its seeder line with the introduction of the SPS2048 and SPS3072 soil pulverizers with seedbox.

Available in 48-inch or 72-inch widths, these soil pulverizers aggressively rip into crusted soils with reversible half-inch-thick scarifier teeth.

The fluted seed cups then pre-

cisely meter the desired amount of seed in a broadcast pattern. The full-width pulverizing roller finishes the job by packing the soil down to encourage seed to soil contact.

The down pressure springs keep the roller in constant contact with the soil and the leveling H-beam redistributes freshly



Land Pride SPS3072.

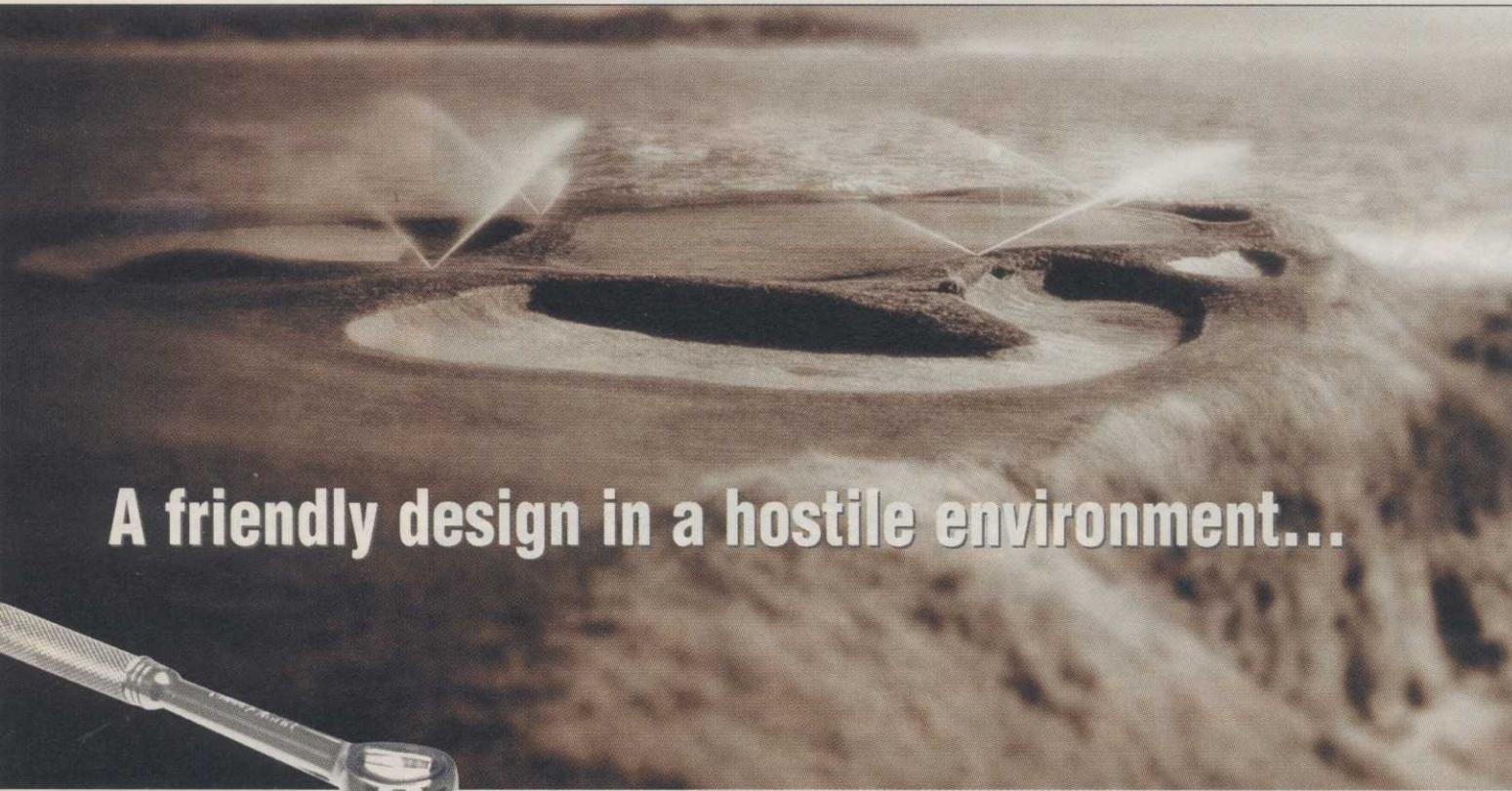
loosened soil for an even seedbed.

For more information, contact 785-820-8692.

## Sureturf seeded mats simple

Eagle One Golf Products introduces Sureturf seeded mats. The mats are single use, lightweight and complete with seed and fertilizer. Sureturf is simple to install and gives an even application of seed while greatly reducing seed runoff. The seed-embedded fabric also acts as a lightweight erosion control blanket which decomposes after four weeks. Green-up takes just four months. Sureturf seeded mats are also ideal for use in difficult to grow areas such as bunkers and slopes.

For more information, contact [www.eagleonegolf.com](http://www.eagleonegolf.com).



A friendly design in a hostile environment...



## Rain Bird's Exclusive Top-Serviceable Rock Screen EAGLE™ Rotor.

Don't let sand, silt and harsh chemicals get the best of your rotors. Get the rugged durability and low maintenance of Rain Bird's most advanced line of rotors.

- EAGLE™ gear drive rotors feature the Top-Serviceable Rock Screen/Integrated Valve Seat\* that saves time and labor by allowing you to remove debris and flush pipes without digging.
- The new one-piece snap cover easily secures the internal assembly in place and provides quick access.
- New Shovel Guard™ protection eliminates damage to hydraulic tubing on electric rotors.
- New higher stroking valves let debris pass through to prevent weeping.
- The new wind fighting dual spreader and high performance nozzles improve water distribution.
- High 3.25" pop-up height raises stream above tall grass, prevents puddling and ensures proper water distribution.

Give yourself a fighting chance. Get the new EAGLE rotors and leave the dirty work to us.



Call your Rain Bird Golf distributor at 800-984-2255 or contact us at our web site—<http://www.rainbird.com>

## COURSE ACCESSORIES



Celestial Fountains shoot water 100 feet.

## Celestial Fountains reach for the stars

KIEL, Wis. — AquaMaster Fountains and Aerators introduces its newest line of high-performance fountains, Celestial Fountains.

Celestial Fountains are capable of producing fountain spray patterns up to 100 feet high, in horsepower ranging from 10 to 25.

Backed by a two-year warranty, Celestial Fountains are available in four spray patterns — Aquarius, Pisces, Libra and Gemini — to create dramatic waterscape aesthetics.

Celestial Fountains feature oversized flotation type tires for ease of launching. The precision-leveling, unobtrusive modular flotation system features individual high-density polyethylene floats that are in-water adjustable.

The frame, constructed of heavy-duty tubular welded stainless steel, contains a large-capacity, rigid 16-gauge stainless steel intake screen. Each package is then completed with electrical control panel, 100 feet of underwater cable, cable disconnect, and an interchangeable nozzle.

An optional 500-watt stainless steel halogen lighting system is available.

To learn more about AquaMaster's product line, visit the company's web site at [www.aquamasterfountains.com](http://www.aquamasterfountains.com).

\*U.S. Patent No. 5,871,156. Pebble Beach Golf Links is a registered trademark of Pebble Beach Co.



Fairway Feel mats like natural grass.

## Go au natural with Fairway Feel

Reliable Golf Course Supply introduces Fairway Feel practice mats that are made from natural fibers that feel like natural grass.

The mats are made from "coir" fibers that provide a thick uniform surface that accepts tees and is forgiving enough for golfers to hit under and through the ball without the skip or bounce from traditional mats.

Fairway Feel is ideal for driving range tees, par-3 tees, temporary teeing areas or anywhere real grass is needed but is hard to grow or maintain. The mats are available as individual station mats or in 20-foot-by-44-inch rolls.

For more information, contact 800-274-6815.

## Brass cups combine tradition and ease

AUBURN, Pa. — Two years after introducing its revolutionary aluminum Tuff-Core golf cup, NAPEX Golf has rattled the standard once again. Because cups in the early part of the century were constructed of brass, the new Brass Tuff-Core was unveiled to combine the tradition of an antique brass cup with the convenience of a modern plastic cup.

The new Brass Tuff-Core adds a classic brass bottom to the original white polycarbonate outer shell and extruded aluminum pin support. The extruded aluminum is purer and denser than current die-cast metal cups and thus provides added resistance to the wear and tear put on cups by wind and repeated flagstick removal.

The pure white polycarbonate outer shell is impregnated white and remarkably scratch resistant, so it isn't necessary to paint the cup to maintain maximum visibility.

The brass bottom provides the popular ball-drop tone of the conventional metal cup.

For more information, contact 888-627-3948.

## Bunker Woll puts on a new face

BunkerNet introduces the Bunker Woll, a three-dimensional erosion control product made from natural fibers for use on bunker faces.

Bunker Woll is placed on the clay surface of the bunker face with sod staples.

Water infiltrates through the sand, runs through the Bunker Woll and down the clay surface into the drain without pulling sand down with it. The Bunker Woll reduces silt contamination and bunker maintenance.

For more information, contact 800-713-0015.



Bunker Woll uses natural fibers to control erosion.



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gaining access to eRFPs they can't get anywhere else. And excess inventory can be bought and sold in eAuction. Come visit us at [www.greentrac.com](http://www.greentrac.com) and see for yourself why Greentrac.com is your best way to buy. And sell.

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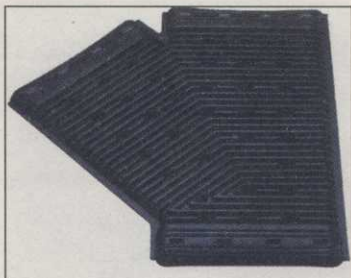


From screen to green, your best way to buy. And sell.<sup>™</sup>

[www.greentrac.com](http://www.greentrac.com)

### ADS on the edge

Advanced Drainage Systems, Inc. is rolling out its new AdvanEDGE pipe that is increasingly being used for drainage in golf course greens. The molded wye incorporates a bell on each end, eliminating the need for external couplers. Additionally, the pipe can be installed flat eliminating the need for costly trenching.



The new AdvanEDGE pipe.

Contact 614-457-3051 or [www.ads-pipe.com](http://www.ads-pipe.com).

### Mole crickets 'Address'-ed

The Rohm and Haas Co. introduces ADDRESS T/O insecticide, a high-quality, cost-effective acephate that can be used for the control of mole crickets, fire ants, cutworms, army worms and numerous other pests that damage turf. Address is water-soluble and is readily absorbed by turf, tree and shrub roots and foliage for systemic control of feeding insects. It is a 75-percent soluble powder formulation and is available in one-pound canisters, 10-pound bags and 1/3-pound water soluble pouches.

For more information, contact 800-987-0467.



TurfVigor encourages growth.

### TurfVigor microbes for good health

Green-Release introduces TurfVigor, a new offering in the microbial-based product line manufactured by Sybron Biochemicals. TurfVigor features six new microbes to encourage turf growth, stress tolerance and general turf health, as well as organic slow-release nutrients for a simple one-step application. The combination of microorganisms, organic nutrients, essential micro nutrients, soluble humic material, and marine kelp extracts triggers the synthesis of growth factors and regulatory elements and was developed to simplify and enhance turf maintenance.

The product is tank-mix compatible with a variety of fungicides and growth regulators, which makes application safe and easy.

For more information, contact 800-788-9886 or [www.green-release.com](http://www.green-release.com).

### Endure best for pre- & post-plant

Best Endure 15-15-15 is designed for pre- and post-plant fertilization of turfgrass areas.

Featuring 68 percent controlled-release nitrogen with polyon (42 percent) and TriKote (26 percent) coating technologies, Endure provides up to 10 weeks of extended nitrogen release. Its 1-1-1-N-P-K ratio offers nutrient levels suited for turfgrass establishment.

Endure 15-15-15.

Endure also contain BEST's pre-plant fertilizer, 6-20-20 XB. A dust-free, homogeneous pellet, XB is a beneficial preplant supplement fertilizer for soils low in phosphorus and potash. The homogeneous pellets offer consistent distribution for uniform growth and prevent streaking due to particle segregation as well as iron stains.

Contact 800-992-6066 or [www.bestfertilizer.com](http://www.bestfertilizer.com).



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The tiny, uncoated NOVEX particles readily penetrate the turf canopy. They resist mower pickup even when applied to extremely dense, low-cut putting surfaces. And that's a real advantage in more ways than one.

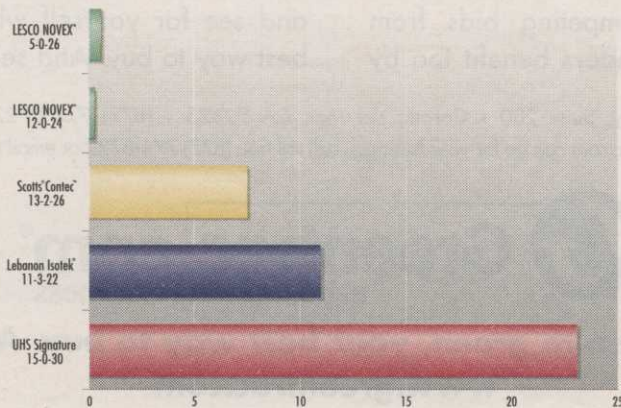
With NOVEX, you don't waste money by throwing away a

significant amount of fertilizer with the clippings. And the fertilizer stays in the turf so it can do the job it was intended to do. With that kind of efficiency you may even find yourself applying less product. And another benefit? NOVEX is barely visible to the golfers.

NOVEX is available now in an assortment of analyses in fairway or greens-grade particle size. Try it. You'll see. This is a great fertilizer not only for what it does, but also for what it doesn't do...get thrown away with the clippings. Contact your LESCO Professional or call 800.321.5325.

### Fertilizer Loss To Mower Pickup

(The Pennsylvania State University 1999)



GROW WITH US.™

# Bulk topdressing storage bin wave of the future

By TERRY BUCHEN

**S**T. LOUIS, Mo. — Open-air and covered soil-storage bins have always been popular with superintendents, and some of the newer versions even have garage doors to keep greens top dressing dry. The next generation top-dressing storage bin uses gravity and dry storage on its side, with great results.

Pevely Farms Golf Club, a new Arthur Hills-designed 18-hole public-access facility southwest of this city, installed a state-of-the-industry above-ground top-dressing storage bin.

“Our top-dressing storage bin works quite well because we do not have to use a front-end loader tractor to load any of our top-dressing machines,” said acting superintendent Dale Groenke. “We simply drive underneath the storage bin with our top-dressing machines, slide an open/close lever, and off we go with completely dry, uncontaminated top dressing.”

The storage bin is filled by a sand supplier’s pneumatic tanker truck, which simply blows the top-dressing sand into the bin through a 13-inch-diameter metal pipe that is permanently mounted on the bottom of the bin. The capacity is 36 tons of

top dressing, though they do not fill it quite that full, and there is a ladder and sight gauge to easily determine the top-dressing level remaining in the bin.

Equipment manager Bud Hoffman said the empty weight of the bin is 7,000 pounds, the total height is 19-feet 6-inches, the spout clearance is 8 feet and

the drive-through width is 9 feet.

Tractor-mounted, towed and truckster-mounted top-dressing machines will fit with ease, Hoffman said. The result is significant labor savings by not having to use a front-end loader tractor to load or unload the bin, or having to fill any of the top-dressing machines with a dump truck

and hand shoveling.

The bin is painted dark green, making it blend in with the surrounding trees and helping to hide it from the 17th fairway maintenance building location, Hoffman added.

*Bulk top dressing bin keeps it dry, with gravity loading as well.*



Terry Buchen photo

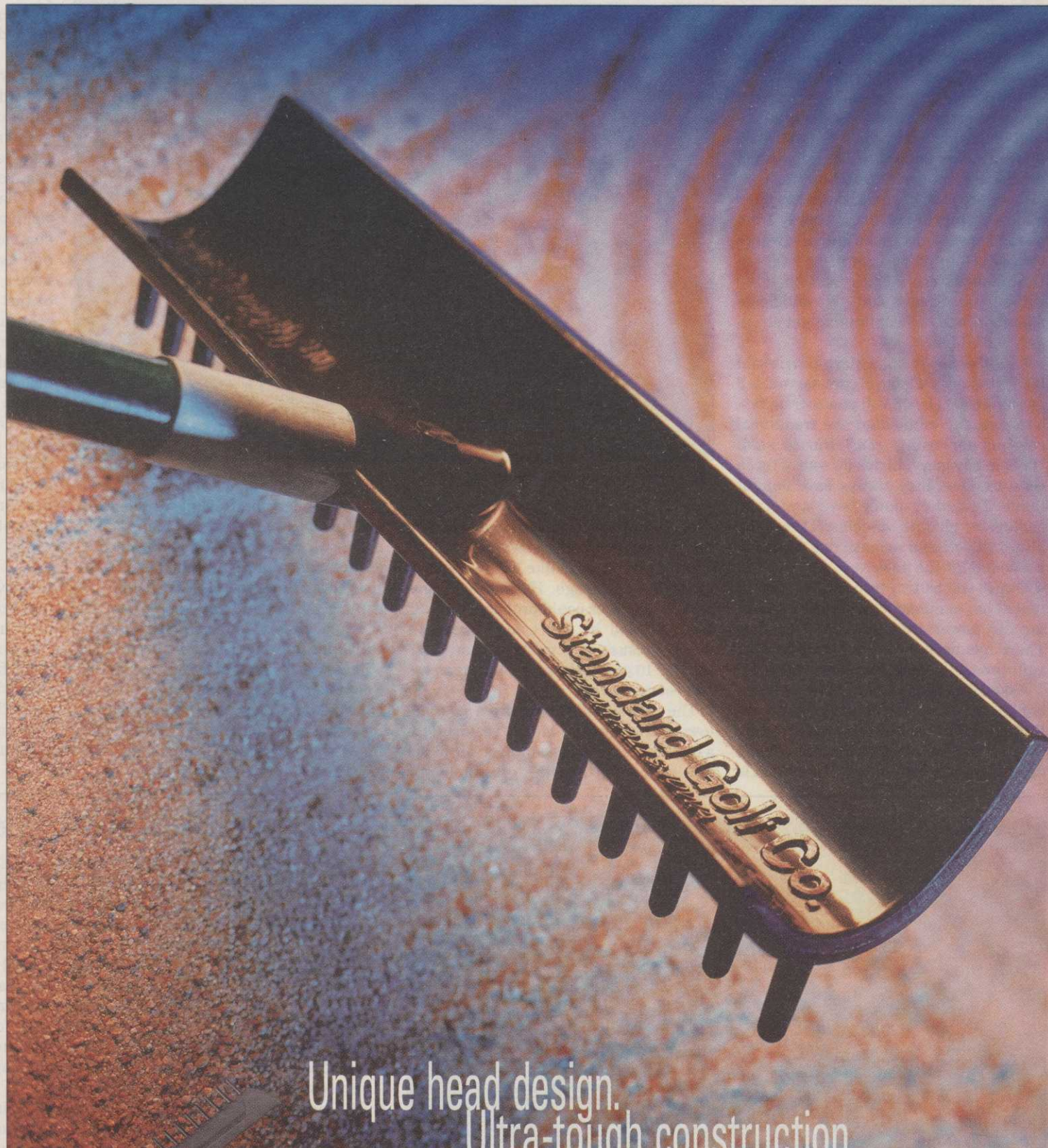
## N.J. supers honor Flaherty, Krausz

The Golf Course Superintendents Association of New Jersey (GCSANJ) has presented its Distinguished Service Award to Joseph Flaherty and its Member of the Year Award to Ken Krausz.

Krausz was cited for his commitment to the association — first as director, then as a member of the executive board as secretary, vice president and now as president. He has produced and edited the award-winning *Greenside* publication and “his guidance and support during the drought emergency this past year was beyond reproach” the association said.

Flaherty served on the board of GCSANJ from 1971 to 1979, serving as president in 1978 and 1979. He worked at Baltusrol Golf Club for 36 years. While there, he hosted the 1967 U.S. Open, the 1980 U.S. Open, the 1993 U.S. Open as well as the 1985 U.S. Women’s Open. Baltusrol was honored as Club of the Year under his tenure and hosted many local and state events, including the 1998 Met Open, which included about 14 inches of rain.

He graduated from the Rutgers School of Agriculture in 1964 and has been certified since 1975.



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By PETER BLAIS

# Golf car makers see minimal impact from increased oil prices

Golf car makers have watched oil prices triple from roughly \$12 to \$34 a barrel over the past year, but so far have seen little shift away from gas-powered vehicles due to the higher prices.

"It has not had any impact so far. The golf cars we're building now are orders that have been in house for some time," said Ron Skenes, manager of communications and media relations with E-Z-GO. "Long term, we haven't seen any signs of an impact. When you consider that it takes about a quart of gas to run a golf car for 18 holes, even at today's gas prices, that's about 40 cents a round.

"Obviously, if the gasoline price continues to increase that could have an impact on people's decisions. But there are a lot of other factors to consider when changing from gas to electric cars."

Over the past 10 years, there has been a steady shift in the market away from gas and toward electric to the point where roughly 60 to 65 percent of golf cars at U.S. courses are electric and 35 to 40 percent gas, Skenes said. "We anticipate electric's lead will continue to get stronger," he added.

ClubCar spokesman Mark Burriss said the company's electric cars far outsell gas models. "The 48-volt power-train system virtually eliminated the traditional reasons for using gas," Burriss said. "People buy gas vehicles for one of three reasons. One, they always have bought them. Two, they don't have a storage facility for electric vehicles. Three, the hills on a golf course make one think gas is needed for the power.

Our 48-volt battery [is powerful enough that it] has eliminated the perceived need for the power from gasoline vehicles. There has been a steady 1- to 2-percent shift toward electric cars since 1995."

Asked if increased oil prices are changing the golf car marketplace, Yamaha Division Manager Mike Muetzel replied: "We haven't seen anything so far. And I don't anticipate that we will. Part of that is

just the efficiency of the engines. The gas cars will go 40 to 45 rounds on a tank of gas.

"And the guys buying gas cars are mainly the Mom-and-Pops who keep them five, six, seven, eight years and maintain the trade-in value. Although they are

number of recently built upscale, daily-fee courses, which prefer to offer their customers an electric vehicle. "New construction courses are probably 90 percent electric and 10 percent gas," he estimated.



The Sun Caddy system installed on this car reduces the frequency of golf car battery recharging.

watching the energy costs, the significant equity they can maintain by keeping the car longer won't go away.

"You look at guys like the Jemseks at Cog Hill in Chicago. He has 1,100 gas cars. Fuel prices could probably go to \$2 a gallon, and he won't vary what he's doing because he's going to run those cars for 10 years. He buys 100 cars a year and rotates them."

The overall shift away from gas and toward electric cars, Muetzel said, is less a matter of economics, or even air pollution concerns, than the growth in the

A secondary petroleum-related problem involves suppliers of materials to make golf car bodies. Most golf car bodies are made out of thermo-plastic materials that are petroleum-based, Muetzel explained. "We've been very conscious about locking in long-term deals on that stuff with our suppliers," he said. "Periodically we'll send out letters requesting a 5-percent price reduction because of our volume, which other large manufacturers do as a course of business. Sometimes they acquiesce, sometimes they can't do it."

## UTILITY VEHICLES

The utility vehicle market, on the other hand, is still predominately gas, E-Z-GO's Skenes said. "It's a different application. They run pretty much all day long. And with the type of applications [power and range are more important] for utility vehicles, gas makes more sense."

Added Yamaha's Muetzel: "But we [utility vehicle manufacturers] are banking on that [a shift from gas to electric] happening very, very soon. It won't be due to petroleum pricing, but because of environmental concerns. The problem has been that utility vehicles used in high-stress situations, so far, have not been supported by the technology on the electric side. With the advent of 48-volt cars with more power, better reserves and greater hill-climbing capacity, that will lend itself to a new series of electric work vehicles.

"That's the big race. The industry is waking up to the fact that the industrial/commercial market is far larger than anyone ever knew... ClubCar and E-Z-GO have a real good handle on the potential of that market. We're trying to get our arms around it. We think it's so significant that rather than developing a series of vehicles for that market, we are in dialogue with a number of prominent companies to step into that market via acquisition rather than product development. We're looking at a couple of companies that would make us a player in that market immediately. Right now we basically have one vehicle with a number of derivatives of that vehicle."

## ALTERNATIVE POWER

E-Z-GO has experimented with prototype compressed natural gas- and liquid propane-powered vehicles, Skenes said.

"There has not been a tremendous demand from the market for anything other than what we are already providing," he said. "If the environment is the issue, then you'll see most courses just shifting to electric. An alternative fuel would have

Continued on next page



## NEW TORO WORKMAN

BLOOMINGTON, Minn. — The new Workman 1100 and the Workman 2100 offer extraordinary traction and ride provided by a unique Active In-Frame suspension. This allows all vehicle tires to remain on the ground and to twist over rough terrain. Additional features on the Workman include corrosion- and dent-resistant hood and bed, multiple integrated storage areas, quiet 11- or 16-hp pedal start Briggs & Stratton Vanguard engines and an easily customizable bed. Floatation tires come standard on the Workman. For more information, contact 612-888-8801 or [www.toro.com](http://www.toro.com). (More new golf car and utility vehicle products on pages 40-41).

## Columbia acquires Legend Electric Vehicles' line



ACQUISITIONS

REEDSBURG, Wis. — Columbia Industrial/Commercial Vehicle Group, has acquired the specific assets and the product line of Legend Electric Vehicles of Redlands, Calif. The acquisition will increase Columbia's industrial and commercial product line. Legend manufactures a line of electric industrial and commercial vehicles ranging from a 12-volt single-person personnel carrier to 48-volt, 5000-pound capacity, 75-inch deck-size flatbed burden carriers.

Of particular interest for increasing the Columbia industrial and commercial product line are Legend's flatbed "driver up front-over front wheels" configuration vehicle, and the popular Legend Chariot, a single-person/stand-up personnel carrier.

Columbia will be relocating the manufacturing, marketing and servicing of the Legend products to its existing Reedsburg facilities. This activity was completed in February, while insuring current needs for Columbia and Legend production vehicles and service parts are addressed.

Responsibility for sales of Legend vehicles will be headquartered in Reedsburg. The Columbia sales staff and company sales offices in Anaheim, Calif., and Leesburg, Fla., will assume responsibility for field sales. No immediate changes are planned in either the Legend or Columbia dealer organizations. Both lines will be available to both dealer organizations.





## Metallic Power receives additional financing

SAN DIEGO — Metallic Power, a developer of rapidly refuelable zinc/air fuel cells, has closed its second round of venture capital funding, with \$4 million in new investments and two new corporate investors.

Hydro-Québec Capitech and Minnesota Power join current investors Nth Power and Arete

Corp., each investing \$1 million in Metallic Power.

"Adding Hydro-Québec Capitech and Minnesota Power to our growing list of investors will give Metallic Power the resources it needs to take the technology to the next level," said Dr. Jeff Colborn, chief executive officer and president of Metallic Power.

"This support enables us to rapidly move our product development forward and prepare us for the testing of 50 customer-evaluation units at the end of this year."

Said Denis Lévesque, director of investments for Capitech: "Metallic Power's zinc/air fuel cell technology is in line with Capitech's mission of investing in

enterprises offering energy-related technologies and allowing our shareholder, Hydro-Québec, one of the world's largest electric utilities, to become commercially more efficient."

Metallic Power's zinc/air fuel cell system consists of zinc air fuel cells and a zinc recycling unit. The fuel cell generates electricity when it combines zinc pellets with oxygen from the air

in the presence of an electrolyte, forming zinc oxide, a safe white powder commonly used in skin creams and sun block. The recycling unit uses wall electricity to convert the zinc oxide back into fresh zinc, which is then recombined with the electrolyte to be reused as fresh fuel. In a backup power application, the two components can be packaged together to form one complete power and regeneration system.

According to Metallic Power, the zinc/air fuel cell system can reduce operating costs dramatically.

## Alternative fuels

Continued from previous page

to be economically competitive with the systems out there."

ClubCar has several alternative fuel-powered golf cars and utility vehicles on the drawing board, but nothing ready to hit the market, Burris said. The company's Carryall II electric is a popular model, but gas-powered utility vehicle sales far outpace electrics, he added.

Yamaha has looked at natural gas conversions and solar energy.

"But the technology race, at least from Yamaha's perspective, is geared around radically new battery technology," said Muetzel, adding that the company is considering joint ventures with other companies in the battery area.

"We're looking at batteries that are lighter, smaller and will go much longer. The risk is that the companies we're talking with are small, venture capital start-up companies. In the next six months we'll have to decide whether we want to put our eggs in that basket or not."

Products that can help make electric vehicles more efficient are starting to show some promise.

PowerLight Corp. of Berkley, Calif., is moving ahead with its Sun Caddy solar-powered golf car system. The system uses high-efficiency solar cells similar to those used in satellites. The panels are fitted to the golf car roof and help reduce the amount of time and money cars spend recharging in the maintenance facility. Existing electric-powered golf cars can be retrofitted to use the Sun Caddy system, which was on display at the recent International Golf Course Conference and Show in New Orleans.

"We had people lined up four deep at our booth during the entire show," said PowerLight President Daniel Shugar.

Many of the golf car manufacturers have been interested in the product, Shugar said. Several courses have signed contracts to convert existing fleets, including Mauna Lani Resort in Hawaii along with pending deals in Hawaii, California, Arizona and Florida. ▶



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## Deere factory

Continued from page 1

to meet business growth. This is a high-growth division," said Robert Laveau, marketing manager for the John Deere Vehicle Group. "The objectives are increased efficiency and manufacturing flexibility."

According to John Deere's annual report, sales of its Gator utility vehicles rose 25 percent in 1999. The new ProGator and TrailGator models have been big hits for the company, but the problem has been keeping up with demand.

John Deere launched the ProGator from its turf-care facility in North Carolina, but will eventually move production to the new facility in Virginia.

"It is an indication of how quickly this business is moving for us. That facility [in North Carolina] is only 3 years old and we used it for a launching point for the new factory. It is already an older sibling," said Laveau.

All of the Gator models will be produced at the Williamsburg factory. "We will produce both existing products and extensions to the product line and new products out of this facility," said Laveau. "The location will also be the headquarters for engineering, marketing and support functions."

According to Laveau, the facility will have a campus-like feel and workers will be grouped into comingled teams.

"It will be a cross-functional work environment, a concept that we have been using and building on for the past four years," he said. "Teams will include design, manufacturing and performance engineers, marketing staff, supply managers, design coordinators and decision processors."

The Williamsburg facility's design draws upon the best practices of preceding factories. "We have learned from each new facility," said Laveau. "This one has optimized layout and more dock doors and improved access for just-in-time delivery of materials."

John Deere has created a "lean enterprise system," a version of flow manufacturing that keeps inventory and overhead low, Laveau added.

The factory also features state-of-the-art glass paneling that provides daylight throughout the facility, a cardiovascular fitness center for employees and a fully wired video conference room.

Construction on the factory began in June 1999 and production is set to begin this summer.

Laveau is ready to get cranking. "The business has grown steadily and we see it ramping up," he said. "We are serious about this business and we are going to do some exciting things." ▮



E-Z-GO's new WorkHorse ST 480.

## E-Z-GO's ST 480 takes on the tough jobs

The WorkHorse ST 480, the newest addition to the E-Z-GO WorkHorse ST family, provides enough power and hauling capacity to handle the toughest off-road utility jobs.

With an 800-pound payload capacity and a 48-inch bed, the ST 480 is the ideal vehicle for rough grounds maintenance applications. The ST 480 is powered by a

16-hp, 4-cycle 480-cc twin cylinder Vanguard V-twin engine — largest in the WorkHorse ST line and capable of reaching a maximum speed of 17 miles per hour — and also features a locking rear differential for added versatility. In addition, the ST 480 provides a heavy-duty multiple-leaf spring suspension with hydraulic shock absorbers and self-compensating single-reduction rack-and-pinion steering.

For more information, contact 706-798-4311 or [www.ezgo.com](http://www.ezgo.com).





## GOLF CARS & UTILITY VEHICLES

### Haul it with the Hauler

The Jacobsen Hauler is a rugged utility vehicle designed for the hauling and towing demands common to golf course maintenance.

Two models are available. The gas-powered 1110 Hauler features a 2-cylinder, 4-cycle engine that produces 11 hp and the electric Hauler has a 2.5-hp, 36-volt motor powered by six, 6-volt deep-cycle batteries. The gas model offers 1,200 pounds of total

capacity and up to 1,000 pounds of cargo capacity. An automatic CVT drive-train provides forward and reverse gears. The Electric Hauler features heavy-duty storage batteries with high-efficiency, solid-copper windings. The electric model has 1,000 pounds of total capacity and up to 800 pounds of cargo capacity. The 13.3-cubic-foot cargo bed includes removable side panels for loading convenience. For more information, contact 888-922-TURF.



The Jake Hauler comes in both electric and gas models.



The Mule 2510 Diesel.

### Kawasaki adds diesel option

Kawasaki introduces the new flagship of the Mule line-up, the Mule 2510 Diesel.

The 2510 Diesel power plant is a liquid-cooled, 952cc three-cylinder diesel engine that produces high torque at low engine rpm. The continuously variable belt-driven transmission transfers power to a dual-mode differential in the rear and limited-slip differential up front. On-demand four-wheel drive is standard as well as a two-speed transfer case that allows the operator to shift from high down to low range for maximum pulling power in severe conditions. It can carry 1,100 pounds in its steel cargo bed and 1,200 pounds with its optional trailer hitch. The chassis is a ladder-type frame that rides on a semi-independent rear suspension featuring leaf- and coil-type springs and hydraulic shock absorbers. MacPherson struts handle front suspension duties, while rack and pinion makes steering light and maneuverable over rough terrain. Stopping power is provided by four hydraulically operated, self-adjusting drum brakes that are sealed to protect them from water, mud and other debris.

For more information, contact 949-770-0400.

### PowerMaster offers speed control

Columbia ParCar introduces the PowerMaster electronic speed-control system for its electric golf cars. The system gives operators automatic speed reduction going downhill, allowing for extended brake life. It also offers a "controlled roll-away" speed that prevents an unattended vehicle from rolling away at a speed of more than 2 mph. PowerMaster features three downhill speeds provided by the shunt-wound DC traction motor, patented armature sensor and electronic control module. Use of the system for downhill movement continues to provide uphill torque. The PowerMaster electric ParCar is comparable to gasoline vehicle performance. For more information, contact 800-222-4653.

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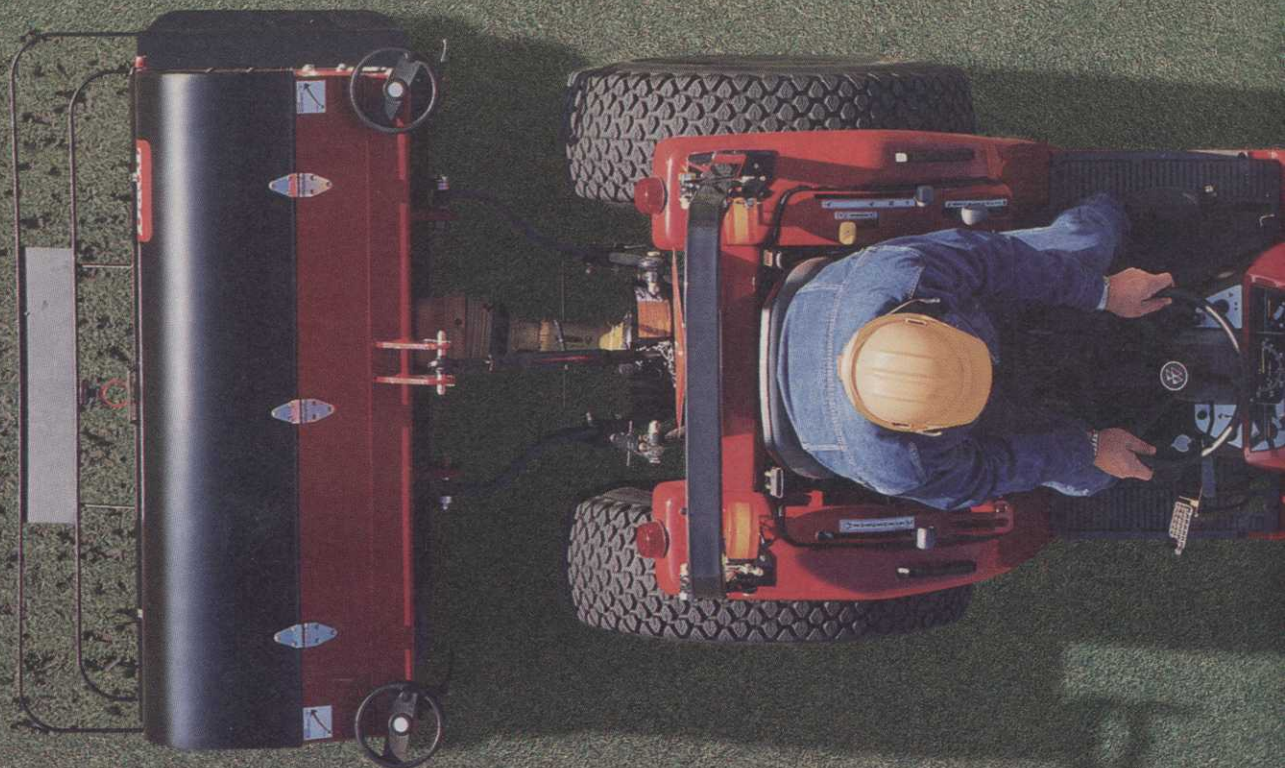


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## BRIEFS


**FOUR-COURSE PROJECT PLANNED  
FOR GERMANY**

FLEESEENSEE, Germany — A major golf project is on schedule for an April opening, 100 miles north of Berlin. The Fleesensee golf resort has been managed by Phil Griffin of Halifax, England with the four 18-hole courses designed by European Golf Design. In addition to the four 18-hole

courses (one of which is a short 'starter course'), the resort will include an indoor 'Golfodrome' training facility, two hotels, a 200-bedroom

'family holiday concept center', 17 tennis courts (indoor and out), squash courts and health center. The first of the golf courses, the Schloss Course, is a par-72, 6,340-meter layout. The architect is Stan Eby. Approximately 1,600 meters shorter is the second Eby design, the Sud Course, which has numerous streams and ponds. Eby is also responsible for the 18-hole short course. The fourth of the courses, the West Course, is again a full-length, 18-hole layout suitable and designed by Ross McMurray. Golf operations at Fleesensee will be run by European Tour Courses, a sister company of the PGA European Tour.

**FOSTER BREAKS GROUND IN UTAH**

ST. GEORGE, Utah — SunCor Golf has broken ground on Coral Canyon Golf Club, an 18-hole daily-fee course here. Located in "Color Country" in southwestern Utah, Coral Canyon sits on the doorstep to some of the world's most famed natural wonders, including Bryce Canyon, Zion National Park and the Grand Canyon. Keith Foster designed the 7,135-yard, par-72 track with 100 acres of turf, 55 sand bunkers, two lakes and a labyrinth of dry washes. Said Foster: "The holes work with the surrounding environment, providing game strategy challenges as well as opportunities for some very scenic holes."

**WEISKOPF COURSE PLANNED  
FOR LOS CABOS**

LOS CABOS, Mexico — The Day Group has acquired 50 percent of the general partnership in Cabo del Sol here, and will invest \$25 million with partner Empresas ICA, S.A. de C.V. for development of a new Tom Weiskopf course, residential lots and related infrastructure on the property.

GOLF COURSE NEWS

MONTEREY, Calif. — Jack Nicklaus is designing a new golf course at Pasadera Country Club, a new 565-acre master-planned community being built by New Cities Development Group (NCD) of California.

"This is one of the best natural sites for a golf course left in California, and Jack Nicklaus is the perfect designer for this project," said Chuck Reeves, project manager for NCD. "The location features a wonderful blend of hills, mountainsides and canyons. It has great sweeping views, and ideal natural backdrops for green settings. Jack has a unique sensitivity for how this type of golf course should be developed, and what he's creating here is going to be very, very special."

Crews recently began rough grading and shaping for the 6,827-yard, par-71 course. When completed in spring, Pasadera will greet players with a design that challenges every aspect of their games while blending seamlessly with the natural surroundings.

During a recent visit to the construction site, Nicklaus spent more than six hours walking each hole of the course with development team members, making a variety of subtle alterations in order to take better advantage of the site's character.

The changes Nicklaus made to the design include creating an elevated green site on No. 5 that will enhance the strat-

## Nicklaus lays hands to Monterey landscape



Pasadera Country Club.

egy of the hole and building a creek on No. 18 to accentuate the hole's character and add drama.

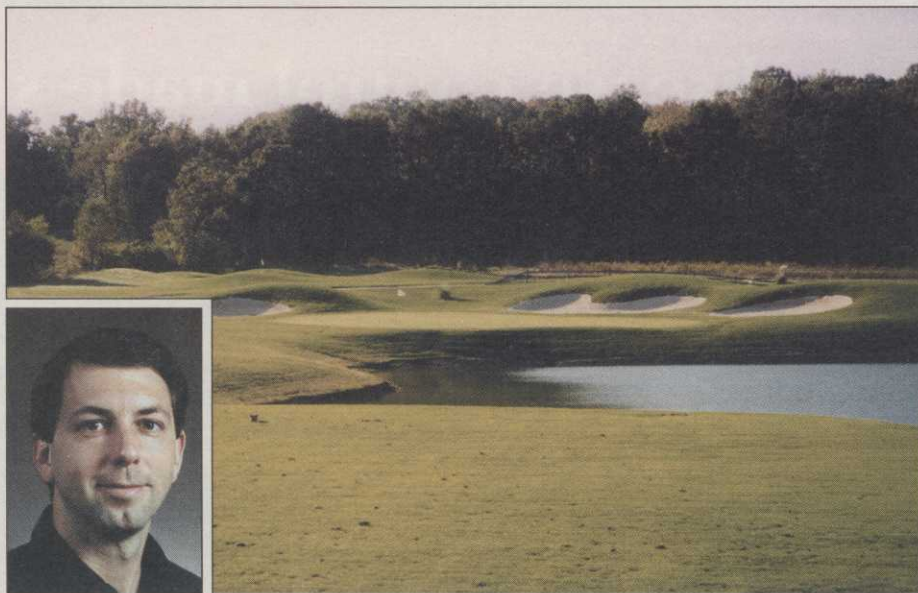
"This is going to be a very strong golf course that will draw its character from the natural flow of the land. All of the holes are unique with their own set of circumstances. I think the 14th here will remind many players of the famous 16th at Cypress, but without the ocean. It's that kind of golf course," said Nicklaus.

Moreover, Nicklaus said his approach

to designing this golf course is to let the natural challenges and beauty of golf in Monterey dictate the layout and hole characteristics.

"We won't change the landscape to accommodate the golf course, but rather we will be adapting the golf course to complement what Mother Nature has already created," said Nicklaus.

"By doing so, we will give players an opportunity to experience the truly unique qualities of golf on the Monterey Peninsula."



David Johnson (inset), formerly of Cupp Design and Medalist Golf, designed Hooch Golf Club (above) in Duluth, Ga., while with Medalist. Johnson recently opened his own design firm.

## Former Cupp understudy David Johnson opens own design firm

ATLANTA — David Johnson, who has worked with Cupp Design, and Medalist Golf, Inc. has been established his own design company, providing complete golf course design services.

The philosophy of David Johnson Course Design "emphasizes classic golf course designs, meant to evoke the feel and character prevalent during the golden age of golf design when strategy was the guiding principle behind the way holes were designed," Johnson said.

Johnson's desire to design golf courses began at an early age. The majority of his spare time was spent playing golf, sketching and creating golf holes on paper, and actually building a number of short holes in his back yard. While attending college, he worked summers on the maintenance staff at Ford's Colony Country Club in Williamsburg, Va.

After graduating from the University of Virginia with a bachelor's degree in architecture, he apprenticed under golf course designer Robert E. Cupp for eight years. After departing Cupp Design in 1997, he spent 2-1/2 years building golf courses with Medalist Golf, with whom he designed Hooch Golf Club in Duluth.

## Younger Azinger busy north and south of the border

Jed Azinger's parents met on a golf course — Manchester (Conn.) Country Club — so you might say golf is,

QA  
&A

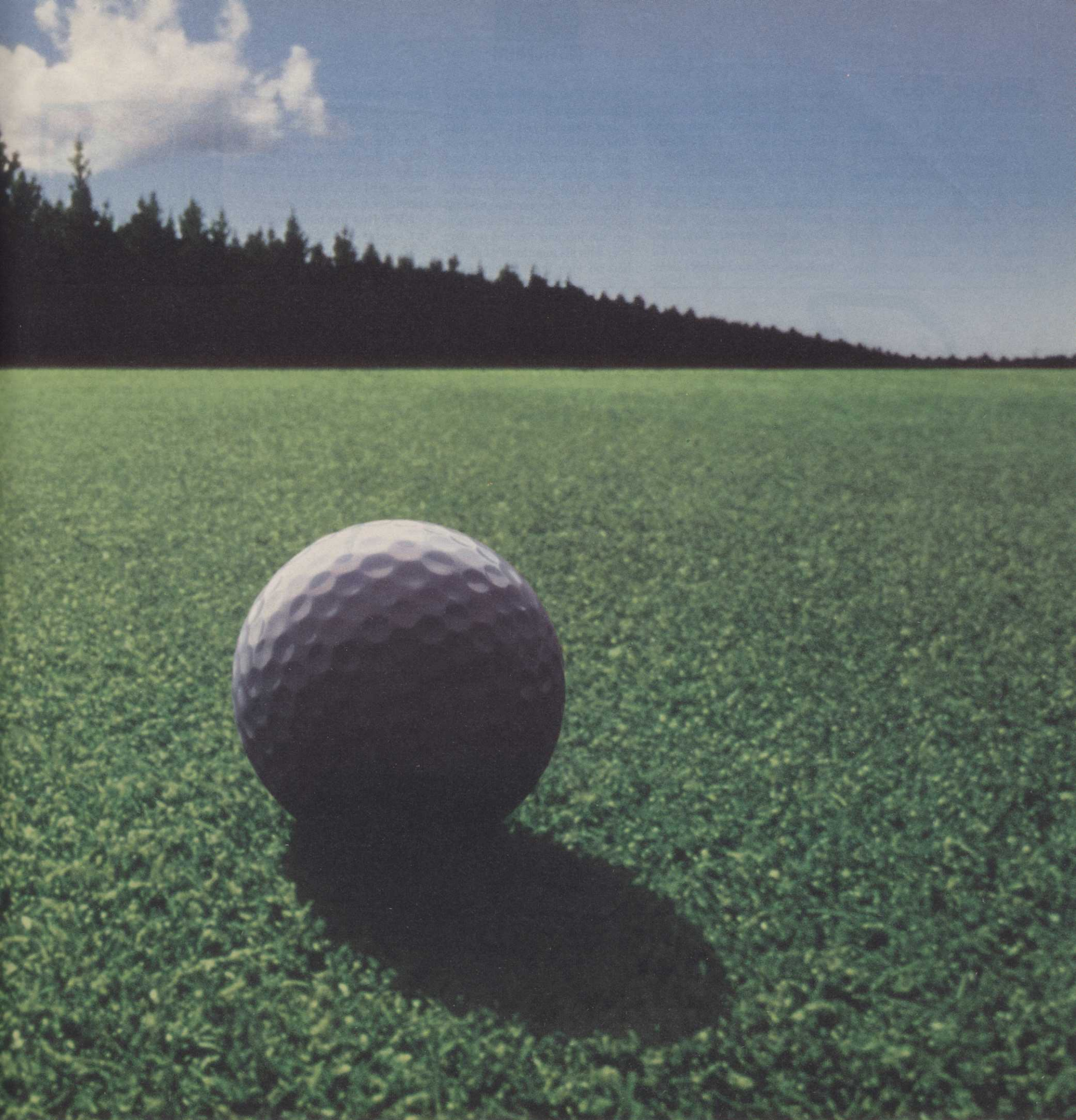
literally, in the Sarasota, Fla., architect's blood. Azinger's older brother, the PGA Tour's Paul Azinger, turned pro in 1981. A year later, Jed got his first golf course job as a laborer in Naples, Fla. He later enrolled at Lake City (Fla.) Community College and received his associate's degree in golf course operations in 1987. He worked as assistant superintendent at Quail Creek Golf Club in Naples, head superintendent at Naples Shores (now Boyne South) Country Club and superintendent of Lely Resort's Flamingo course in Naples. Jed, Paul and their father, Ralph, pooled their resources to form Paul Azinger Golf Course Design in 1990. Frustrated with interference by Canadian environmentalists on a project in Otterville, Ontario, Paul opted to leave the design business in 1993 to concentrate on his personal battle with cancer and his golf game. Gordon Lewis — a member of the American Society of Golf Course Architects with more than 90 course designs to his credit — has been working with Jed since the beginning and has co-designed a number

Continued on page 46

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## Azinger Q&A

Continued from page 43

of courses with the younger Azinger. The two designed several layouts for developer U.S. Homes Corp., including Heritage Oaks (Sarasota), Heritage Harbor (Lutz, Fla.), Heritage Isles and Heritage Greens (Tampa, Fla.), Heritage Palms (Fort Myers, Fla.), Heritage Sound (Bradenton, Fla.), Cedar Ham-

mock (Naples, Fla.) and Stoneybrook Golf Club of Estero (Fla.). Azinger and Lewis still do solo designs, with Azinger's Shadow Ridge Country Club in Hattiesburg, Miss. "the first I've done 100 percent on my own." Under the Azinger Golf Course Design Co. banner, Jed is also designing several Canadian projects with assistance from Canadian agronomist Robert Calder.

**Golf Course News (GCN):** What was your first design job?

**Jed Azinger (JA):** Otter Run Golf Club in Otterville, Ontario in 1991. We completed the job and were getting ready to send it out for bid. But there were some problems with the environmental people in Canada. They didn't permit the job and we had to start over after six months of work. We had no idea the environmental

laws were so tough. In the United States, we depend on engineers. Unfortunately, this engineering firm didn't give us the guidelines to do it the right way. Our client bought another 40 acres and we redesigned it... That was a real learning experience for me.

**GCN:** How has business been in Canada?

**JA:** I'm doing a lot of design/build work as well as some design



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consulting. Right now I'm working on a 27-hole project in Bracebridge, Ontario, with an architect named Jason Miller. I think they'd like to start construction this year.

Otterville will start construction this year. And we've got a nine-hole course in Wellington, Ontario, that will open by late summer.

**GCN:** You say you like to be "pro-active" in terms of the environment in your designs. What does that mean?

**JA:** A strong effort must be made to identify environmentally sensitive areas on a golf course before you get started. We try to design around those features, but expose them to golfers so they can see and enjoy them. You have to do your research to find out what plants are indigenous to an area and find ways to enhance wildlife habitat. We try not to do anything imposing. Golf courses aren't supposed to be imposed on the environment. They are supposed to be a part of the environment. Courses are designed by God, laid out by architects, and built by a contractor.

There are all sorts of studies out there that show golf is good for the environment. We keep preaching to ourselves about how good we are and how well we take care of the environment. But what hasn't happened is to take that message outside our industry and let people know what we are doing. There should be an article in the paper every day to let people know how good golf courses are for the environment.

**GCN:** How has being a superintendent influenced your golf course designs?

**JA:** You may know some things if you haven't been a superintendent, but they become more important to you if you have actually been one.

I try to do my bunker and tee designs in shapes that are actually mowable. Tee mowers have a turning radius and you try to stay within that radius so you don't wear out the tees when you mow. I try to make sure there is plenty of sunlight getting to the green complexes.

I'll go to bat for the superintendent every time. The less money you have to spend maintaining your course, the more money ends up as profits, or as money to spend in other areas, like keeping greens in shape.

Continued on next page



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## Azinger Q&A

Continued from page 43

**GCN:** Architects get a lot of credit for what they do. The superintendents' association has hired a public relations firm to help elevate its members' professional image. Now builders want golfers to realize the importance of what they do. Do builders deserve more credit for their contribution to a new course?

**JA:** Yes. We [architects] provide a palette for the builders. They are the true artists. They are the ones who do the shaping and the sculpting.

**GCN:** How does your relationship work with Gordon Lewis?

**JA:** We work on the plans together and split the fee. Gordie is my mentor. He's the one I leaned on to learn how to become a golf course architect. He has more than 30 years experience and has been involved with more than 300 golf courses. His office is in Naples and mine is in Sarasota.

**GCN:** Is there a course you've done that put you on the map as a golf course designer?

**JA:** I have four that have put me on the map.

Heritage Palms in Fort Myers is a spectacular course. It has beautiful scenery and is just a fun course to play.

Stoneybrook of Estero is 7,350 yards. That's a long course.

Heritage Isles has 16 acres of upland restoration and was built by Barbaron, the same guys who did the shaping for Black Diamond Ranch.

And then Shadow Ridge. That's one of those cases where the site makes the course. We surveyed the site, found the best places for greens, staked them, had those shot and surveyed, and then laid out the course from those points. The grand opening is this year.

**GCN:** The United States opened more than 500 new courses last year and more than 400 almost every year during the 1990s. Do you see new course development slowing soon?

**JA:** I don't see it slowing down at all, at least not in the near future. People are looking at golf as a way to make money. Golf courses are profitable, a good business venture.

What Tiger Woods is doing is wonderful. He's bringing everyone to the game of golf. Golf should not be looked at as a rich man's sport being played at the expense of the environment anymore. It's a game that builds character and is available to everyone.

My niche in this game should bring me a lot of business. The strongest niche in this golf market for the next five to 10 years will be building affordable golf courses. That's what I design. My courses are not only affordable for the owner, but also for the guy who wants to bring his children

out and teach them the game.

**GCN:** Being a husband and father, does it bother you being away from home as much as you are?

**JA:** It gets to you, being on the road all the time. But the thing that keeps it in perspective is that my dad was in Vietnam for a year. And we didn't know if he was coming back or not. It's a part of making a living. We all have to play the cards we're dealt. ▶

## Ryan Golf, Fazio team up in Florida

BONITA SPRINGS, Fla. — Ryan Golf is building two golf courses in Florida designed by Tom Fazio — Mediterra in this community and Olde Collier Golf Club in Naples.

Construction of the first 18 holes at Mediterra will be the centerpiece of a new residential community developed by Bonita Bay Properties. Ryan Golf will excavate more than 2 million cubic yards of rock and sand, installation a

drainage system, and built the course. Work will be completed during the summer.

Meanwhile, Ryan Golf has broken ground on Olde Collier Golf Club, an exclusive golf property being developed by Collier Enterprises, developer of Collier's Reserve.

The course is a members-only 18-hole facility enhanced with preserve areas and bird sanctuaries.



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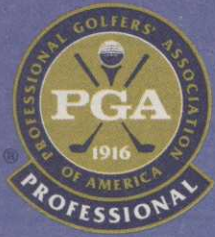
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BRIEFS



**NEW MGT. AT NC'S CRAMER MT.**

CRAMERTON, N.C. — Granite Mountain, Inc. (a subsidiary of Granite Golf Group, Inc.) has turned over management of Cramer Mountain Country Club here to Cramer Mountain Country Club Corp. Granite left the upscale private country club before the lease expired. Its owner will again operate Cramer Mountain as it has since its inception in 1986. Cramer has named the following people to its management team: Stephen Olliff, golf course superintendent; Marie Revels, general manager; Dean Huffman, executive chef; Brian Singsank, food and beverage manager; Caroline Gallrein, membership director; Christy Perrin, banquet manager; David Scalzi, head golf professional; and Dee Rathod, head tennis professional.

**FNA OFFERS NEW LOAN PROGRAM**

First National of America, one of the largest principal lenders to the golf industry, is now accepting applications for smaller loans. Managing Director Jerry Sager said FNA's intentions are to offer five-to-20-year domestic loans of \$250,000 to \$1.5 million.



"These loans are designed for someone who wants to buy a driving range or a small course, equipment or just for working capital requirements,"

said Sager. From application to commitment, the process takes 10 days, with another 20 days to closing. For further information, contact Sager at 908-604-4700 or visit the FNA website at <http://www.firstNA.com>.

**SERVISCAPE ADDS IND. FACILITY**

MICHIGAN CITY, Ind. — The North Township of Lake County has contracted ServiScape, Inc., to manage the golf course maintenance operations and course improvements planning at the 18-hole Wicker Memorial Park Golf Course.

**SNOOK JOINS TEXTRON**

Textron Financial named Andrew Snook director. European business development, for its golf finance and resort receivables divisions.

**CROWN ACQUIRES NJ LAYOUT**

CAPE MAY COURTHOUS, N.J. — Crown Golf Properties has acquired Stone Harbor Golf Course here.



**Bergstol's Empire Golf flies public golf banner in NY, NJ**

By PETER BLAIS

NEW YORK CITY — Developer Eric Bergstol, 43, has formed Empire Golf, an umbrella organization that will oversee financing, design, development, management, supervision and maintenance of a number of high-end, daily-fee courses primarily in New York and New Jersey.

Among the courses in the Empire Golf network are New Jersey National Golf Club in Basking Ridge, N.J.; Minisceongo

*Developer Eric Bergstol, left, has formed Empire Golf, a management firm that includes several New York and New Jersey courses including Pine Barren GC below.*



Golf Club in Pomona, N.Y.; and Pine Barrens Golf Club (which Bergstol designed himself) in Jackson, N.J. Scheduled to open this fall are Pine Hill (N.J.) Golf Club and Links at Madison Green in Royal Palm Beach, Fla.

Bergstol is a longtime residential/commercial developer who has been developing golf courses for the past 10 years. In addition to the above courses, he was involved in development of Hudson National in Westchester County, N.Y.; is co-developing a course under construction called Twisted Dunes near Atlantic City, N.J.; is seeking permits for a course he designed in Bayonne, N.J.; has laid out a 27-hole course at the entrance to Long Beach Island near Exit 63 of the Garden State Parkway; and has a course in the planning stages in Portland, N.Y. He also plans to add two or three more courses in Florida.

"The metropolitan New York area has been deprived in regard to real, quality public golf," Bergstol said. "You have some of the best private courses in the country here, but I've always believed the public should have the opportunity to play quality golf courses."

"The concept I like to promote is the private club for a day. I want people who play public golf courses to get a feel of what it's like to play a world-class course."

Bergstol believes Northern New Jersey's dense population, high incomes, professional work force, and lack of quality public facilities make it an attractive area for an upscale, daily-fee operation.

"The few public courses that have been built are older and they are munis," he said.

Continued on page 54

**Husband's Heritage Golf makes 1st buy**

SAN DIEGO — Heritage Golf Group, a San Diego-based course ownership and operating company, has acquired Polo Golf & Country Club in northern Atlanta.

This purchase by Heritage from Fairgreen Capital, L.P. marks the initial course acquisition by the company. Heritage is led by Bob Husband, former founder, president and chief executive officer of Cobblestone Golf Group. Husband and Heritage's management team created the recently sold Cobblestone Golf Group.

"This marks the first in a collection of golf properties we plan to acquire throughout the United States," said Husband, who joined GTCR Golder Rauner, LLC, a Chicago-based private equity firm. "We will invest further capital to make significant improvements to the facility including the golf course, clubhouse and various other member areas."

Polo Golf & Country Club is an 18-hole private country club, built in 1989 and designed by Joe Lee. The course is a 6,558-yard layout featuring bentgrass greens.



ACQUISITIONS

**eGolfevents unveils new 'Best of Business Golf' online program**

By PETER BLAIS

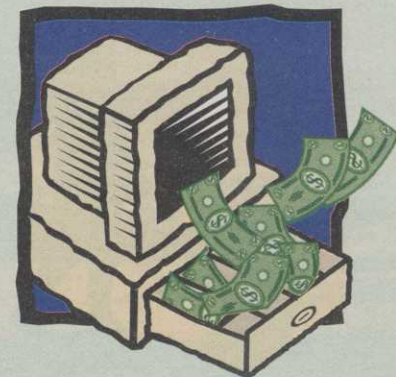
LEESBURG, Va. — eGolfevents, a web-based company that markets more than 7,000 courses to golf-event planners, has formed a Best of Business Golf (BOBG) program that provides courses a preferred listing to help them attract more golf outings.

The eGolfevents.com website is focused solely on helping golf-event planners find courses interested in hosting golf outings. Developers plan to eventually list all U.S. golf courses that host outings in the database.

For \$500, courses can choose the BOBG designation, which provides far more information than simply whether or not a course welcomes outings.

BOBG course listings include more than 120 categories of information about the facility. BOBG listings include detailed information about the course location, golf course playability, food and beverage capabilities, meeting space, tournament scoring, nearby accommodations, and non-golfer/after-hours activities. Since a BOBG course provides more information, eGolfevent developers believe those courses are far more likely to be selected by event planners.

The BOBG designation also allows the event planner to communicate directly with the course by e-mail or fax. Event planners list their outing needs on the eGolfevents.com website, then send them to the course by highlighting the



Continued on page 54

## ClubCorp lines up four state-of-the-art software firms

DALLAS — ClubCorp has selected several state-of-the-art software product lines to support its individual clubs.

Included in the chosen applications are ProphetLine, eteetime.com, ScoreCast, and Golfnet. In each of the arrangements, the software will be customized to ClubCorp's needs for

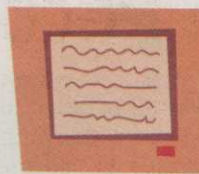
greater ease of use and efficiency.

"We look forward to the increase in member satisfaction and ease of operations these new products will bring to our clubs and resorts," said Mike Dillard, executive vice president and chief information officer of ClubCorp.

ProphetLine will serve as

ClubCorp's standard point-of-sale management for all retail shops, golf, tennis and athletics. ClubCorp has taken an equity position in ProphetLine and will join its board of directors.

ClubCorp will use eteetime.com, an Internet-based tee time scheduling system that interfaces with ProphetLine, to



allow users to view multiple course availability and book tee times

with instant confirmation. ClubCorp has taken an equity position in eteetime.com and will join its board.

ScoreCast has been selected as

ClubCorp's software for managing and reporting tournament results. ScoreCast is a Windows-based tournament management software and has already been installed at several of the clubs. The ScoreCast software is an active scoring package, which incorporates scoring, hole information, tournament management integration, side-games, leaderboards, and two-way communications. ClubCorp will be assuming a position on ScoreCast's Strategic Advisory Board.

For handicap administration and reporting, Golfnet handicap system was chosen. Golfnet's handicap data will export into the ScoreCast tournament software. Twenty-two ClubCorp facilities already use Golfnet for handicapping.

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### Intrawest names McLaughlin GM at Swan-e-set

PITT MEADOWS, British Columbia, — Fifteen-year golf-industry veteran Ed McLaughlin has been named the new director of golf at Swan-e-set Resort & Country Club here. McLaughlin will oversee all golf activities including golf operations, food and beverage, retail, member relations and course maintenance for the 922-acre golf resort.

The youngest member of a prominent British Columbian golf family — father Jack is a former Canadian Club Professional of the Year in 1985, while brother Jim was the general manager of Vancouver's Westwood Plateau Golf Club — Ed McLaughlin has spent the past two years as the general manager of Nicklaus North Golf Course in Whistler, B.C. In addition to his duties at Nicklaus North, he spent the past six years as general manager and director of golf at Big Sky Golf & Country Club in Pemberton, B.C.

Swan-e-set Bay Resort & Country Club is located 45 minutes east of Vancouver and features two championship courses designed by Lee Trevino and William Graves — the public Resort Course and private Links Course. Swan-e-set was recently acquired by Intrawest Golf, a division of Vancouver-based Intrawest.

# Book4golf.com joins NGCOA Smart Buy network

CHARLESTON, S.C. — The National Golf Course Owners Association (NGCOA) and Book4golf.com Corp. have signed a letter of intent for Book4golf.com to join the Smart Buy Network, the NGCOA's group purchasing program, as its exclusive Internet tee-time reservation system and electronic tee-sheet provider.

The three-year relationship will enable the more than 4,000 NGCOA member courses to benefit from the services offered by the Internet-based real-time, tee-time reservation network.

As part of the agreement, NGCOA chapters will receive a percentage of the funds as incentives to encourage members to utilize the Book4golf.com network. Additionally, a percentage of all bookings made to NGCOA member courses will go back to the course. Book4golf.com will get the opportunity to participate in regional and state chapter field days and multi-course management meetings, as well as be included in member prospect packages. Book4golf.com will be listed on the NGCOA web site, and NGCOA member courses will receive special broadcast faxes regarding Book4golf.com and Smart Buy Network promotional opportunities.

"The Internet is becoming increasingly important to golfers and golf course operators. This agreement enables our members to take full advantage of the benefits offered by the Internet and Book4golf.com," said Mike Hughes,

NGCOA executive director.

The letter of intent provides for delivery of 20,000 common shares of Book4golf.com and the payment of an annual license fee of \$250,000 to the NGCOA. The NGCOA will also be provided with the opportunity to earn up to an additional 24,000 common shares of Book4golf.com pursuant to certain performance-based criteria. Completion of the transaction is subject to a number of conditions, including the execution of

definitive agreements, satisfactory due diligence and receipt of all requisite regulatory approvals.

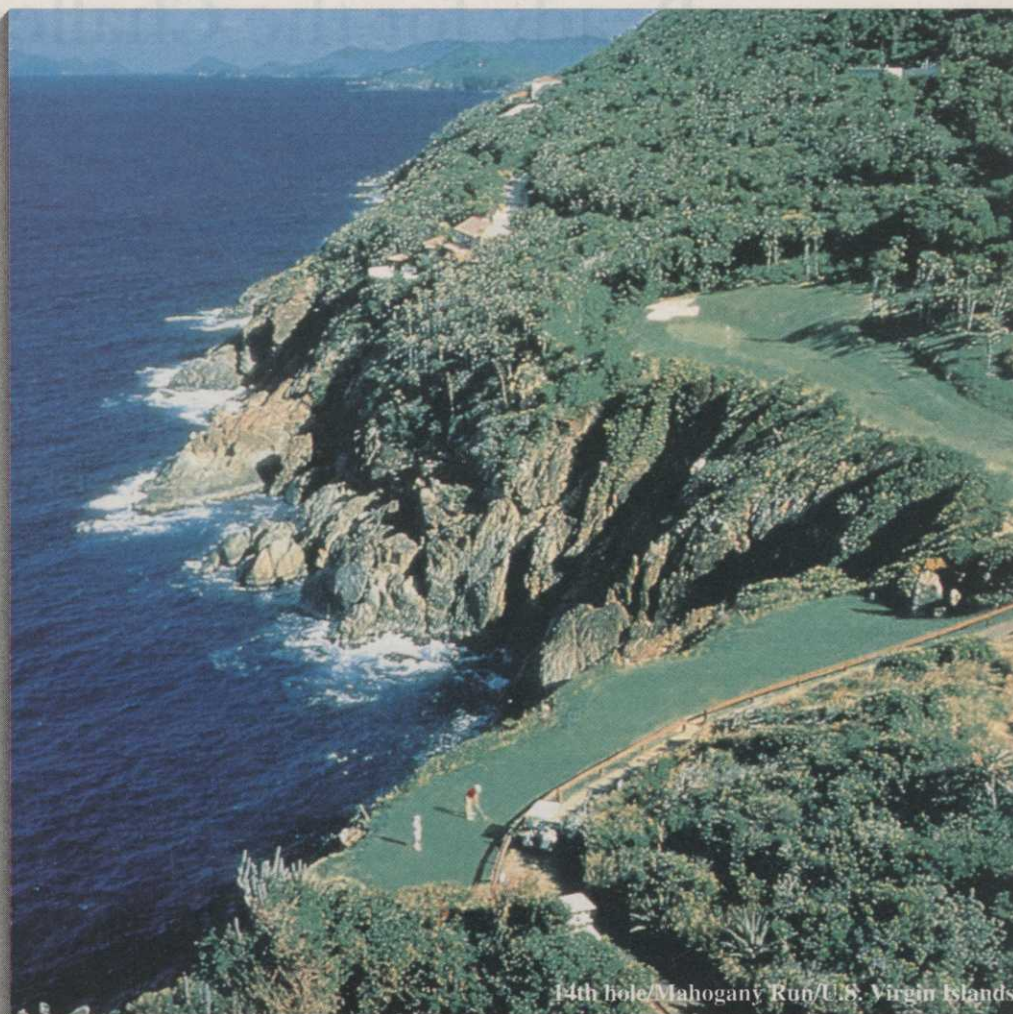
Book4golf.com is an Internet-based, real-time, tee-time reservation network. The Book4golf.com web portal allows golfers to reserve tee times anytime. In addition, the golfer will be able to use the web site to access golf news; instructional tips from golf instructor Jim Flick; Tour news from PGA Tour professional Ted Tryba; course information; weather

forecasts; and driving directions to courses across North America.

Upon completion of the America West Golf Vacations acquisition and strategic alliance with America West Airlines, the Internet golfer will be able to book golf vacation packages online. The web site is [www.book4golf.com](http://www.book4golf.com).



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14th hole/Mahogany Run/U.S. Virgin Islands

## Shields, Williams added to Starwood

WHITE PLAINS, N.Y. — Starwood Hotels & Resorts Worldwide, Inc. has recruited two golf management veterans to organize and develop the Starwood Golf management team.

Tighue Shields has been hired as vice president, golf management operations and John Williams has been hired as vice president, golf operations.

Shields' experience spans three decades, including extensive time with the PGA Tour. In addition, Shields spent 18 months touring with Golden Bear International as the Western Regional agronomist and held a principal position with Cobblestone Golf Group Inc. for four years.

Williams spent the last 18 years in the golf and development business. He has extensive management experience with a variety of facilities, including daily-fee, resorts, development properties and high-end private country clubs. Williams joined Starwood after spending five years with Cobblestone Golf Group Inc.

Starwood Hotels & Resorts Worldwide, Inc. has developed an internal golf management division in order to ensure consistent quality presentations, as well as improving the operating efficiency of pro shops and various golf maintenance operations. Special focus will be placed on improving rounds of golf, point of sales, national select vendor discounts and bolstering quality golf training schools within its Luxury Collection, Westin and Sheraton brands.

Starwood Golf Management will also be involved with acquisitions and development, planning and feasibility studies on proposed new resort golf courses.

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over \$600,000. And — the course has the largest private water source on the island, and supplies some of the hotels.

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## Harding Park

Continued from page 1

Links Championships, and hosted the Lucky International, a PGA Tour event in the 1960s. Throughout its existence, Harding Park has always been affordable to play.

More than 160,000 rounds a year are played at Harding's 27 holes. San Francisco has seen play soar. This rise in play proved

to be a boon for the city as the additional funds raised through greens fees were siphoned off to pay for other city expenses. As a result, needed course maintenance reportedly was slowly ignored as squeezing in more tee times became tantamount.

Bumpy greens, scratchy, uneven tee boxes, and sorrowful fairway conditions were the inevitable result. When a regular maintenance

staff was on duty, it had to work around the heavy play.

The city faced the question of how to repair the course without raising the \$20 greens fees through the stratosphere. San Francisco native Sandy Tatum, a former president of the USGA, tackled the problem. Tatum had for years been an advocate for public golf and saw the situation at Harding as one that needed to be addressed.

"I was very concerned that years of neglect had left a great golf course design nearly unplayable," Tatum said. "It was obvious to me that it would take millions of dollars to allow Harding Park to reach its true potential, and the city was certainly not going to make that type of investment out of the city budget. This started me on a quest to put together a way to



attract outside help."

Tatum looked into ways to bring a prestigious event to Harding Park that could help defray the renovation expense. He approached members of the business community with the idea. Finding backing for the idea, he approached the PGA Tour about the prospect of bringing a regular stop to Harding Park.

"When I first talked to [PGA Tour Commissioner] Tim Finchem three years ago, he explained that getting a regular Tour stop wasn't feasible, but the Tour was interested in creating a West Coast venue that could be part of a regular rotation of the season-ending PGA Tour Championship," Tatum said. "After the success of the Tour Championship at the Olympic Club [here], the idea of Harding Park made sense to the PGA Tour."

The PGA Tour proposed to bring the Tour Championship to Harding Park every three years, beginning in 2002, and create a First Tee program that would introduce inner-city youths to the game of golf.

It was not until Tatum got verbal agreements from the Tour that he even began to approach the city with his ideas. He argued that hosting a Tour event would give Harding Park a strong reputation that would draw more non-resident play. He said 65 percent of the tee times could be held for resident play and the rest of the tee times could pay for the renovation costs if a long-term lease were signed with an outside management firm.

Although the city, the Tour, and interested management firms were all excited about the proposal, the golfing public immediately had reservations that needed to be overcome.

Residents can play at Harding Park for \$15 mid-week and seniors could play for \$7. The fears among the loyal players at Harding were that they would be cut out of their affordable golf. At public hearings last fall, comments were evenly divided between those who felt they would lose affordable golf and those who yearned to see this classic layout brought back to top-notch shape.

In addition to the increase in greens fees, there was a fear that the Fleming nine would be altered or eliminated. Rumors be-

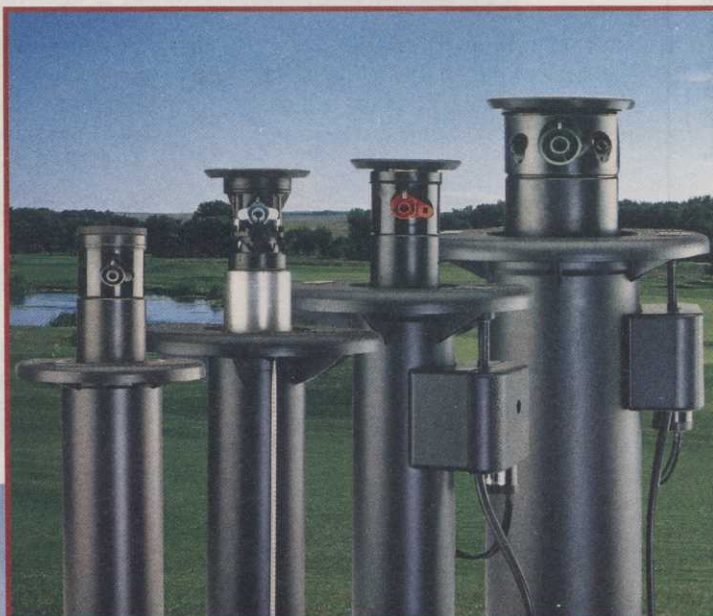
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GOLF COURSE NEWS

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## Harding Park

Continued from previous page  
gan to replace facts.

"Some of the most vocal opposition claimed that we would make the course too tough for the average player as a way to drive city golfers away from Harding," Tatum said. "This idea was one of many false claims that people opposed to the renovation came up with. But I felt all along that these detractors did not speak for the majority of golfers in the city."

Four firms — BSL Co., American Golf Corp., Kemper Sports Management and Arnold Palmer Golf Management — were finalists asked to submit bids and Palmer was awarded a tentative lease in January.

Its proposal projected \$15 million for course renovations. Included in this amount is a new irrigation system, completely rebuilt greens, new tees, and new vegetation on the fairways. The layout would stay the same, with some holes being lengthened. In addition to the course renovations, a new clubhouse would be built and additional parking and logistic areas for holding the Tour Championship would be created.

Palmer Golf agreed to pay \$1.7 million in annual rent to the city. Having the PGA Tour Championship at Harding every three years would generate \$500,000 for the course and an estimated \$20 million to the regional economy.

"This type of a project is what Arnold Palmer Golf is really all about — working to preserve and enhance public golf," said Peter Nanula, director of operations at Palmer Golf here. "The creation of the First Tee program, the opportunity to bring the PGA Tour back to San Francisco, and the chance to give to golfers in this city a first-rate facility at low rates is a great challenge. We look forward to beginning work on the course sometime in the fall."

Contrary to the rumors, the plans also include completely renovating the Fleming nine and keeping it in its configuration. The driving range will also be improved and with the Fleming course will create excellent facilities for the First Tee Program that will reach out to inner-city youths. The fee structure will be on a sliding scale and will guarantee 65.1 percent of tee times for city residents at \$27 on weekends. Out-of-town players will be the engine that pays for the renovations, with greens fees for non-residents standing at \$125 on weekends.

Palmer Golf Management was a logical choice by the city to become the leaser at Harding Park after its successful transition of the Presidio Course from a private to public facility and

after managing the pro shops at both Lincoln Park and Harding Park for the past two years.

Palmer Golf Management also included a \$100,000 training program that will infuse the Harding Park maintenance staff, who are all city employees, into the maintenance program in the future. The renovation work would be completed by private contractors under the company's supervision.

*'I was very concerned that years of neglect had left a great golf course design nearly unplayable.'*

— Sandy Tatum

"We had an excellent compilation of numbers at Harding to formulate our tee-time and greens-fee structure in order to accommodate the city residents

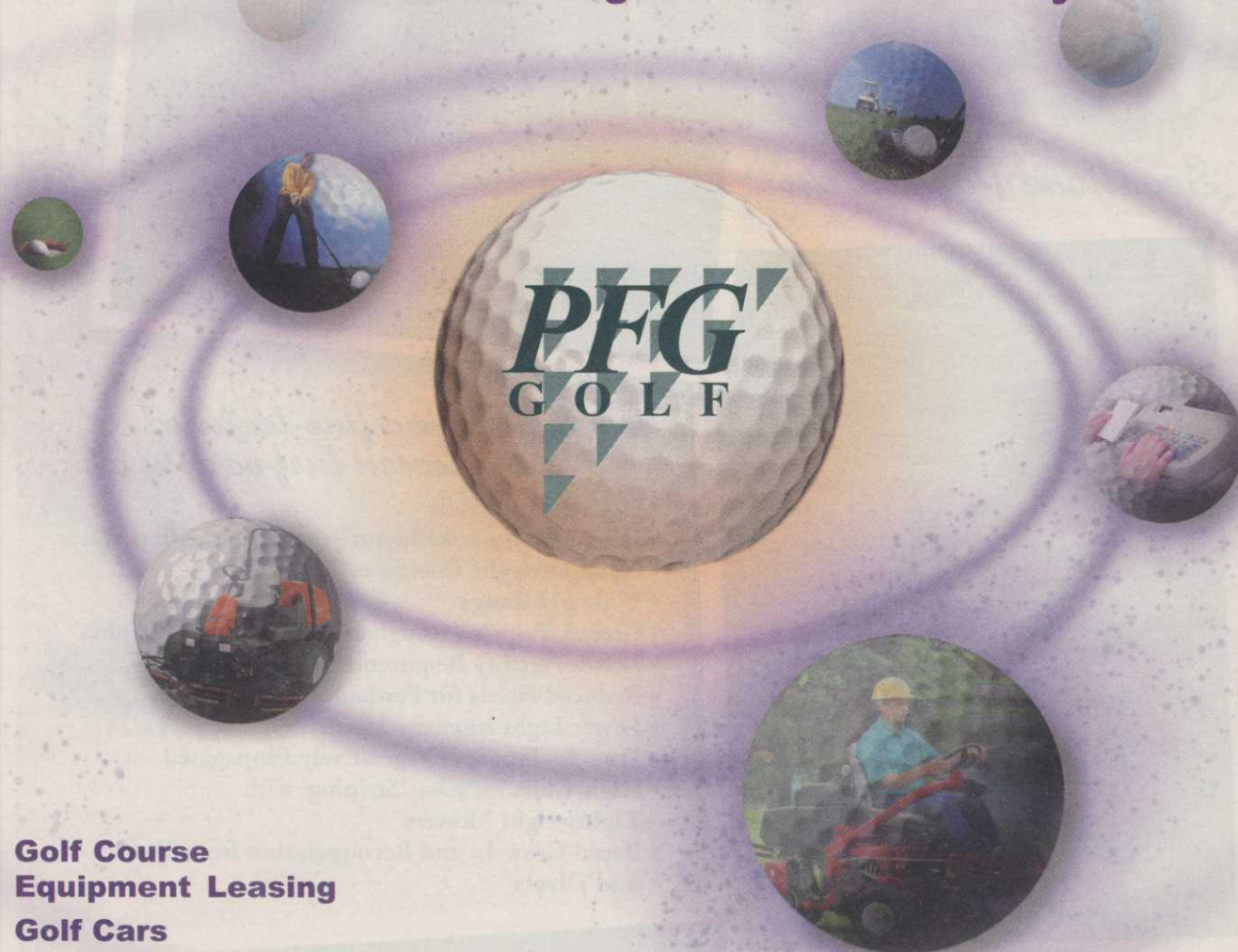
as best as possible," said Nanula. "With the greens fees for city residents only increasing by \$5 to \$7, we think that they will be very impressed when the course

repairs are completed."

Studies to secure environmental permits to begin work have been ongoing for the past year. All indications from preliminary biological studies are that there is little impact on neighboring Lake Merced. Plans are for all permits to be secured by late summer. Harding Park would then be closed for nine to 12 months to complete the work. ▶

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## eGolfevents.com

Continued from page 49

"Submit" button on the website.

"Golf-event planners, at the click of a few buttons or with the help of our customer service staff, narrow down the massive list of potential golf course hosts based upon their requirements to conduct a successful golf event," said Chief Marketing Officer Strick Heilman. "Meanwhile, golf courses use eGolfevents and our website as a qualified marketing tool to generate outing sales leads."

eGolf events is used by golf-event plan-

ners scheduling events with groups of 20 or more people. Charities, trade associations, small-to mid-size businesses and large corporations have used eGolfevent to schedule outings since the site's inception last year.

"They [golf-event planners] have a difficult time finding the right place to play," Heilman explained. "There are no directories. Everything out there now is based on a single golfer's walk-in-the-park experience. It doesn't matter if you are a *Golf Digest* Top 100 course. If the course characteristics and amenities don't match your group's needs, you won't have a successful event.

"On the other side, golf courses have a tremendously difficult time finding and attracting outings. The number of outings per year can dramatically affect a course maintenance budget. And private clubs are finding that the occasional outing can help augment member dues.

eGolfevents offers ancillary services for the event planner such as providing merchandise for golf outings, helping find hole-in-one or rain-date insurance, providing on-line registration and/or marketing for the event itself, performing customized searches for potential outing sites, and/or actually managing the outing.

Of the 7,000 courses in its database, 275 are BOBG facilities. "We are constantly adding to that number," Heilman said.

Among the courses that are scheduling outings with event planners via eGolfevents.com are Kiawah Island (S.C.) Resort, Doral Resort in Miami, and Mission Hills Golf Club in Rancho Mirage, Calif.

While some high-profile private clubs have expressed interest in opening their facilities to outings via eGolfevents to help offset membership dues, the upscale daily-fee facilities have been the most receptive to the concept, Heilman said.

eGolfevents clients include American Express, Philip Morris, Isuzu, GTE, Panasonic, Abbott Laboratories, and KPMG Peat Marwick. Smaller groups — such as the Shrewsbury (N.J.) Police Benevolent Association, which used eGolfevents to locate courses in its own area for last summer's outing — have also used the service.

"The difference between us and the other dot-com's in the golf business is that we don't require the courses to make an investment in hardware, software, management systems or management programs," Heilman said. "We do not do tee times. It's purely a lead-generating tool. It's like an old-fashioned co-op. We take \$500 from each course and turn that into a good-sized marketing budget. We market golf outings as a whole. When event planners search the website by region, there they [courses] are."

Heilman, who has a sports marketing background, launched the company a year ago with President David Price, a long-time consultant with top accounting firms. Brad Bogle of Houston and Roger DuMez of Chicago are also partners. ▶

## Empire Golf

Continued from page 49

Perhaps the most intriguing course among the Empire network is Pine Hill. Located less than a mile from Pine Valley Golf Club (annually voted the top course in the world by most golf publications), Pine Hill is being designed by Tom Fazio over terrain similar to that of its famous neighbor.

In addition to Bergstol, Empire Golf's management staff includes Regional Manager John Napier, Chief Financial Officer Mark Unger and Vice President/Operations Bruce Barker. Unger will oversee all financial operations. Baker, who has more than 30 years of golf industry experience, will be responsible for club operations.

The superintendents at each course are responsible for their own operations, Bergstol said. Dr. Richard Hurley has done some agronomic consulting for Empire, he added.

Bergstol has no specific numerical goals as to how big the company might grow. "My goal is to do them one at a time and do them well," he said. "I don't want to get over my head, which a lot of guys do. I'm not looking to do a REIT (real-estate investment trust) or anything like that. You lose control that way. I want to build them up and operate them well... In two years we should have about 10 courses.

"We'll do acquisitions," Bergstol added. "But we are a construction company, also. So, if we can design, develop, construct and manage courses, we have a major advantage because we can produce a better product cheaper. That's my little niche. I want to get very strong in this market." ▶

# Picture this . . .



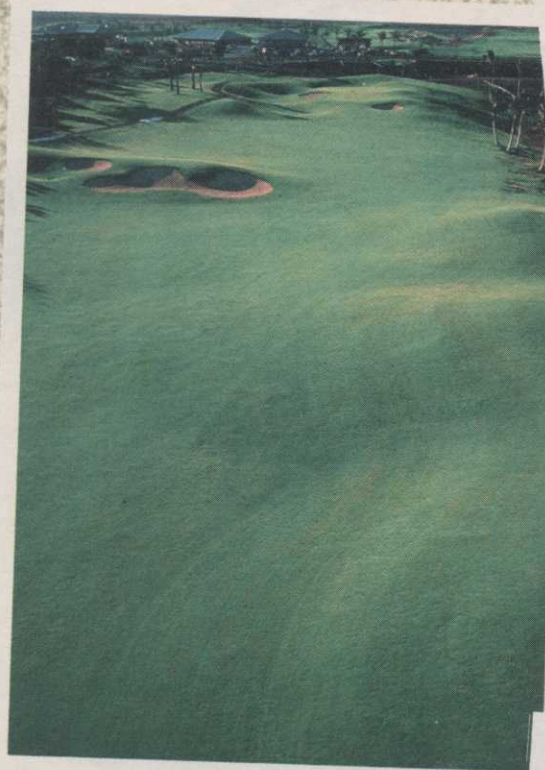
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**AHNERT JOINS RAIN BIRD GOLF DIVISION**

AZUZA, Calif. — Rain Bird announced that Fred Ahnert, key accounts manager for the golf division, has joined the staff of Mike Donoghue, golf division director. In his new position, Ahnert will continue to manage Rain Bird Golf's relationships with management companies and large account-based firms while contributing his experience in these areas to the strategic planning and direction of the division.



Fred Ahnert

**GROWTH PRODUCTS ADDS BLAIR**

WHITE PLAINS, N.Y. — Growth Products, Ltd., has added Brian Blair to its staff of technical sales representatives. Blair's territory will cover Mississippi, Louisiana, Texas, Oklahoma, Arkansas, and a section of Tennessee. Prior to his hiring at Growth Products, Blair was regional account manager for Southern States Cooperative.

**SYBRON APPOINTS SEDIVY**

SALEM, Va. — Sybron's Biochemical Division has appointed John Sedivy general manager of GREEN-RELEAF products in the turf, horticultural and agricultural markets. Sedivy will manage and direct all business activity for the global development, production, marketing and sales of GREEN-RELEAF products. Before joining Sybron, Sedivy served four years as director of marketing and development for the agrichemical division of Elf Atochem North America, Inc.



John Sedivy

**PICKSEED PICKS UP MCDOWELL**

TANGENT, Ore. — Pickseed West Inc. has appointed Christie McDowell vice-president, sales and business development, North America. McDowell will assume a senior management role and responsibility for the company's North America product introductions, marketing and promotional projects and sales and sales management. She will also focus on new business development through the creation of distributor relationships in targeted areas.

**QA Simplot Turf and Horticulture set to expand nationwide**

*Golf Course News* recently sat down with Wayne Burk, senior vice president and general manager of fertilizer products for Simplot Turf and Horticulture, to talk about how the rapid changes in the fertilizer industry are affecting Simplot's business plan. Burk, who has been with Simplot for 18 years, lent perspective on how deals with Eco Soil Systems, Inc. and Pursell Technologies, Inc. (PTI) [see GCN March 2000] relate to the company's aggressive growth strategy.

**GCN:** What is driving Simplot's nationwide expansion?

**Burk:** The Simplot family and the top corporate management folks made this decision at the time they acquired Jacklin Seed Co. They saw an industry that a company the size of Simplot could play in. The turf and ornamental industry is attractive to us. We are basic in most of the raw materials, we have a pretty good foothold in the Western United States and the Pacific Rim. We see it as a business where we could leverage our brands and strengths and be a pretty sizable player.

**GCN:** What does PTI bring to the table?

**Burk:** They have the best controlled-release fertilizer technology in the world right now. Even though we are a major fertilizer manufacturer, we have never had a position in a controlled-release technology, so we came together to leverage

their technological position with our marketing and manufacturing position.

**GCN:** So this is a way to fill gaps in your product line?

**Burk:** Absolutely. There are certain fertilizer market segments in which you just simply have to have this type of performance product to play in.

**GCN:** What do Eco Soil and Turf Partners offer?

**Burk:** Distribution, particularly in the East and Midwest. We had more or less announced our plans to expand to the east and we talked to the players in those markets. Eco Soil came to us and said they were interested in taking our products into those markets. They have 20 locations with 75 sales people so we started pursuing [an agreement].

**GCN:** Will you be making any other moves to fill holes in distribution?

**Burk:** Turf Partners is a core that we will be looking to add onto in those areas where we don't have distributors to date. Recognizing that they don't have branches and distribution in the Southwest and Southeast, we would have to add onto Turf Partners depending upon how the business is structured. Having said that, the Pursell agreement does not include the Southeast.

**GCN:** Are there plans to ramp up supply capabilities?

Continued on page 58

**Tyler extends its Midwestern reach**

ELWOOD, Ill. — Tyler Enterprises, Inc. has made further inroads into both Indiana and Kentucky by opening warehouse and distribution centers and expanding sales and marketing staffs in each state.

The 7,200-square-foot building in Indianapolis will serve as a distribution center for Tyler's custom-blended fertilizer products and specialty chemicals and as an office for the seven-member Indiana sales and service team.

"Over the past year, Tyler has aggressively focused its marketing and sales efforts on the Indiana golf course, landscape, nursery and grounds mar-

kets," said Bruce Jasurda, Tyler's chief operating officer. "The opening of this facility represents our commitment to service specialty turf customers in the state. From this base of operation, we will be able to ensure on-time delivery and efficient local distribution of our custom-blended fertilizer products and services."

The distribution center will be managed by Bob Murphy and JD Ruggles will be in charge of delivery and customer service. Also based out of the Indianapolis facility are Tyler sales representatives Sam Detmer, Ginny Smith, Roger Valentine and Dave

Continued on page 57



**Lesco profits surge**

CLEVELAND — LESCO, Inc. has reported that its net income for the fiscal year ending Dec. 31, 1999 increased 98 percent to a record \$11.6 million compared with \$5.9 million in the same period last year.

Sales of fertilizers, turf-protection products and turfgrass seed combined for \$385.4 million in sales accounting for 83.7 percent of total sales.

Commercial lawn care equipment and parts sales were \$75 million, an increase of 14.6 percent compared with a year ago. For the 12 months, comparable store sales increased about 8 percent over the same period a year ago.

"Throughout the year we focused our energies toward improving our profitability. We are particularly encouraged by the 190-basis-point increase in our operating margin to 4.9 percent in 1999 and believe our unique business model has begun to demonstrate its underlying profitability potential," said William A. Foley, Lesco chairman, president and chief executive officer. "We are encouraged by our progress and remain focused on improving our return on capital. We look for continued improvement in our 2000 results."

Lesco noted that positive factors for year-over-year profitability included improved sales mix, cost controls and improved performance at Commercial Turf Products, Ltd., its commercial equipment joint venture with MTD Products Inc.



**Golf Course News STOCK REPORT (3/15)\***

Company	Symbol	Stock Price	%Change 1/1/00	%Change 2/24/00	P/E	52-week Range	Proj.5-yr Earn. Growth
Astrazeneca	AZN	42.125	0.90	26.69	31.88	31-48.94	10.80%
Deere & Co.	DE	37.5	-11.50	-1.96	40.72	32-48.5	9.70%
Dow Chemical Co.	DOW	106.5	-19.70	0.12	18.88	90-141.5	7.80%
Family Golf Centers	FGCI	1.031	-26.68	-8.36	N/A	0.72-10.125	25%
Golf Trust of Amer.	GTA	17.125	1.11	-4.86	13.09	14.5-25.75	8.80%
Ingersoll-Rand	IR	38.25	-30.53	6.01	12.03	34.25-73.82	12%
Lesco Inc.	LSCO	16.75	-1.47	4.69	12.59	12.25-19.5	15%
Nat'l Golf Prop.	TEE	21	6.33	0.57	15.42	18.38-27.75	9%
Toro Co.	TTC	30.125	-19.26	-8.38	11.89	28.5-39.5	12.5%
Textron Inc.	TXT	54.8125	-28.52	-9.97	4.02	51-98	14.3%

\*DATA PROVIDED BY VALUE TREND LINKS, LINKS FUND UP 11.48% IN '00, WWW.GOLFMUTUALFUND.COM

## Nature Safe rolls into Canada

**C**OLD SPRING, Ky. — Nature Safe natural and organic fertilizers has received registration in Canada. United Horticultural Supply (UHS) of Canada will be the distributor for this market and will carry Nature Safe's 10-2-8 and 8-3-5 formulations.

"There is a growing awareness of, and market for, organic prod-

ucts in Canada and we feel Nature Safe will fill this need," said Jeff Crampton, sales manager for UHS.

Further, the Organic Materials Review Institute (OMRI) has registered Nature Safe's 10-2-8, 8-3-5 and 5-6-6 formulations.

Over thirty states currently use OMRI as a way of identifying fertilizers that are approved for use as inputs for organic regis-

tered products. The OMRI registration, along with having all of their production plants certified in the Audubon Cooperative Sanctuary Program, shows Nature Safe's continued commitment to producing environmentally responsible products.

In other news, Nature Safe has introduced a new 12-2-0 blending base that can be used to create custom fertilizer blends for specific golf course.

### BASF, TOPPRO WORKING ON INSIGNIA FUNGICIDE

MEMPHIS, Tenn. — BASF Corp. is developing Insignia, a new fungicide with broad-spectrum activity against most major turf diseases, that is expected to be available for use on golf courses in 2002. The new product will be marketed by TopPro Specialties, a unit of BASF and the Micro Flo Co.

Insignia will offer preventive activity against key turfgrass diseases such as *pythium* blight, snow mold, summer patch, red thread, take-all and anthracnose. It will have curative activity against rust, brown patch and gray leaf spot. It also offers dollar spot suppression.

## Novartis close with Meridian

GREENSBORO, N.C. — Novartis is one step closer to introducing Meridian (*thiamethoxam*), a new turf and landscape ornamental insecticide.

Meridian has been granted an expedited review by the EPA as an organophosphate replacement insecticide, and is under concurrent review in California. *Thiamethoxam* is a thianicotinyl insecticide in the neonicotinoid class and the United States Patent Office has granted Novartis a patent on the active ingredient. Novartis anticipates registration to be complete in August.

Plant uptake with Meridian is rapid and transport is through the xylem to untreated portions of the plant. Long-lasting insect control is provided with minimal impact on beneficial species.

For turf, Meridian will provide broad-spectrum preventive and curative control of all major white grub species at low rates. This broad scope of insect control will eliminate the need for two spreadable and sprayable formulations.

"Meridian has a number of significant advantages over existing insecticides including the low active ingredient rate and unique mode of action," explained Dr. David Cox, research and development manager for Novartis. "Meridian is a convenient, effective, easy-to-use product that will give turf and landscape ornamental managers across the United States more choices for control of damaging insect pests."

Additional Meridian formulations are under development as are further studies on the control of all major white grub species (Japanese Beetle, Northern Masked Chafer, Southern Masked Chafer, European Chafer, May or June Beetle, Asiatic Garden Beetle, Green June Beetle, Black Turfgrass Ataenius, and Oriental Beetle). Research also continues on the use of Meridian for control of other insects, such as chinchbugs, fire ants, sod webworm, fall armyworm, billbugs, aphids, scales, lacebugs, mealybugs, whiteflies, and black vine weevil.

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## ABT sell-off

Continued from page 55

said Hurley.

The DIP financing will also allow ABT to go forward with its plans to liquidate assets.

"It is going to be happening pretty quickly," said Hurley. "What is going to be happening is that the 35 companies that made up ABT are going to be sold off in the next 30 to 60 days. Who will be the winning bidders is anyone's guess, but the varieties will still be available.

"It is just like a baseball player [that gets traded]. Ken Griffey Jr. used to play with the Seattle Mariners and now he plays with the Cincinnati Reds. The outcome of the ownership of the variety won't change the availability of the variety."

Hurley expects ABT's top brands, such as L-93 bentgrass, Palmer ryegrass and rebel tall fescue, to be the most attractive to potential buyers.

"It is most likely that seed companies will buy them up," he said. "In the next 30 to 45 days we will have a pretty good feeling and by the end of May it will be all done."

However, DSI's William Brandt cautioned: "It remains uncertain at best whether the liquidation proceeds will be sufficient to generate any distribution to the company's shareholders."

The DIP credit facility is set to expire July 31. ↑

## Tyler expands

Continued from page 55

Wollenberg.

Tyler's new Kentucky operations are based in Louisville at a warehouse and distribution center that opened in March. Sam Huff will be leading the company's entry into the state and will be responsible for the sales and marketing efforts in the golf course and landscape markets in northern Kentucky.

Kentucky is the third state where Tyler has launched a new marketing effort in the last year. It now has sales and delivery operations in Illinois, Indiana, Michigan, Ohio and Wisconsin. Another facility will open in Cincinnati this month.

"It is Tyler's intent to be the dominant regional player in the specialty turf industry in the Midwest," said Jasurda. "Our goal is to take advantage of the current market changes in the supplier industry by providing consistent service and products to professionals in the turf industry." ↑

**R**ANCHO BERNARDO, Calif. — Eco Soil Systems, Inc. has announced the resignations of Douglas M. Gloff, president and chief operating officer, and Mark D. Buckner, chief financial officer and corporate secretary.

"The company is reorganizing its corporate functions to position itself for the proposed sale of all or a part of its Turf Partners subsidiary to the J.R. Simplot Co.

## Eco Soil reorganizes management

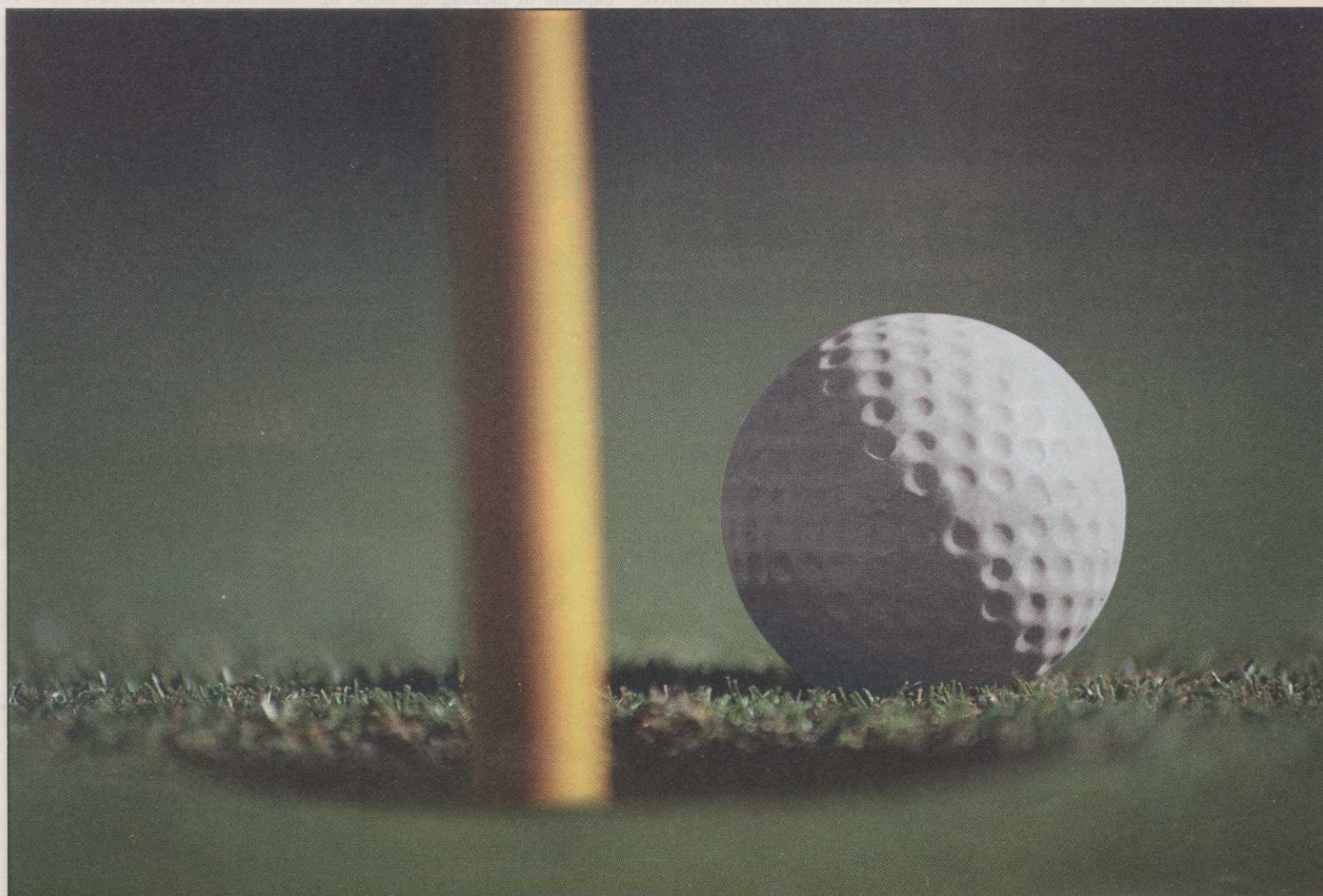
and the creation of a distribution channel for Eco Soil's proprietary products through Simplot," said William B. Adams, Eco Soil chairman and chief executive officer.

Gloff's resignation will be effective March 31. He will continue to direct the transition management team of the Turf Partners subsidiary, while serv-

ing on the Turf Partners board of directors.

Max D. Gelwix, vice president of marketing has been promoted to president and chief operating officer. "Max will focus on the reorganization of the parent company and prepare the company's biotech products for distribution into new agricultural channels," said Adams.

Dennis Sentz, currently Eco Soil's vice president of accounting and controller, has been promoted to chief financial officer and corporate secretary. Prior to arriving to Eco Soil in May 1999, Sentz was the CFO at a Bechtel International subsidiary in Singapore.



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## Simplot's Burk weighs in on fertilizer market shake up

Continued from page 55

**Burk:** We have to have the capabilities to support a distribution network whether it is Turf Partners or independent distribution, so we are going to be looking at that.

Of course we recognize that there are a lot more combination products in the turf market in the Midwest and the East than

we sell or have a demand for in the West. We are going to have to look at getting the capabilities and the products to support those markets. I don't know just what level of production that we are going to go into, but we are going to have to add production, packaging and distribution capabilities.

**GCN:** What is your reaction to

the Scotts/Andersons deal? How will it shape Simplot's business strategy?

**Burk:** Any time a No. 1 decides to exit the business, it sends shock waves through the industry. We haven't sat down and really tried to assess the pluses and minuses. Andersons is a good company and they are capable of picking up some of

the pieces, but can they pick up all of them? I don't know. They have to step up now and be a national player and that's going to present some real issues to them.

From our perspective, it probably accelerates our plan...it puts a little more pressure on us to move more quickly than originally intended.

**GCN:** Many industry watchers say this is just the first wave of

consolidation, do you agree?

**Burk:** You are going to see continued consolidation in the industry. It is fairly young in that process. You are going to see regional players join up or fall out with others. There is also going to be more alignment of technologies. We are very anxious to look at those [opportunities].

**GCN:** Are regional players positioning themselves with that in mind?

**Burk:** I would think so. I mean, hey, we were a regional company. You have to think about how you are going to continue to compete as companies get bigger. If you remain static, you are losing ground and the consolidation will take place around you and then you will have a difficult time competing.

**GCN:** What is Simplot's game plan going forward?

**Burk:** The next year will be real interesting. Everyone is trying to size things up and see how to go about taking advantage of this opportunity.

We have a lot of resources. We have big-time fertilizer manufacturing and seed capabilities and you throw in Pursell's controlled-release technology and that's pretty strong. Depending on the Turf Partners relationship, we will be involved in the resale chemical business as well. Simplot has the capabilities to go to the big chemical people and align ourselves, and that is what we will be trying to do. We are going to carry a broad line of products.

To be honest we would like to grow this business four to five times in the next two to five years... It is an aggressive plan but we expect to be able to do it. ▽



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## Broyhill snags Yazoo-Kees turf

DAKOTA CITY, Neb. — Broyhill Inc. has acquired the turf assets business of Yazoo-Kees, based in Chetek, Wis. The company will consolidate all operations to the Dakota City facilities.

Yazoo-Kees' primary turf products include a self-propelled bunker rake, several powered greens brushes, spiker/roller and spiker seeders, a turf vehicle plus other optional equipment accessories.

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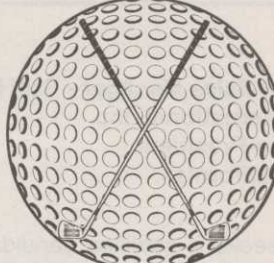
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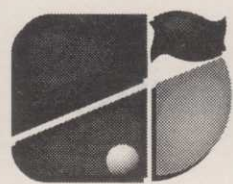
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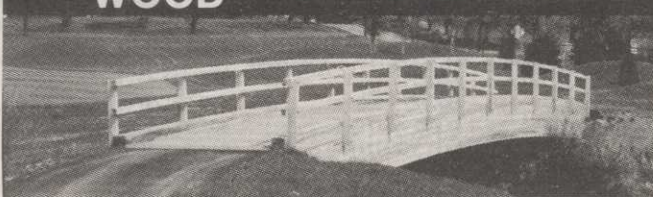
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CHARLESTON, S.C. — Construction is nearing completion on the new Daniel Island Club golf course, a Tom Fazio design that will be the recreational centerpiece of Charleston's newest planned community whose amenities include a medical facility and schools.

Located on Daniel Island just minutes from historic downtown Charleston and the beaches of Sullivan's Island and the Isle of Palms, the Daniel Island Club is being built at the heart of a 4,000-acre community featuring residential and commercial areas, schools, medical facilities and other elements of a self-contained town. The golf course will be grassed in late spring and open for play in the fall.

The private membership club is planned as the primary amenity for Daniel Island Park, an upscale residential neighborhood under development on the northern half of the island.

Fazio is carving a par-72 layout from a Lowcountry landscape with majestic oaks and twisting tidal creeks and acres of salt marshland. Medalist Construction of Atlanta is the contractor building the Daniel Island Golf Club.

## Calendar

APRIL

4 — GCSAA Seminar on Golf Course Safety, Security and Risk Management in Dallas. \*

5 — NYSTA Adirondack Regional Conference in Lake Placid, N.Y. Contact 800-873-8873.

9-11 — Equipment and Engine Training Council Annual Meeting in Cleveland. Contact 512-442-1788.

29-May 1 — Turf and Ornamental Communicators Association Annual Meeting in Cambridge, Mass. Contact TOCA at 612-758-6340.

MAY

1-2 — 54th Annual Southeastern Turfgrass Conference in Tifton, Ga. Contact 912-386-3416.

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

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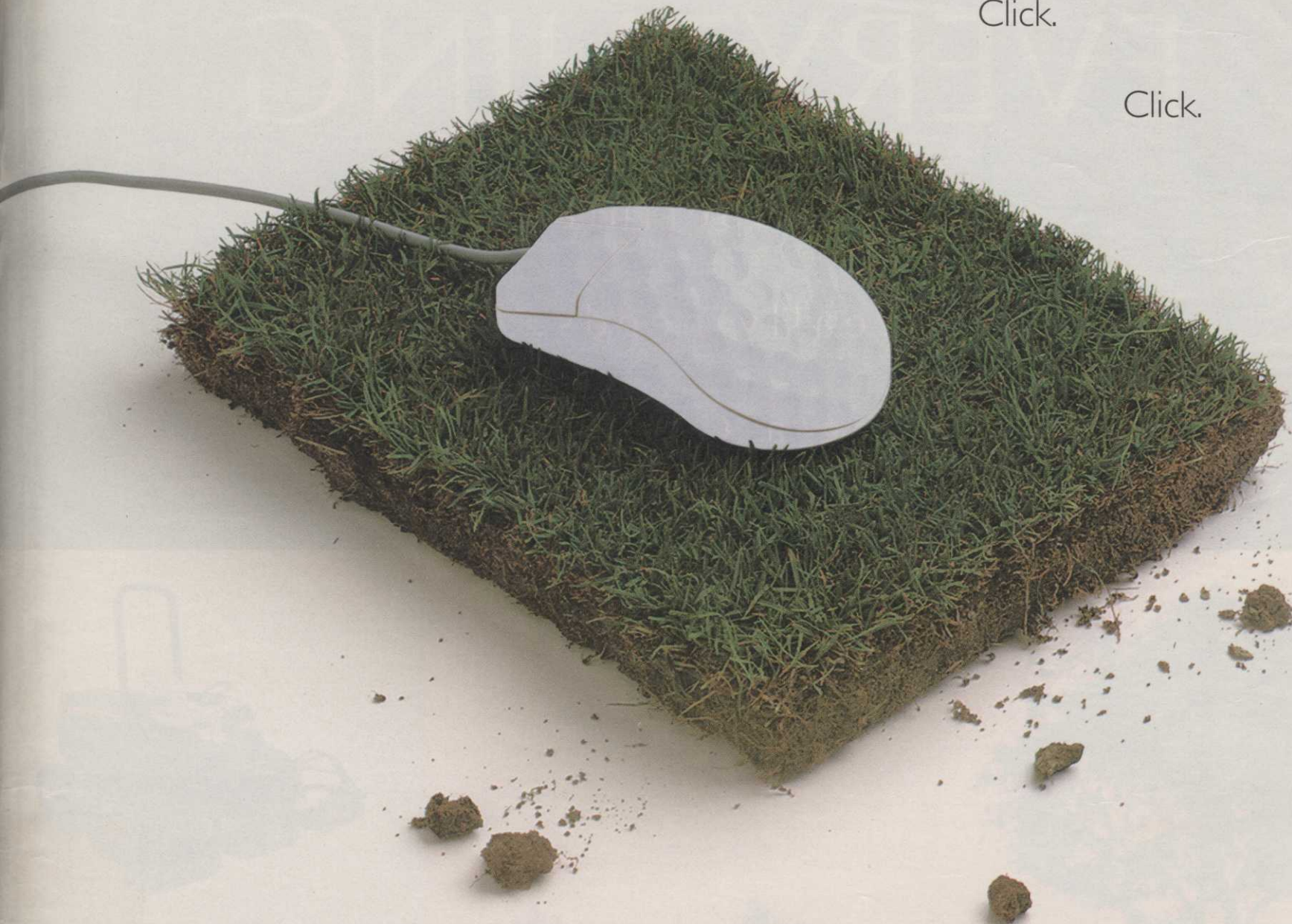
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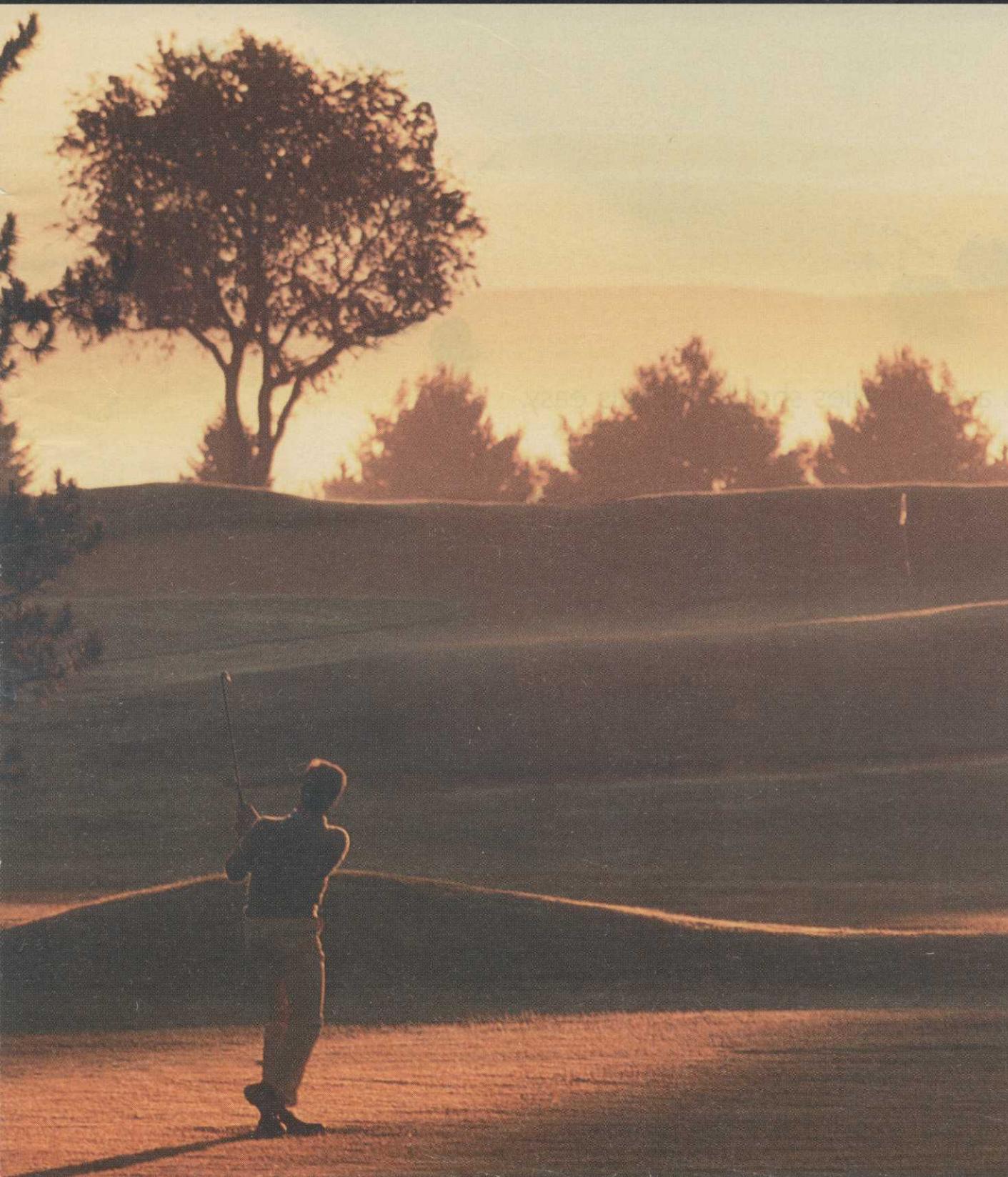
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