

Suppliers set to attack growing renovation marketplace

By ANDREW OVERBECK

As new courses continue to flood the market, perhaps to the point of saturation, older courses are starting to revamp and renovate existing layouts to keep up with the increasing competition. Renovation efforts, more often than not, start with improving and upgrading the course's irrigation system.

"There are a lot of things that a course can do to improve playing conditions," said Mike Donoghue, division director for Rain Bird Golf. "But irrigation is one of the most important. In addition to having more control, they will also save money on energy and water use, and by having a more reliable and maintenance free system, they will save money on labor."

The new three- and four-row systems offer better coverage of traditionally hard to reach areas such as roughs, green surrounds and areas around tee boxes. When adding new heads, however, increased pump station capacity is another need that must be addressed.

"Designs have changed drastically from 90-foot spacing down to 60-foot spacing and three rows around greens," said James Simonini, market manager for golf and irrigation at SyncroFlo. "All of a sud-

den the [existing] pump station cannot meet the new demand."

Old age is also a culprit.

"As courses age, even if they are not adding capacity in new heads, the pump stations will need to flat out be replaced due to being worn out," said Jeff Nelson, sales manager for Watertronix.

With needs and requirements changing, thousands of courses are changing out pump stations, upgrading controls and software, and adding more heads to irrigation systems.

Industry experts foresee the retrofit and renovation market exploding in the coming years.

"Retrofit is huge in golf," said Simonini. "The market is easily three times the number of new courses coming online and probably more."

As a result the industry is gearing up to attack the retrofit and renovation market with new products and services.

FINANCING

Many companies have created leasing programs through outside vendors to help courses bear the brunt of an irrigation renovation.

"The key to this market is financing,"

Continued on next page



The irrigation upgrade at Pueblo de Cochiti GC helped the course keep up with the local market.

Pueblo de Cochiti GC keeps up with the Jones'

By ANDREW OVERBECK

COCHITI, N.M. — In a move to improve playability and reposition the course against new competition, Pueblo de Cochiti Golf Course recently finished a complete irrigation renovation.

"The system that was in the ground was 20 years old," said superintendent Pat Brockwell. "It was a two-row system and had an undersized main line. We were fixing leaks at least once a week. It was just time."

The course was also losing business to newer facilities in the area.

"They were able to put a better product out there," said Brockwell. "We knew that we had to upgrade to keep up with the local market."

Continued on page 28

Introducing The Super Sport-Golf Series Pumping System by Watertronix

Finally – An easy to operate, compact, self-enclosed duplex pump station that can handle your toughest irrigation demands. With models capable of up to 800 GPM, the Super Sport-Golf Pumping System is ideal for smaller golf courses where a larger pump station is not needed, or as a booster station for golf course expansions. Each unit is custom built and factory tested at full operating flow and pressure before delivery. You can be assured of nothing less than the finest quality components and craftsmanship. Call today for more details on the Super Sport-Golf Series Pumping System.

- Watervision™ touchscreen operator interface
- U.L. listed, NEMA 4 control panel with the same components as our larger stations
- Main pump pressure regulated by Watertronix's patented Electronic Butterfly Valve
- Jockey pump performance controlled by Variable Frequency Drive
- 66"L x 42"W x 42"H



- No pump house needed
- Minimal concrete slab required
- Suction lift, flooded suction and booster models
- Options include:
 - stainless steel and insulated enclosures
 - thermostatically controlled heater
 - Pumplink™ irrigation controls interface

WATERTRONIX
ELECTRONICALLY CONTROLLED PUMPING SYSTEMS

800-356-6686 • fax: 262-367-5551

See our website at: www.watertronix.com

Cochiti Renovates

Continued from page 17

The new system is a four-row system with part circles on the outside to cover roughs. It has just under 1,700 heads that are driven by a 3,000 gallon-per-minute pump station. During the dry season the system peaks out at 700,000 gallons a night.

The new system gives Brockwell more control. "Before it was brown roughs and green fairways or green roughs and soggy fairways. Now we have turf wall-to-wall," he said.

Pueblo de Cochiti is located in a high desert environment at 5,600 feet elevation and has special irrigation needs due to climatic conditions. During the winter, nighttime low temperatures range from zero to 20 degrees but reach 50 to 60 degrees in the daytime. The irrigation heads must be protected from the freezing weather but still able to operate during the day.

This created some interesting challenges for the installation company, Yarmouth, Maine-based Irrigation Systems.

'Do renovation work all at once instead of dragging it out over several years. By just biting the bullet for one season we are done.'

— Pat Brockwell

"In the high desert situation, the ground can get cold enough to freeze a normal valve-in-head sprinkler. Because they need to water in the daytime we built a modified block system with a series of electric valves and valve boxes that run individual heads," said Warren Michaelsen, Irrigation Systems president. "Because those are 18 inches underground, they are less vulnerable to frost and that allows them to drain portions of the system without shutting the whole system down."

The summer months also used to be a challenge for Brockwell, but the new irrigation system has helped to mitigate dry conditions.

"We irrigate quite a bit in the summer because we cannot rely on rain," he said. "This year we have less than five tenths of an inch of moisture so the new system came not a minute too soon."

In addition to renovating the irrigation system, the course was lengthened by 300 yards, some new tees were added, cart paths were installed, its three lakes were relined, two fairways were rebuilt, and bunkering and storm drainage were improved.

All the work was done in one season, nine holes at a time, and completed in early June.

"If I have any advice for others," said Brockwell. "It would be to do renovation work all at once instead of dragging it out over several years. By just biting the bullet for one season we are done." ▽

Golf Course Marketplace

To reserve space in this section, call Jean Andrews, 207-925-1099

EXCEL
BRIDGE MANUFACTURING CO.



Specializing in golf course/ park/ bike trail bridges and using a variety of materials to suit your particular landscape needs, we fabricate easy-to-install, pre-engineered spans and deliver them anywhere in North America.

The Macho Combo: Combines the beauty of wood and the strength of maintenance free self-weathering steel. Bridge designed by Golf Dimensions.

800-548-0054
(outside California)

12001 Shoemaker Avenue, Santa Fe Springs, CA 90670
Tel: 562-944-0701 Fax: 562-944-4025
www.excelbridge.com

EAGLE GOLF & LANDSCAPE PRODUCTS

EAGLE INTERFACE FOR GREEN CONSTRUCTION



Hancor Technology - Innovation - Solutions

NDS

Furuta

Nyloplast

SYNTHETIC INDUSTRIES

TREVIRA®

PLEASE CALL FOR A COMPLETE CATALOG

1-800-21-EAGLE

WWW.EAGLEGOLFANDLANDSCAPE.COM

NEW Horizontal Aerator or Fountain operates in 20" water

EXCLUSIVE TECHNOLOGY

Fountains & high volume aerators in shallow ponds are now possible. For full details call 800-377-0019. www.aquacontrolinc.com • quality manufacturer since 1970



Aqua Control

Score a

HOLE IN ONE

with a

Classified Display Ad

like this one in

GOLF COURSE MARKETPLACE

Call for details . . .

(207) 925-1099

STAY ON COURSE...

WITH **GOLF COURSE NEWS** ONLINE

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

www.golfcoursenews.com

AQUA SO₂

SOIL AND WATER SYSTEMS

Lowers Water pH • Controls Soil pH
Improves Soil Drainage • Controls Algae
Reduces Sodium in Soil
Improves Effluent Water For Irrigation use
Reduces Bicarbonates & Carbonate

SO₂ GENERATORS

11838 Tammy Way Grass Valley, CA 95949
(530) 271-0915 aquaso2.com

BoardTronics

The **BIGGEST** because we're the **BEST!**

***EXPERT** repair services for most
Toro, Rain Bird, and Buckner irrigation
central computers and field satellite controllers.

NW8000® LTC™ OSMAC® VTII 1/3/4™
MIM™ MSC™ PAR™ ISC™ SBM™ RC™

Nationwide: 1-800-STAYWET (782-9938)

*BoardTronics is not affiliated with Toro, Rain Bird, or Buckner.
Trademarks belong to their respective manufacturers.

LIST RENTAL

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

...offers you the opportunity to reach the decision makers at thousands of golf facilities with an exclusive mailing list.

Call for details . . .

207-925-1099