

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 12, NUMBER 3
MARCH 2000 • \$7.00

INSIDE

A Super Event

Coverage of the Golf Course Superintendents Association of America Conference & Show 13-23

It's All in the Method

Hydroseeding now a more viable choice for golf course construction projects 35



SIR MICHAEL AND THE CHAIRMAN
Sir Michael Bonallack, right, president of the British & International Golf Greenkeepers Association, tours the BTME show floor with new BIGGA Chairman Elliott Small of Tulliallan in Scotland. For highlights of the event, see page 25.

COURSE MAINTENANCE

- '7 Lines of Defense' makes ecological sense 25
- Tools of the Trade with Stephen Maas 29
- Rounding up rattlesnakes with Mike Harrison 37

COURSE DEVELOPMENT

- Pursell's building laboratory course 3
- Jerry Pierman joins Frontier Construction 44
- ASGCA to honor Ortiz-Patino with Ross Award 45

COURSE MANAGEMENT

- ClubCorp signs Weiskopf to Mexico project 55
- CMAA links up with Audubon 55
- NGF, VGM Golf ink membership deal 56

SUPPLIER BUSINESS

- Simplot injecting \$20M into Eco Soil 59
- Suppliers 'reach out' to charities 61
- Consolidation hits fertilizer industry 65

PERIODICAL

Andersons to buy Scotts Pro Turf

By A. OVERBECK

MAUMEE, Ohio — In a move that will likely trigger further consolidation within the fertilizer industry, The Andersons, Inc. has signed a letter of intent with The Scotts Co. to acquire Scotts' U.S. Professional Turf business.

The two companies have agreed to a long-term supply agreement under which Scotts will use its proprietary manufacturing processes to produce products for Andersons. The acquisition includes ProTurf, Contec and other brand names, the distribution network, customer lists and all trademarks

Continued on page 64

Dinelli receives Excellence Award

By MARK LESLIE

NEW ORLEANS — Ingenuity and initiative in the Dinelli family are longstanding traits, the latest result of which is the presentation of the 2000 Scotts Tradition of Excellence Award to Dan Dinelli of North Shore Country Club in Glenview, Ill.

The Scotts Co. of Marysville, Ohio, presents the annual peer-nominated award to recognize outstanding achievements among superintendents who are "dedicated to advancing the science of course maintenance and making golf the best it can

Continued on page 42

Superintendents, builders, owners trumpet change



New GCBAAs exec: Upgrade image

By PETER BLAIS

NEW ORLEANS — Increasing public and professional awareness of the importance of golf course builders is a primary goal of incoming Golf Course Builders Association of America (GCBAAs) Executive Vice President Lee Hetrick.

"The builders need more exposure and recognition from the architects and superintendents because of the contributions builders make," Hetrick

said. "What you see when a course opens is a collaborative effort. But I don't know if I've ever looked at a golf course scorecard and seen the name of the builder. My objective would be to have the builder



Lee Hetrick

Continued on page 16

NGCOA's Stine: Continue assn. growth

By PETER BLAIS

FT. LAUDERDALE, Fla. — In a sign of these consolidation times, William Stine, president of 100-course Meadowbrook Golf Group, was elected president of the National Golf Course Owners Association (NGCOA) during the group's annual meeting here.

"I've been on the [NGCOA] board for the past eight years and was a member before that," said Stine, who started in the business as a single-

course operator. "It's just in the past few years we've become a multi-course operator. I've evolved through the business, just as our organization has."

Stine's father, Charlie, started



William Stine

Continued on page 57

GCSAA: Scott Woodhead takes reins

NEW ORLEANS — Scott Woodhead was elected president of the Golf Course Superintendents Association of America during the recent International Conference and Show held here.

Woodhead, who was appointed to the board in 1993, hails from Valley View Golf Course in Bozeman, Mont.

He replaces David Fearis of Blue Hills Country Club in Kansas City, who will continue on the board as immediate past president.

Tommy Witt of StillWaters in Dadeville, Ala., was elected vice president and Michael Wallace of Hop Meadow Country Club in Simsbury, Conn. secretary/treasurer.

Also elected to the board of direc-



Scott Woodhead

Continued on page 17



REPLENISHING NATURE

Greg Nash-designed Anthem Golf & Country Club shows its colors in Phoenix. Builders replenished the natural vegetation in order to bring back the land to its original state. See p.8.

Hetrick: Certification a crucial issue

Continued from page 1

recognized right along with the architect."

Hetrick said the GCBAAs certification program rivals that of the Golf Course Superintendents Association of America. "If I develop a golf club, the first thing I'm going to do [when searching for a superintendent] is see if there is a certified golf course superintendent I can get. But that's not the way things are done in the golf course construction industry. My objective is to get everybody [in the association] certified and get the architects to hire certified builders."

Hetrick recently replaced Executive Vice President Phil Arnold, who left after nine years with the builders organization to start his own golf course photography firm.

"The builders association has made huge strides since Don Rossi started the organization and Phil Arnold picked them up," Hetrick said during a recent interview at the GCSAA International Conference and Show.

"I admire Phil's ability to get so much done and defer praise to others," said Hetrick, who also noted the work done over the years by Arnold's assistants, Susan Monk and Molly Heiser. "When Phil announced his decision [to leave GCBAAs], I jumped in with both feet."

Hetrick, 50, grew up in northwestern Pennsylvania. He played his first round of golf in his early teens with a borrowed set of wood-shafted clubs, much to the amusement of his golfing buddies. "That might have been a defining moment for me," Hetrick said. "I became determined to learn more about the game and play better."

Hetrick spent four years in the Navy before enrolling at Duquesne University. After school, he worked as an assistant pro and enrolled in the PGA Apprentice Program. He also caddied on the Ladies Professional Golf Association Tour for such noted golfers as Jane Blaylock and Iako Okamoto. Hetrick carried the winning bag at four LPGA Tour stops.

"When you're a caddie, you lose all sense of your own performance," Hetrick recalled. "The score you get at the end of the round may not be at all indicative of how you performed. A 69 is a 69 and a 79 is a 79. Sometimes that's hard to swallow. Your life is out of your control."

Eventually Hetrick gave up caddying, completed the apprenticeship program and worked as head pro at clubs in Florida, Texas and Arizona. But a bad back forced him out of the golf pro side of the business.

"That's when I met a young

course architect who was sent to the West Coast to make Art Hills famous, Keith Foster," he said.

Through his friendship with Foster (the two served as best man at each other's weddings), Hetrick learned the nuts and bolts of course architecture and construction. Under Foster's tutelage, he was an assistant superintendent at Walking Stick

Golf Club in Pueblo, Colo.; assistant construction superintendent at The Hyatt Hill Country Resort in San Antonio, Texas; project superintendent at The Legacy in Thailand; and design associate on a number of projects working out of Foster's St. Louis office.

"I coordinated a great project in Euless, Texas, called Texas Star," Hetrick said. "Keith energized a city that many used to jokingly call 'Useless.' No one

thinks it's useless anymore."

When Foster decided several years ago to slow the growth of his business, Hetrick accepted a marketing position with Jacklin Golf. Hetrick, Eric Nelson and Jim Connolly represented the seed company in its dealings with course architects and builders.

Hetrick said his knowledge of architects, and how they make things happen in conjunction with builders, were important

factors in the GCBAAs board selecting him from a strong field.

While his long-term goal is greater recognition for his employers, his short-term goal is to move the association from its present headquarters in Chapel Hill, N.C., to his home in Lincoln, Neb. Hetrick offered Monk and Heiser the opportunity to stay with GCBAAs and relocate to Lincoln, but they chose to remain in North Carolina. ▶

How to make the perfect core



Whoever said consistency is boring never aerated a green. With the John Deere line of Aercore® Aerators, we've taken aeration to a new level of quality and quantity.

A lot of the credit has to go to our unique "Flexi-Link" design. The Flexi-Link is attached to the rear of the tine leg and absorbs the forward motion of the aerator, allowing the tines to stay perpendicular while they are in the ground. As

The Aercore 1500 can produce as many as 900,000 holes per hour in a coring swath of 57.5 inches.



the tines come out of the ground, the Flexi-Link pushes the tine leg forward into position for the next downward stroke.

The result is a very consistent, round hole with minimum tearing

Official
Golf Course
Equipment
Supplier



Woodhead, new officers take posts

Continued from page 1

ors were Ken Mangum of the Atlanta Athletic Club and Jon Maddern of Elk Ridge Golf Course in Atlantic, Mich.

Sam Snyder VIII of Hercules Country Club in Wilmington, Del., resigned his director position, effective at the conclusion of the 2000 Conference & Show,

with one year remaining in his term. Tim O'Neill of Country Club of Darien (Conn.) was appointed to serve Snyder's remaining one-year term.

Mark Woodward of Dobson Ranch Riverview Golf Club in Mesa, Ariz., will serve the second year of his two-year term in 2000-01.

One additional director will be appointed to serve the remaining one year director position created with the election of Wallace as Secretary/Treasurer.

In other GCSAA news:

- Although the final audited figures have not be determined, unofficial attendance figures for the Conference & Show include

registered education seminar attendees, 7,903 (surpasses record of 6,999 in 1999); attendees, 21,686 (record of 22,623 in 1999 Orlando [2000 marks 4th highest all-time]); exhibitors, 757 (surpasses record of 740 in 1999); exhibition space: 267,000 square feet (surpasses record of 246,500 in 1999).

How do the Conference & Show attendance totals compare to a decade ago (1990 in Ana-

heim)? That year, 17,071 attended, with 534 exhibiting companies and 170,000 square feet of floor space. Twenty-five years ago (1975 in New Orleans) 4,861 attended.

- Todd Barker, golf course superintendent at Fore Lakes Golf Course in Taylorsville, Utah defeated Paul Jett of Pinehurst No. 2 (N.C.) Resort by paring the second playoff hole of the 50th GCSAA Golf Championship in Moblie, Ala. Barker and Jett both recorded first-round scores of 73 at Kiva Dunes Golf Club and second-round totals of 76 at the Magnolia Grove Falls Course to go to the sudden death playoff with five-over-par scores of 149. It was a bit of deja vu as Barker won his first GCSAA title in 1995 at Monterey, Calif., while Jett was also the runnerup. Barker's father, Vaughan, was the 1977 GCSAA Golf Champion. The younger Barker also is the 1997 Utah state amateur titleist.

- Chief Executive Officer (CEO) Steve Mona has been selected to serve on the Golf 20/20 Conference Steering Committee executive board along with Jim Awtrey (PGA of America); Joe Beditz (National Golf Foundation); David Fay (USGA); Tim Finchem (PGA TOUR); Michael Hughes (NGCOA) and Ty Votaw (Ladies Professional Golf Association).

The conference, to be conducted Nov. 17-19 at the World Golf Hall of Fame, brings together the golf industry to address the future of golf in a strategic manner, with an emphasis on accelerating the growth over the next 20 years and creating new avenues of access into the game.

- GCSAA will have a presence at the 2000 Kmart 400 NASCAR race, June 11 at the Michigan Speedway in Brooklyn, Mich. Chad Little's No. 97 car, sponsored by John Deere, will feature the GCSAA lettermark and logo on the trunk of the Roush Racing Team vehicle.

- Representatives from the National Football League (NFL) and Major League Baseball (MLB), plus grounds directors from 43 NFL/MLB franchises met at the 2000 GCSAA Conference & Show.

Executives attending included MLB Executive Vice President of Baseball Operations Sandy Alderson, NFL Assistant Director of Game Operations Tim Davey and NFL Players' Association Regional Director Clark Gaines. Sponsored by Toro and TURFACE, the Professional Sports Turf Symposium exposed professional grounds directors to the products, services, education and research that has been em-

Continued on page 20



900,000 times an hour.



Powered by an 18-hp Kohler engine, the Aercore 800 can punch up to 582,400 holes an hour in a coring swath of 31.5 inches.



The Aercore 1000 can produce up to 600,000 holes per hour in a coring swath of 37.5 inches.



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

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

And since the belts are made out of Kevlar, they live a long life with minimal adjustments.

Whether it's the tractor-mounted 1500 and 1000, or the walk-behind 800, a John Deere Aercore Aerator will have you coring like never before. For more information, call us toll-free at 1-800-537-8233. www.deere.com

Nothing Runs Like a Deere®

Woodhead, GCSAA move ahead

Continued from page 17

ployed by the golf industry.

• Former U.S. Open champion Jerry Pate and Kohler Co., CEO Herb Kohler were elected to the positions of GCSAA Foundation Board of Trustees chair and vice-chair beginning in August.

Former USGA Executive Committee member Ray Anderson will rotate off the board, with his spot being filled by Thomas Chisholm, vice president of automotive marketing with Eaton Corp. The "Investing in the Beauty of Golf" endowment campaign has reached the \$3.7 million mark, with a goal of \$5 million (increased last year from the original \$3.5 million target).

A new GCSAA Foundation mission statement was also approved: "The GCSAA Foundation enhances the game of golf through funding applied research and advanced education in golf course management.

The remainder of the GCSAA Foundation board of trustees includes GCSAA representatives Woodhead, Witt, Wallace, Fearis and Mona as well

as course architect Tom Fazio, former PGA of America President Joe Black, Toro Co. Vice President Michael Hoffman, and PGA Tour Senior Vice President of Communications Bob Combs.

• Iowa State University claimed the title at the sixth annual Collegiate Turf Bowl Competition conducted at the Conference & Show. It was the second consecutive honor for the school.

The winning team is advised by Dr. Nick Christians, professor of agronomy and featured students Kirk Golinghorst, John Lavelle, Aaron Patton and Chad Wilson. The event was a two-hour test requiring a written Q & A, math problems, and identification of soil, seed and weed samples. Students from Michigan State and Kansas State were second and third, respectively.

• Earlier this year, GCSAA membership topped the 20,000 mark for the first time.

• The 72nd International Golf Course Conference & Show is set for February 12 - 18 in Dallas. ▶

Ultradwarfs reach new goals and offer more challenges

Continued from page 13

He said the "positives" of the ultradwarfs are numerous:

- When cut at the right height, its density is excellent.
- Its denser grass allows for a smoother surface.
- In some cases it eliminates overseeding. "But I caution you not to use that as a selling point," he warned, "because the money you save there must be used in other places, like for additional walk mowers, sand, fertility..."
- It allows 419 Bermudagrass to be grown on collars without encroachment into the greens. "That's an excellent, excellent characteristic," Kloska said.
- It mowed lower. "If you have Snowbirds who want fast greens even in the winter, this is an option," he said.
- It will maintain its color in cool weather, when soil temperatures get down into the 50s, "whereas with Tifdwarf you see discoloration in the 50s," Kloska said.

On the negative side, he listed:

- Accelerated thatch build-up. "I highly recommend that you be proactive about this," Kloska said. "Watch nitrogen levels and take care of cultural practices — aerification and top dressing.
- Much slower ballmark recovery because ultradwarfs do not grow laterally.
- Intensive maintenance.
- Very poor shade tolerance.

To grow in the ultradwarfs, Kloska suggested:

- Sprig heavily: 30 bushels per acre. "In 10 days we were verticutting and mowing," he said. "Get the height of cut down to 1/8 inch as soon as possible. We did it in eight weeks."
- Spike frequently: twice a week.
- Top dress lighter and more frequently: twice a week.



quently: twice a week.

• Fertilize more frequently: every three to four days instead of once a week.

• Consider buying a water injection aerifier. "It's very important," Kloska said.

• Mixed Nitriform and coated potash. "It will help you wonderfully."

Kloska's management tips included:

- Do more grooming instead of deep verticutting.
- The N-K ratio should be 1:2 or 1:3 in the summer and 1:5 in the winter.
- In the cold weather, aerify twice a week.

• Use finer fertilizers. "In some cases, the grass is so tight, fertilizer has a hard time getting in," he said. "You will do lighter and more frequent top dressing. We have gone so far as putting sand out with a rotary spreader. Even at that, we water heavily that night and hope it gets the sand down in."

• Because of the impact of the turf's density on water infiltration, a water aerifier is "extremely important."

• Aerify with smaller tines more frequently in the summer.

• Remember that ball marks heal more slowly.

• Monitor the surface temperatures of greens in the summer. "Remember you are top dressing every week and there is a lot of sand on top of that green. Also, you're mowing low at .150 or .130," Kloska said.

• Watch for disease, particularly during tropical weather patterns, and especially on stressed turf. The disease will show up where stress is occurring — shaded, scalped and heat-stressed areas.

IT'S IN THE BAG!

Stress Relief for Your Turf

VigaROOT™

Heat stress, drought stress, salt stress, insect and disease pressure all take their toll on your turf. VigaROOT is a NEW turfgrass management tool designed to help reduce stress and stimulate root growth through enhanced water and nutrient uptake.

VigaROOT's dry formulation combines humic acid, seaweed and yucca extracts, beneficial bacteria, and fully chelated iron, zinc and manganese.

VigaROOT is packaged in a pre-measured foil bag to provide easy use and ensure longer shelf life and stability. This means no settling or "bowling balls," and the fully chelated micronutrients guarantee outstanding tank mix flexibility.

So relax. There's no need for stress; a schedule of quick, cost-effective applications of VigaROOT can return turf to peak performance perfection!

**BECKER
UNDERWOOD INC.**
THE COLOR OF INNOVATION™

1-800-232-5907 • www.bucolor.com

VigaROOT is a trademark of Becker-Underwood, Inc.

Much Less Thatch Buildup Than The Other Superdwarfs

Thatch buildup is highly detrimental to greens. It produces grainy putting surfaces, inconsistent ball roll and can result in a sub-surface micro-climate which is conducive to disease and organic layering. Thatch also makes it more difficult to establish and maintain uniform stands of overseeded grass. TifEagle not only produces less thatch than the other superdwarfs, it's very forgiving when subjected to aggressive management. In fact, TifEagle can tolerate 2 to 3 mowings per day at heights as low as 1/8" with no loss of stand density. Insist on TifEagle.

TifEagle
For Greens

888 584-6598

Call for Information, Research Data and a List of TifEagle Growers

NGCOA president

Continued from page 1

Golfweek magazine in 1974. Stine was never involved with the magazine other than serving on the board of directors. He purchased his first course (Sunair) in Haines City, Fla., in 1980, launched a golf course real-estate brokerage company (USA Golf) in 1984, and started IGM (a course maintenance firm) in the early 1990s.

IGM merged with Meadowbrook Golf Group in 1998. Meadowbrook, the parent company, now owns or operates roughly 100 courses nationwide.

"Ten years ago," Stine said, "we were talking about whether we should even let multi-course operators in [to the NGCOA] since we were supposedly an organization representing single-course operators. But we realized that multi-course operators had many of the same problems we did. And they brought strength to our organization in dealing with industry people.

"I know most everybody in NGCOA, worked with them for many years and come from a single-owner background. The goal of many people in the organization is to have multiple locations. [NGCOA Executive Director] Mike Hughes runs the organization and nothing is going to change."

During Stine's eight years on the NGCOA board of directors, the association's membership has risen from 1,200 to its current level of 4,000 members.

"I hope to continue the growth we've had in the past few years," the new president said. "The things we really want to concentrate on are player development and retention through the Get Linked marketing program, and to add purchasing benefits for everyone from multi-course to the nine-hole operators through our Smart Buy group purchasing program."

Get Linked is an extensive marketing campaign NGCOA makes available to members. Among the materials are professionally produced print and television ads that can be customized to a local market.

The Smart Buy program allows members to gain substantial discounts on a variety of golf course products through group-purchasing efforts coordinated by NGCOA.

Stine said the biggest change he has seen over the past decade is the influence NGCOA wields in conjunction with its allied associations — the Golf Course Superintendents Association of America (GCSAA), Professional Golfers Association, United States Golf Association, etc.

"The increased size of the organization has given us funding to hire more professionals to work on problems that all golf course owners have, rather than attacking these problems individually," Stine explained.

The NGCOA, Stine said, sees the superintendent playing more of a management role and working in conjunction with golf course property managers/owners in the planning process.

"The NGCOA has a lot of respect for the GCSAA and hopes to work more closely with it," Stine said. "Eight years ago, we had little communication with the allied associations. Now we're meet-

'Ten years ago we were talking about whether we should even let multi-course operators in [to the NGCOA] since we were supposedly an organization representing single-course operators.'

— New NGCOA President Bill Stine

ing with the GCSAA, having their members coming in to talk to us and giving educational seminars. We see GCSAA as an educational vehicle for our members and the superintendent being more of a financial manager of his department,

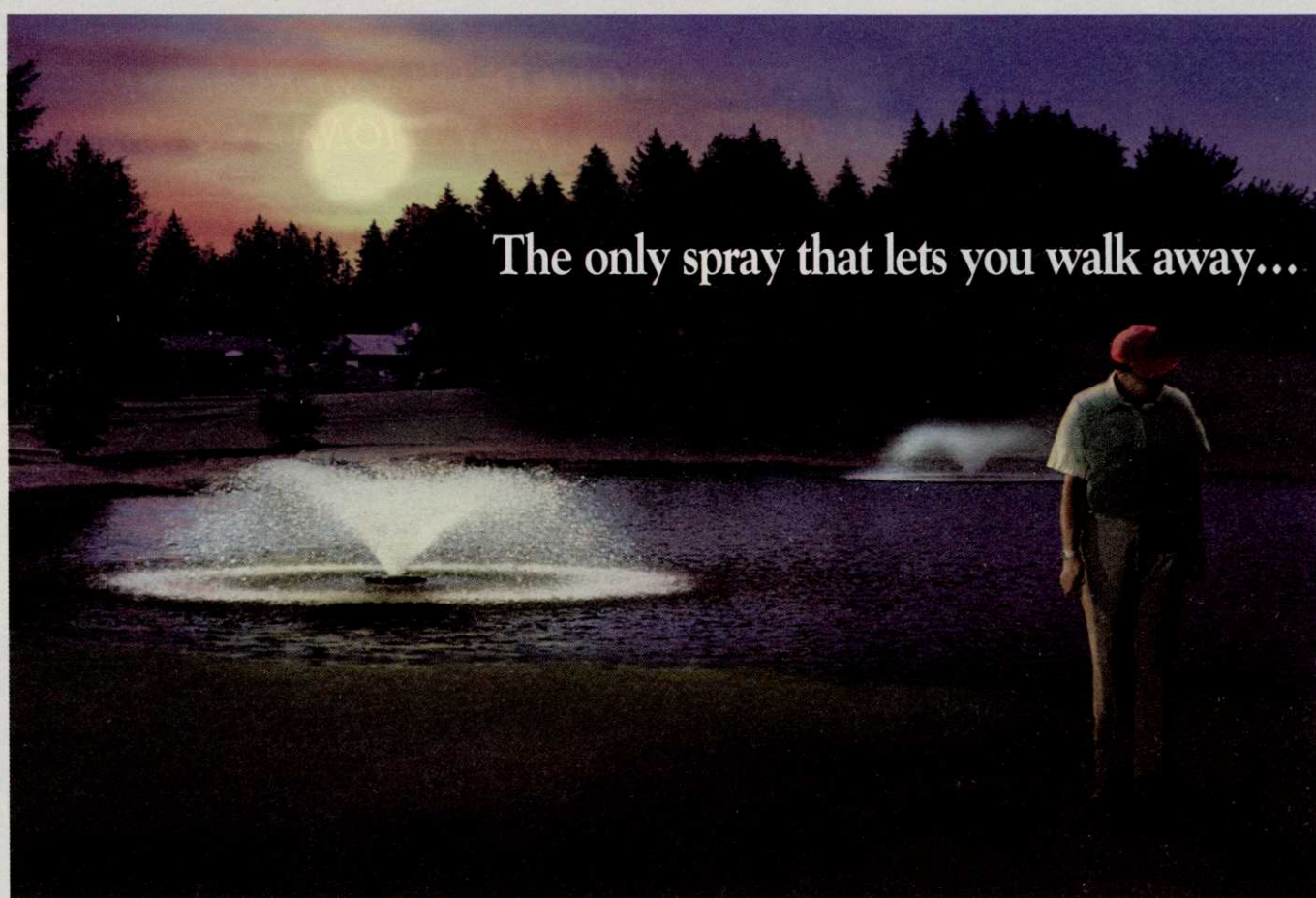
rather than just being concerned about the agronomic end of things.

"Today's superintendents are more educated and more entrepreneurial than they were 20 years ago. We see some superintendents who want to become

managers and we [Meadowbrook] have moved them from superintendent to general manager positions... [Superintendents] play a much larger financial role in our business statement than the PGA pro does."

...

In other news, NGCOA members elected their board of directors during the Florida meeting. In addition to Stine, others elected to the board include Walt Lankau as vice president, Meriam Leeke as treasurer, and Mark Seabrook as secretary. Newly elected board members are Charlie Birney and Charlie Floyd.



The only spray that lets you walk away...

Even at the end of a 14-hour day you're thinking ahead to the challenges of tomorrow. Your water aeration system shouldn't be one of them. With over 100,000 units operating in the field, Otterbine is the brand turf professionals rely on for durability and worry-free operation.

No more 6-hour assembly sessions

Unlike the competition, Otterbine aerators are shipped pre-assembled and ready to work. Only Otterbine uses a custom built, low speed, four pole motor that operates at half the RPM's of competitive high speed motors. Low speed motors mean greater motor longevity and the lowest operation costs in the industry. Only Otterbine aerators are constructed of 21st Century high-tech engineered thermal plastics and stainless steel for longer life under extreme operating conditions.

Unmatched aeration capabilities

Otterbine has the highest oxygen transfer rate of 2.3 pounds per horse power per hour, based on published independent testing by Auburn and Louisiana State University. Each motor is built to run at the lowest RPM rate so you can expect years of dependable service with

unmatched aeration capabilities, unlike high speed motors that sacrifice operating efficiency and aeration capability.

No more inconvenient repairs

The Otterbine warranty is the best in the industry — 2 years on all moving parts and 5 years on all non-moving parts — while most standard warranties only cover you for 1 to 3 years. Plus, with over 60 authorized Otterbine service centers around the globe, you'll never have to worry about fixing an aerator yourself, or sending it long distances for service — which would mean long down times and greater expense.

Learn more about water management

Otterbine is the leader in the science of aeration. Read what we've learned in 40 years as the market leader in aeration — ask for your free copy of "Pond & Lake Management." It's a guide to help you make the right decisions on aerator sizing, placement, and the scientific reasons behind those recommendations.

Otterbine offers a diverse line of products that include both surface and subsurface aerators, lake dye, portable pumps, ozone generating and delivery systems, plus much more.



Otterbine aerators are built to last the longest.



Water works with Otterbine.

3840 MAIN ROAD EAST, EMMAUS, PA 18049 1-800-237-8837 / (610) 965-6018

© Copyright, Otterbine, 1996