

GOLF COURSE NEWS

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INSIDE

Design and Construction

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A Second Chance

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CALIFORNIA'S COYOTE MOON

Former professional golfer Brad Bell has opened his third course, Coyote Moon, on a one-time logging tract in the High Sierras. The course is a rarity in California, as it was built strictly for golf, not to sell housing lots. Builders rushed the construction through in six months to beat the snows of the high country. Pictured above is the par-3 13th hole that features an 88 foot drop. See story page 15.

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PERIODICAL

BASF readies specialty product unit

By A. OVERBECK

RESEARCH TRIANGLE PARK, N.C. — Following the July 1 closing of its acquisition of American Cyanamid, BASF has completed the integration of product lines and management teams to form BASF Specialty Products Division (BASFspd). The new division will be responsible for the company's turf, ornamental and pest control business.

"In the past, BASF was more focused on the agricultural side," said Bill Baxter, business manager for turf, ornamental and pest control. "With the acquisition of American Cyanamid, which had a separate specialty products division that focused on turf and ornamental and pest control, it made sense

Continued on page 33



Florida's Ocean Hammock, opening in December, will host a U.S. Open qualifying round in May.

On the beach: Jack's new Ocean Hammock seems destined for fame

By JAY FINEGAN

PALM COAST, Fla. — Florida's first true oceanfront golf course to be built in 70 years will make its highly anticipated debut on December 5, with designer Jack Nicklaus scheduled to hit the inaugural drive off the first tee.

Located between St. Augustine and Daytona Beach on Florida's northeast coast, with six holes playing right along the Atlantic, Ocean Hammock Golf Club is guaranteed to be something special. Indeed, the U.S. Golf Association has already named the course to host regional qualifying rounds next May for the 2001 U.S. Open.

"It's a magnificent piece of property," said superintendent Tray Maltby. "I feel very fortunate to be here. Sometimes I have to pinch myself."

The 7,200-yard, par-72 layout is being developed at a cost of \$12 million by Lowe Enterprises, of Los Angeles, which operates four other courses in the Palm Coast

area, including such standouts as Pine Lakes, Cypress Knoll and Palm Harbor. The new layout also features two driving ranges, practice greens and a teaching tee.

Ocean Hammock appears destined to take its place among Florida's elite resort courses. In fact, head professional Chuck Kandt predicts it will become one of the most highly regarded courses in the country. "It's going to provide a golfing experience like no other on the East Coast," he said. "We have a goal to draw big-name tournaments here, and I'm confident it will happen."

'A TOUCH OF PEBBLE BEACH'

Nicklaus has put his stamp all over this course. Strategy and scenery intersect at nearly every turn, with great care taken to ensure the terrain works in harmony with its surroundings.

"You might say it joins a little of the West and East coasts by combining a

Continued on page 23

Pine bark beetles wreaking broad devastation across the South

By JOEL JOYNER

TEMPLE TERRACE, Fla. — Already stressed by heat, drought and increased urban development, pine trees in the Southeast are falling victim to widespread devastation by pine bark beetles. Alabama, Florida and South Carolina have been especially hard hit by the lethal pests.

Pine bark beetles, also known as engraver beetles, are small cylindrical insects that attack and kill pine trees by feeding and laying eggs in the inner bark of the tree. Once a pine is colonized by



Evidence of a large infestation of southern pine beetles in eastern Texas

these beetles, it will soon die.

Alabama is experiencing its worst drought on record with the northwest region of the state being the most severely affected. So far this year, Alabama has lost a record 1.5 million pines to the insects, 51 counties were classified at "epidemic" levels for the southern pine beetle (SPB), according to the Alabama Forestry Commission.

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Injured golfer wins \$7.5 million settlement

By JAY FINEGAN

ALEXANDRIA, Va. — Lansdowne Resort Golf Club in northern Virginia has settled out of court for \$7.5 million to compensate a player who was struck in the neck by a stray golf ball. The settlement agreement came in late September, two and a half years after James Tobin was hit on the practice putting green at Lansdowne, a public 18-hole course in Loudoun County.

At the time of the accident, Tobin was a sales manager for General Electric. He was 42 years old, and a 2-handicap player. A stroke has left him unbalanced and unable to walk

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Penn A-4 at Tiffany Greens

Mark Pierce, Superintendent
Tiffany Greens GC
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My uncle Junior was a superintendent, so I grew up on a golf course. I worked for him 8 years, and have been a superintendent myself for another 19 years. He taught me that greens were like the motor of a car—the most important part—and when the motor was good the car was good. The motor's great here at Tiffany Greens. To host a PGA Senior Tour event in our first year is an honor, a privilege, and a compliment.

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Tennis champ Ivan Lendl plans premier course for New England

GOSHEN, Conn. — Tennis great Ivan Lendl and International Golf Group chairman David A. Rosow plan to build an 18-hole private golf club in this northwestern Connecticut town that — they say — will rival the best courses in New England. The layout will be designed by Steve Smyers of Lakeland, Fla., who is well-known for sensitivity to the environment, an important factor for the developers.

Rosow, who lives an hour away in Southport, and Lendl, who lives in Goshen and now golfs on the Celebrity Players Tour and Buy.com Tour, decided nearly three years ago that the region needed a high-quality 18-hole course.

"Torrington Country Club has a waiting list and all the others are nine-hole courses," said Rosow. "We are both avid golfers and want a premium golf facility. And with the dearth of courses in northwestern Connecticut we concluded this was a great opportunity."

A two-year search for the best land for a links-style course singled out 650-acre Ivy Mountain Farm, owned by the children of Mike Budney who, at 89, is such an avid golfer that he has a practice facility at his home. Lendl and Rosow have a multi-year option on the property from the Budneys while they go through permitting with various governmental agencies.

"We would love to be under construction sometime next summer, with a planned opening in 2002," Rosow said.

The developers hope to include a state-of-the-art practice facility and a nine-hole par-3 course on the property, if one can be fit adequately on the land.

'LOW-KEY AND COUNTRYISH'

Rosow, whose company operates four golf properties, envisions a modest clubhouse, tennis courts, a swimming pool and perhaps a limited number of houses. "Our plan," he said, "is to design the best golf course to fit on the property. After that is routed and permitted and underway, we will think about housing. But there will be no more than 20 homes, they will be very, very high-end, and they will overlook the course but not be adjacent to it."

Cottages on the site would allow four four-somes to spend the night.

"It will be low-key and countryish," said Rosow, adding that he expects to cap the memberships at 260 families.

Rosow and Lendl settled on Steve Smyers as the architect based on his environmental record.

"Ivan and I have played a number of Steve's courses and are incredibly impressed with the way he fits a golf course into the land and the strategy he designs," Rosow said.

The site has tremendous vistas of the hills to the west and south that surround a 200-acre pasture, and more than half the golf course will be in view from the clubhouse.

"It also has a wonderful lake, gently rolling terrain, and what we look for in hard, powerful edges — edges being

tree lines and the foothills," said Smyers. "The site is open but contained by forest areas to the south and east. And off to the north and west is a mountain range and state park that will never be developed."

LENDL'S ROLE

What of the involvement of Lendl, the winner of eight Grand Slam championships who has abandoned tennis for golf?

"Ivan will be very much involved," said Smyers. "That is his nature and golf is his passion. Both he and David have a real fire for this project. Ivan is a student of golf architecture. He has played all the great golf courses in the world and loves to talk about strategy, design and the game of golf. He is as intense with golf as he was with the game of tennis."

Revised plan saves 'hallowed' first hole at Stanford GC

PALO ALTO, Calif. — Palo Alto Mayor Liz Kniss and Stanford University president John Hennessy have worked out a way to relocate faculty housing and save the famed first hole of Stanford's golf course. The university had proposed relocating the first hole because it sits on land that, under a 1997 plan, could be developed for much-needed housing. That plan envisioned 570 faculty townhouses sitting on the first fairway.

The new scheme — an amendment to a contractual agreement between the city and Stanford — would allow the university to build faculty housing on an adjacent site, thus preserving the first hole.

Former Stanford golfers Tom Watson and Tiger Woods were among many alums who objected to the idea of relocating the unique first hole, one of the most dramatic opening holes in Northern California. A 507-yard par-5, the hole requires a drive over Junipero Serra Boulevard from a manicured ridge that overlooks the campus, to the fairway 75 feet below.

Instead of moving the hole, the proposal would leave it intact, and, in exchange, designate a 13-acre parcel on Searsville Road and an adjacent 25-acre lot on Campus Drive for faculty housing.

"We feel this is a good solution to a challenging problem of housing needs," Kniss said. "This will allow us to protect the hallowed first hole and the surrounding habitat while providing needed housing."

Hennessy said he is pleased that Kniss

"We feel this is a good solution to a challenging problem of housing needs."

—Mayor Liz Kniss

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The King & The Bear to debut at World Golf Foundation 2000

ST. AUGUSTINE, Fla. — Arnold Palmer and Jack Nicklaus, after teaming up as designers for the first time, will unveil their joint creation Nov. 15 at World Golf Village (WGV) here. The King & The Bear, measuring 7,247 yards from the championship tees and 5,195 from the forward pegs, becomes the second layout at the WGV.

During the same week, St. Augustine will host a bevy of major industry events. Under the heading of World Golf Foundation 2000, the week includes The First Tee program's national association meeting, featuring the announcement of its phase two goals and an address by the honorary chairman and former President, George Bush.

From Nov. 15 to 17, an event called Golf 2000: Vision for the Future, will bring together industry experts to address participation, growth and access issues. Also taking place: the CertainTeed Hall of Fame Golf Chal-

lenge, Nov. 20 to 22, featuring 20 Hall of Famers from the Ladies Professional Golf Association (LPGA) and the Senior PGA Tour.

The debut of The King & The Bear is the marquee event. Both members of the World Golf Hall of Fame, Palmer and Nicklaus pooled their design talents last year in honor of the Hall of Fame, also based here, which will induct eight new members Nov. 20. Their combined architectural skills have fashioned a remarkable course that's both beautiful and challenging. They will christen their new layout with an 18-hole exhibition that is free and open to the public.

Traditional in design, the course features generous fairways with water coming into play on almost every hole. Lakes lined with large coquina rocks make for an impressive

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N.Y. governor honors Colonial Acres Golf Club for environmental practices

By JOEL JOYNER

ALBANY, N.Y. — Colonial Acres Golf Club, located in Glenmont, has received the Governor's Award for Pollution Prevention, the first golf course ever to win the highest environmental honor given by

New York State.

"I have an outstanding board of directors that lets me do what's necessary to maintain the course in an environmentally positive direction," said superintendent Pat Blum, who accepted the award.

Opened in 1964, the nine-hole

Colonial Acres course sits on 33 acres of property with only 13 acres of maintained turf. "We have 20 acres of woodland, naturalized area, and water," said Blum. "Our water source is 100 percent runoff—we don't use wells or creeks."

As a 1998 certified member in

the Audubon Cooperative Sanctuary Program, the golf course also has the distinction of being the smallest one in the world certified by Audubon International, according to head staff ecologist Joellen Zeh. "Pat was very motivated in environmental stewardship," she said. "He held the record for certification time — 10 months — until just recently. The Mesquite Grove

Golf Club, at the Dyess Air Force Base in Texas, now holds that distinction with a six-month certification period.

"Colonial Acres is a small course that needs wide fairways for the golfers, and Pat has an extremely low budget," Zeh added. "Despite those factors he has managed to create a wonderful sanctuary on the property."

TURKEY POOP SOLUTION

Blum said his goal is to continue increasing biological and compost use while gradually reducing the use of chemicals. "I had to show [with documentation and sales receipts] that I only used category three products, like Chipco 26019 for fungicide control and Touché, which carry only cautionary labels," he said. "Category one and two products have danger and warning labels, respectively, and they persist longer in the environment."

Blum has built up soil strength with compost fertilizers and microbial inoculates. "With a combination of a bone meal fertilizer and a product called Stain, which is essentially turkey poop, we've created a soil more resistant to pests," he explained. "We have been relying heavily on this process for five years now, each year reducing our Chipco and Touché use and increasing our biological and compost use. Ideally, we're striving toward the goal of total pollution prevention."

The superintendent joked that "you could spit from one end of this course to the other. But to have so much wildlife on only 33 acres like we have at Colonial Acres, it really says a lot about the habitat and environmental conditions. The main thing is to get the message out to other superintendents, so that maybe they'll push themselves a little bit further in their environmental awareness and maintenance practices."

Stanford's save

continued from page 3

supports the new proposal. "This would be a happy outcome for all parties," he said. "We would still have the same amount of space available for faculty housing, and we would preserve a valued part of the Stanford golf course."

The proposal also precludes the need to reroute the first seven holes of the 18-hole design.

"This is clearly a victory for all," said Stanford director of athletics Ted Leland. "We're thrilled that we can now accommodate the university's housing needs while maintaining the integrity and architecture of the Stanford Golf Course." The course, developed in 1930, is one of the country's most challenging college layouts. ■

GOLF COURSE NEWS



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NGCAO, USGA starting "Kids on Course" development campaign

CHARLESTON, S.C. — Two major industry groups — the National Golf Course Owners Association (NGCOA) and the U.S. Golf Association's (USGA) Foundation — have established a national joint effort called "Kids on Course."

The program provides for \$1 green fees at participating NGCOA member courses for youths taking part in USGA-supported junior programs across the country. The NGCOA signed aboard as part of its player development program, "Get Linked. Play Golf."

"By collaborating with the USGA, we have the ability to grow the game in a big way," said Mike Hughes, executive director of the NGCOA. "We'll be able to provide affordable, real course experiences to economically disadvantaged juniors."

Kids on Course will match the USGA's junior programs with more than 4,500 NGCOA member courses, providing playing time during off-peak hours. The course will pick the times and specify when youngsters can play. Players will be supervised by their local USGA program until the owner and the program director agree that they can access the course on their own, with proper identification.

"If the USGA is going to help make the game more accessible and affordable, we must find a way to make playing the course less of a financial burden to those who have traditionally faced economic or physical challenges," said Trey Holland, USGA president.

American Golf Corp. (AGC), a member of the NGCOA, piloted Kids on Course over the last two years. This year almost 2,000 kids in 35 junior programs have enjoyed reduced green fees at 40 different AGC courses.

NGCOA's "Get Linked. Play Golf" program includes a marketing kit with advertising campaigns aimed at select markets. It also includes "Take Your Daughter to the Course" week, to introduce girls to the game,

and "City Golf Blitzes," to introduce beginners.

More information is available at NGCOA's web-site: www.ngcoa.org.

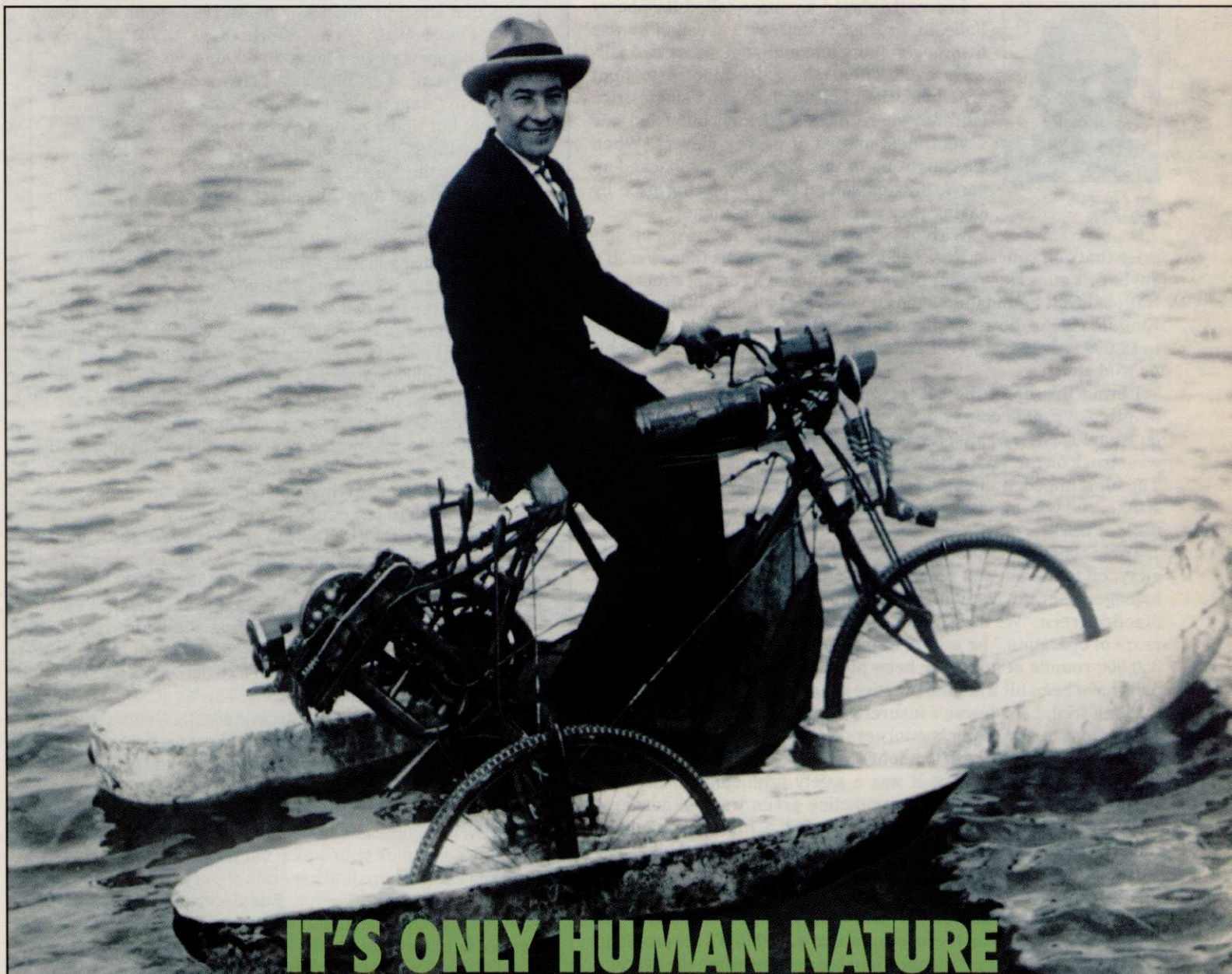
Troon Golf assumes management of Old Works GC

SCOTTSDALE, Ariz. — The "Troon golf experience" is now in play in Big Sky country as Troon Golf assumes the management of the Old Works GC in Anaconda, Mont. The Jack Nicklaus signature course is the golfer's gateway to this mountainous recreation community, the state's Pintler Primitive Area.

On land once owned by the

ARCO Co., the course was built over the slag remains of an old copper smelter and eventually turned over to the city of Anaconda as part of a settlement to reclaim the site. Old Works is the result of a partnership between state and federal agencies and was the first-ever golf facility built on a U.S. Environmental Protection Agency Superfund site.

Historic mining relics along the course were carefully preserved during construction, and ebony ground slag was used in the bunkers instead of sand. The 150-foot tall flue rises dramatically behind the fourth green, and many of the holes are named for prominent features of the mine and its landscape that make Old Works an original golf experience.



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The King & Bear

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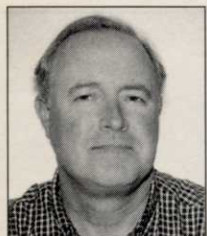
vista and are the signature marks of the course. Coquina is also incorporated into several bunkers near the clubhouse.

The King & The Bear is surrounded by the Neighborhoods of World Golf Village, a gated community that will eventually have more than 850 houses. Some 110 home sites line the fairways. ■

How risky is your course?

Once upon a time, long before Tiger Woods arrived on the scene, back when Arnold Palmer was building his "army," golf was a genteel sport. Doctors played it on Wednesday afternoons and the plaid-pants set came out on weekends. It was not a game for "the masses." The courses weren't crowded. Most players knew how to swing a club. And the "wild hack" was a figure of some disrepute and amusement. (I should know. I was one.)

Little remains of that world now. Public courses are packed, and wild hacks have proliferated like dandelions.



Jay Finegan,
editor

I recently played a course called Raspberry Falls, in Virginia. A foursome ahead of us was firing ugly shots one and sometimes two fairways over, often taking 10 minutes to hunt around for their balls. I didn't see a single drive land anywhere near a fairway, but I did see several near-misses of nearby players. When we caught up to this foursome at a backed-up par-3, they explained their agonizing pace by saying they were "playing for money."

With guys like that on the loose, it's no surprise that golf courses have become more hazardous than ever. It's anybody's guess how many players are injured by errant shots – the National Golf Foundation keeps no statistics on that. In the United Kingdom alone, however, insurance companies estimate that 8,000 to 10,000 people every year are admitted to hospitals after being hit by wild shots.

I bring this up in the context of a story on the front page this month. A Virginia course called Lansdowne Resort Golf Club (not far from Raspberry Falls) recently settled \$7.5 million on a man who was struck on the neck while standing on the practice putting green. The blow impeded the blood flow in an artery, bringing on a major stroke, and leaving James Tobin, now 45, in a wheelchair, unable to walk or work.

Tobin claimed the shot came from a driving range about 150 yards away, off to the left and separated by a berm. Lansdowne's general manager, Gerard Dumont, denied that Tobin ran a risk on that practice green. "We have had only this one reported incident in nine years of operation," he said in a statement. "During this time, over 250,000 rounds of golf have been played, and over 10 million golf balls have been hit from the practice range." But as the case moved through trial, Lansdowne's insurers decided to settle.

Needless to say, Tobin's attorneys – Gary Mims and William O. Snead III – disagreed with Dumont's assessment of the risk involved in the layout. "They knew it was a safety problem," Snead said. "Every golfer who went on that practice green was unknowingly exposed to danger. They basically played a high-risk game of roulette. It was never a question of if somebody would get hit; it was only a question of when and how bad."

Even though the course management believed the set-up was safe (they have since changed it), it evidently wasn't – not with the caliber of wild hacks on the loose nowadays. And that's the problem. Courses that got away with questionable designs when the average player was competent now confront a much different situation. "Crowded courses and crazy shots have changed everything," said Mims. "You see guys driving around with a case of beer in the cart, and they'd just as soon run over you as hit you with a golf ball."

In our litigious culture, you can't be too cautious. "I've had lots of calls from country clubs since the case hit the press," said Gary Mims. "It's not because someone has been injured, but because of similar issues. On some courses, you have chipping greens that face

Continued on next page

New columnist joins GCN staff

In this issue we welcome aboard John Piersol as a monthly columnist. As an educator, horticulturalist and expert in golf course maintenance, John will bring unique insights into topics of current interest to superintendents.

Since 1986, he has chaired the division of golf, landscaping and forestry at Lake City Community College, in Lake City, Fla., one of the country's best-known training grounds for superintendents.

John joined the faculty there in 1974, after receiving a master's degree in horticulture from Colorado State University. He also has a bachelor's in horticulture from the University of Delaware, and served as a member of Antarctic Development Squadron Six during a stint in the Navy.



John Piersol

Good-bye Sunbelt, hello Snowbelt

As the golf markets in the South and Southwest are reaching saturation, more golf course management firms are now looking to the North and Northeast, sensing opportunity.

There are many advantages to owning and operating courses in the Northeast and Midwest, according to Golf Property Analysts principal Larry Hirsh. "There are many operational issues that affect profitability," he said in September's issue of *Golf Course News*. "In the South, they have to be open all year long, and maintained all year long. In many cases ... people don't want to play golf in the summertime, but that's when they have the most tee times to sell because of the daylight. In the North, the playing season is shorter, but they can sell tee times up 'til four o'clock."

This is one reason why Bob Husband, who is head of acquisitions-minded Heritage Golf Group, is planning to target the Snowbelt as the company grows. (See story on page 27.) "The North is attractive," he said, "because even though the season is shorter, the courses are packed all summer and then you can actually close down in the winter. Some of the clubs that I have seen in the North make more money because in the winter the costs go away. In Arizona, though, when it is hot and people don't want to play, you still have to operate the course."

How can shorter playing seasons and long, cold winters possibly add up to larger operational profits?

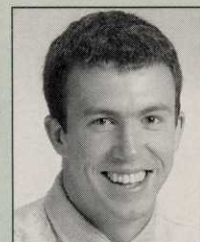
One reason is that the player numbers and participation rates are just as compelling as the operational advantages. According to the National Golf Foundation's 2000 Golf Participation in the United States survey, the East North Central (Wisconsin, Michigan, Illinois, Indiana and Ohio) region of the country has the most golfers (nearly 6 million), the second highest participation rate (15.6 percent) and saw the most rounds (121.8 million) in 1999. The West North Central region (North and South Dakota, Minnesota, Nebraska, Iowa, Kansas and Missouri) rang up the highest participation rate, 15.7 percent, and rates for the New England and Mid-Atlantic regions both topped 11 percent.

With a large and active golfing population, as well as access to major cities, opportunities in the Snowbelt clearly exist.

"You have to pick your spots, but it is a good place to be," Husband said. "There is always talk about people moving out of cold climates to the Sunbelt. But there are also people who have roots in the North and who want to live there to stay close to family and friends."

Del Webb Corp. is looking to cash in on this reality with its new golf community outside of Chicago. Sun City Huntley is the company's first development outside of the Southwest. "So many of our buyers in the Sunbelt come to us from the Midwest," said Henry DeLozier, vice president of golf operations. "We felt that our brand was well known and recognized in this market and the demographics were there."

Look for golf course owners and operators to exploit this market as we move into 2001.



Andrew Overbeck,
managing editor

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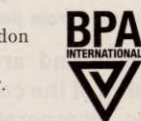
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MAILBAG

NICKLAUS AND WILSON DESIGNS

To the editor:

An article in your September issue reports on the joint venture formed by Nicklaus Design and Ernie Els Enterprises. It states that Nicklaus has designed golf courses with Dick Wilson, Pete Dye, and Desmond Muirhead. Dick Wilson died in 1965. Was Nicklaus designing golf courses in the early 1960s? Although Dick Wilson remodeled Scioto, Nicklaus' home course, I don't believe the two ever worked together. However, Nicklaus did become a friend to Dick's partner, Joe Lee of Boyton Beach, Fla. If Nicklaus designed a course with Wilson, which one was it?

Thanks,
Joe Jemsek
Denver

P.S. Dick Wilson's passing was a terrible loss for Golf. His designs have stood the test of time at courses like Cog Hill #4, Bay Hill, Doral, and Pine Tree, regarded as the greatest flat course in the world. If Wilson, who died at 61, had lived into his nineties like Jones, there is no telling what he could have accomplished. Wilson was known best for his flashed sand bunkers, and least known for his

work as construction superintendent for Flynn at Shinnecock Hills and for his redesign of Royal Melbourne, site of the 1998 Presidents Cup.

Editor's note: Jack Nicklaus never designed a course with Dick Wilson. His first course, co-designed with Pete Dye, was Harbour Town Golf Links (S.C.), which opened in 1970. We regret the error

TOO MANY GOLF COURSES

To the editor:

I'm writing about your editorial in the September issue. I agree with you and the National Golf Foundation (NGF) that courses are in for a tough road. But I find it funny that the NGF waits to say there are too many golf courses till after the fact. It's easy to say the boat is going to sink after it sinks. The NGF makes its money by selling its books on building and running courses, which I believe makes them biased.

We started building our course in 1988 and opened in June 1990. If we had not owned the property and built it ourselves we would have a tough time making it. We bought and read what the NGF printed before deciding to build a course. I think

they were right back then to say we needed more courses. But as we moved into the middle 90s, the NGF was still saying that we needed hundreds of new courses a year to meet demand, when people in the industry knew better. As little as a year ago, NGF was still saying we need more courses.

Now they say that courses must do a better job to bring out more golfers, and to do "dynamic pricing," which means lower our prices. I don't believe the NGF knows the first thing about running a golf course.

James L. Hawk, Jr.
President, Jade Greens Golf Course
Auburn, Wash.

Risky golf courses

Continued from previous page

highways, driving ranges that run out onto fairways. Their lawyers are concerned about exposure. But the calls lead me to believe that people haven't really given a whole lot of thought to this issue, to the degree of injury that can happen.

"The point is, when the owner or manager of a golf course is aware of a hazard – even a potential hazard – they've got to take some action," Mims said. "A golf ball travels at 120 to 170 miles an hour. If you get hit in the head with that, you better hope it's the hard part of your head." ■

We want to hear from you

Letters to the editor are an integral part of *GCN*, so let your voice be heard. Send all correspondence to:

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BRIEFS

BEST SAND TO SELL FOR VAN WEY

CHARDON, Ohio — Best Sand Corporation, a supplier of bunker sands and sand products used for the construction and maintenance of sports fields and golf courses, will be responsible for all sales and marketing efforts for Van Wey products in the southern Ohio, Kentucky, West Virginia and Indiana area, including its sports turf subsidiary, Grass One.

Van Wey Sand & Gravel has been supplying the southern Ohio golf courses and athletic fields market with sand and root zone mixes for over 20 years. Best Sand is a division of Fairmount Minerals, the third-largest privately owned sand producer in the United States.

In another exclusive distribution agreement, Kirk Materials will take on the sales and marketing of Best's TourGrade Bunker Sand products in the northern Indiana region, including Indianapolis and eastern Illinois. Kirk Materials has been providing the golf course market with topdressing and construction materials since 1989.

PENN STATE TURFGRASS APPLICATIONS

UNIVERSITY PARK, Pa. — Applications are now being accepted for Penn State's two-year Golf Course Turfgrass Management Program for the class beginning in September of 2001. The application fee is \$35 and the deadline for applications is December 31, 2000. For more information contact (814) 863-0129.

NORTH AMERICAN GREEN PROMOTES DEEGAN

EVANSVILLE, Ind. — Greg Deegan has been promoted to vice president of sales for North American Green, a leading manufacturer of erosion control blankets and turf reinforcement mats. Deegan joined the company in 1988, and is responsible for both domestic and international sales. A civil engineer, he has worked in the environmental field since 1972.

His prior experience includes three years of water conservation and soil stabilization work in Saudi Arabia. Later, Deegan promoted and marketed water conservation products in Western Europe. Deegan is currently president of the New England Chapter of the International Erosion Control Association.



School for troubled kids turns them on to golf course maintenance, on their own new layout

By JOEL JOYNER

GLEN MILLS, Pa. — Take one brand-new golf course, 65 troubled kids and a superintendent doubling as a guidance counselor, and what have you got? You have the Glen Mills School here, running one of the most unusual golf course maintenance training programs to be found anywhere.

Most of the kids have been "court referred" to the Glen Mills School, which is dedicated to turning around troubled teens. The student body, 1,000 strong, includes mostly inner-city youths from all over the country, usually aged 15 to 18, who are sent here for offenses ranging from drug dealing and auto theft to manslaughter and gang-related crimes.

The course, designed by Florida-based architect Bobby Weed, is an 18 hole, \$6-million layout, set right on campus. Open since September, it provides students a place to learn landscape maintenance, golf course management,

agronomy and maintenance mechanics. They'll also learn how to properly apply chemicals on the 235-acre track.

Although the public is welcome at the course, the school built the course spe-

cially to serve as a training ground for the students. "The goal is to turn out technicians who can command good pay on the market," said John Vogts, superintendent at Glen Mills Golf Course, who was formerly the assistant superintendent at nearby Merion Golf Club. "For most students in the program, to leave here for a well-paid job at a golf course is an accomplishment. We help them into careers where they can start at \$30,000 a year."

The groundskeeping program is one of the largest vocational programs at the school, with its own dormitory and classrooms.

Right now, 65 students are in the course-maintenance program, and Vogts plays a key role in their development. "They are basically fine kids who simply need a second chance," said Vogts. "We start them out on small projects like raking bunkers and mowing the grass. Then we proceed to more specialized training as spray technicians and equipment mechanics."

COURSE IS CUTTING-EDGE

The construction of the course provided an unexpected learning opportunity. "We had some weather difficulties," said Scot Sherman, senior associate designer at Weed Golf Course Design. "For the first

Continued on page 13



Some of the first students at Glen Mills, with superintendent John Vogts (far right)

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Piersol's Perspectives

The Superintendent's Right-Hand Man



By JOHN R. PIERSOL

Ask golf course superintendents whom they consider to be their "right-hand man" and most will say "my mechanic." The importance of the turf equipment technician has increased tremendously over the last few years, but the supply of these specialists, unfortunately, is very low.

With a huge national job market and very respectable salaries (\$25,000 to \$40,000 to start with \$50,000 to \$70,000 potential), why is there a shortage of technicians?

It's a good question, and the answer basically is that most people have never heard of the career as a golf course equipment technician. This lack of awareness makes recruiting students very difficult, which in turn makes it hard to fill existing programs and prevents new programs from springing into existence.

At Lake City Community College, we have had a one-year mechanics program — Turf Equipment Management (TEM) — since 1973. The first few years we graduated only four or five technicians a year, but we have steadily grown and now graduate 22 to 25 students every year. We'd like to double that number, but we can't get

enough students in the front door, even though our graduates receive more than 100 job offers annually.

We have a nationally respected TEM program, a modern 15,000-square-foot building just for this specialized training, a dedicated team of three full-time faculty, and a huge, lucrative job market. But we still have trouble recruiting more than 30 students. It's a shame.

RAISING AWARENESS LEVELS

I believe superintendents hold the key to the turf equipment technician career awareness problem.

Superintendents need to organize volunteers through their state chapters who are willing to go into one high school once a year to inform young people about this exciting career. If done year after year, the career awareness level will rise, which will lead to high school students asking the next logical question: where does one go to school for this training.

An increase in student demand will result in higher enrollment at schools with existing programs, and should bring about new programs as students call local technical schools and community colleges to ask about equipment programs. The way to get a new

Continued on page 14

Ziesmer named superintendent at Minisceongo

POMONA, N.Y. — Jason Ziesmer has been named superintendent at Minisceongo Golf Club, a private, non-equity club located here and owned by Empire Golf. Ziesmer is a graduate of Michigan State and has served as assistant superintendent at Minisceongo since 1998.

"Jason has done an outstanding job as an assistant, and under his leadership we expect Minisceongo to become the finest conditioned course in our region," said general manager John Napier.

Following his graduation from Michigan State with a degree in turfgrass management, Ziesmer spent time at the University of Michigan in Ann Arbor on the horticultural grounds crew, as well as on the grounds crew for the school's acclaimed golf course. From there, he joined the Patterson Club, in Fairfield, Conn., before going to Minisceongo.

Minisceongo is carved out of 160 acres of forest, wetlands and red maple swamps. Surrounded by views of the Ramapo Mountains, golfers see two restored 30-foot-high fieldstone cisterns on holes 4 and 17, left over from the property's days as farmland. Players will also notice an 18th Century cemetery during their round, as well as hit their tee shots on the short 12th hole over an abandoned quarry.

Empire Golf is a subsidiary of Bergstol Enterprises. Courses in its management portfolio include Pine Barrens Golf Club, in Jackson, N.J., and New Jersey National Golf Club, in Basking Ridge.

Tools of the Trade...at Rob Markut's PGA Golf Club

PORT ST. LUCIE, Fla. — As the head superintendent at the PGA Golf Club for more than two years, Rob Markut stays busy maintaining four courses and a 40-acre learning center. Markut's career started 12 years ago, working for the construction company Landscapes Unlimited, building an 18-hole championship course and an 18-hole executive course in Rotonda, Fla.

"My goal was to experience not only the daily-routine practices on a golf course, but the construction and growth of a course," said Markut, a 1994 graduate of Lake City Community College. "After the project was completed, I joined the maintenance crew at the course until my education at Lake City began." Following graduation, Markut spent over three years as the superintendent at the private, 36-hole Harbour Ridge Yacht and Country Club in Palm City, Fla.



Rob Markut

The PGA Golf Club here consists of four courses that require constant maintenance, especially during tournament play. The five-year-old North and South courses were designed by Tom Fazio. The Dye Course and learning center were designed by Pete Dye and opened for play in last December. The PGA Country Club is a private course designed by Jim Fazio and opened in 1988.

Winter is not a vacation. "The fall season is detailing for peak winter play," said Markut. "During the PGA Winter Series tournament, my staff will prepare for 7:45 tee starts on two courses the same day."

On the public/resort golf club, Markut's biggest challenge is scheduling maintenance around the busy event schedule. With the National Assistant Pro Championship arriving this month and the PGA Winter Series tournaments taking place from January to March, Markut must meet the challenges of overseeding a total of 250 acres on 72 holes and performing the bulk of his mowing and cultural practices in front of play.

"We're gearing toward the busy season of play," said Markut. "I owe a lot of credit to my course superintendents — Craig Wylie [South Course], Juan Larralde [North Course], Tom Abbott [Dye Course] and Mike Cotman [PGA Country Club]. My shop manager, Brian Layle, also does an outstanding job taking care of our equipment fleet."



Verti-cutting the tees on the South Course

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Greens mowers: 21 Toro GM 1000

Tee mowers: 15 Toro GM 3100

Fairway mowers: 9 Toro 6500

Rough mowers: 4 Toro 3100-D, 3 Toro 5 gang

Riding bunker rakes: 5 Toro SP 5020, 2 SP 14

Turf utility vehicles: 41 Club Car Carry All, 5 Toro Workman

Verti-cut reels: 9 Toro 3100, 1 Verti-King

Aerifiers: 3 Toro greens, 3 Toro 687, 1 deep-tine soil reliever

Topdressers: 1 Toro 2500, 2 Terra Topper, 1 Workman Topdresser

Grooming reels: 12 Toro 3100, 7 Toro GM 1000

Tournament speed roller: 2 Salsco Green Rollers

Irrigation pump stations: 1 Syncroflo VFD 4000 gpm max, 1 Syncroflo VFD 2325 gpm max, 1 Syncroflo VFD 960 gpm max, 1 PSI 2000 gpm max

Irrigation system: 1 Toro network 8000 Site Pro, 1 Toro LTC Site Pro, 1 Toro VT II

Flagsticks: Standard white 7'

Computer and accessories: Windows 95 pentium

Primary herbicide: Basagran

Primary pesticide: Orthene

Primary fungicide: Daconil

Primary slow-release fertilizer: SCU (fairways)

Cannot live without: My wife Lori and sons, Robert and Ryan

Oldest piece of equipment: 12 year-old John Deere Tractor

Total square footage of maintenance building(s): 38,000 sq. ft.

Annual rounds of golf: 147,000 at PGA Golf Club (North, South, and Dye courses), 60,000 at PGA Country Club

Normal green speed: 9'-10'

AMANDA PALMER JOINS UNCLE ARNOLD'S DESIGN FIRM

PONTE VEDRA BEACH, Fla. — Amanda Palmer, niece of Arnold Palmer, has joined the staff of Palmer Course Design Co. A recent graduate of Penn State University, with a degree in turf management, she will become part of the design team. "We're very pleased with her insight and knowledge of turf grass, as well as her abilities as a designer," said Ed Seay, executive vice president and COO.



Amanda Palmer

ITPF to distribute free book on water

ROLLING MEADOWS, Ill. — The International Turf Producers Foundation (ITPF) will distribute free copies of its 50-plus page book, *Water Right, Conserving of Water, Preserving of Environment*, starting in February. The book is designed to help water-policy decision makers, golf courses and landscape businesses deal with water issues.

The book, intended for individuals and firms in the water and green industries, addresses water availability and quality as "the greatest challenge facing the earth's growing population."

As water shortages affect more and more nations and the world's water supply becomes increasingly contaminated or very expensive, the book calls for "forward-thinking approaches to water use, conservation and quality." Social and environmental scientists have documented that "when landscapes are properly designed and maintained, relatively small amounts of water are required to achieve substantial benefits."

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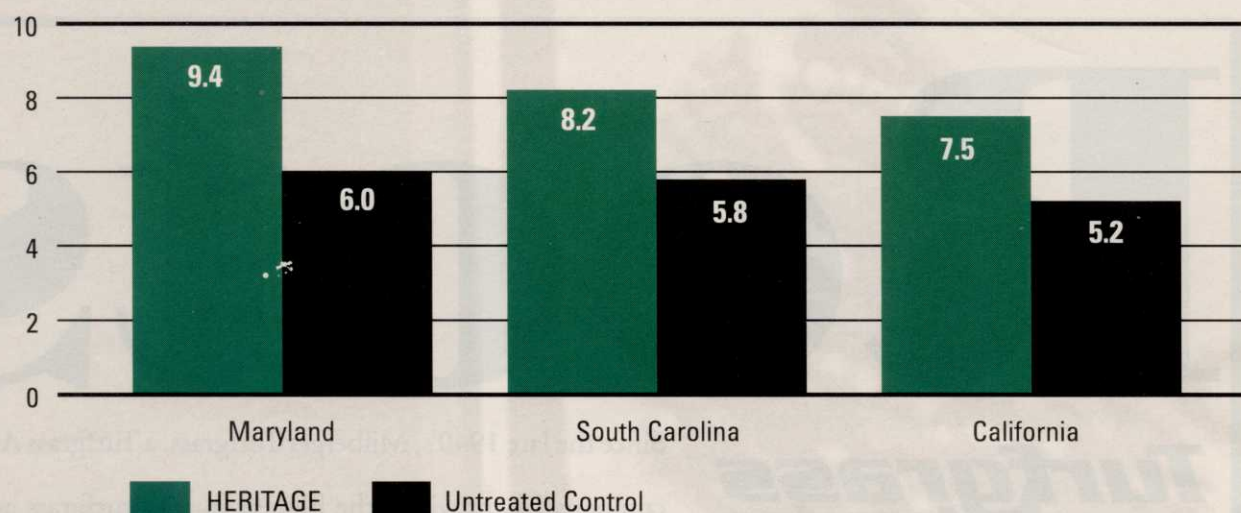
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FUNGICIDE

Natural pesticides: company proposes fighting bugs with bugs

By JOEL JOYNER

TUCSON, Ariz. — Between all the buzzing, biting, creeping, crawling and growing public scrutiny surrounding the use of pesticides, superintendents are finding themselves in greater need of alternatives. If you can fight fire with fire, why not fight bugs with bugs?

Don and Leah Cotton, owners and operators of Buglogical Control Systems, offer solutions that can eliminate your pest problems the natural way. Having supplied beneficial insects for use at universities, home gardens and Disney World, Don Cotton believes golf courses would be a natural environment for his pest-controlling products.

"For golf courses I would recommend nematodes, which would be very effective in attacking soil-dwelling insects like grubs, sod web-worms and beetles, just to name a few," explains Cotton. "Beneficial nematodes aggressively pursue insects, entering through the body openings of pest and releasing a bacteria that kills the prey within 48 hours."

The bacteria is harmless to humans and other organisms, he noted, and cannot live freely in nature.

"Nematodes are already in our soils," he said, "but a problem results from using insecticides that kill everything and make the area undesirable for returning beneficial insects. The pests, on the other hand, build up a resistance to frequently sprayed insecticides, requiring the use of stronger and more environmentally harmful chemicals."

NEMATODE SOLUTION

The nematodes are microscopic, non-segmented worms that may be mixed with water and distributed by a sprayer or watering can. Ideal conditions are a moist soil and cooler temperatures found in mornings and evenings. The soil should be consistently moist for two weeks, when another application of nematodes may be necessary.

"The important part is to establish a good habitat," said Cotton. "Once an area is free of insecticide spraying and a natural balance is established, then superintendents won't have to purchase anything for pest control."

Erin O'Brien, graduate student in plant ecology at the University of Illinois in Chicago, has discovered that chemical pesticides are harmful to her research in wild flowers. "By using parasitic wasps, midge flies, and ladybugs, we've not only controlled our pest problems, but we've been able to protect our plants and further our research by not applying pesticides. "The

ladybugs have done surprisingly well in controlling the aphids," she said, "and they're going strong since we introduced them into our green house last spring."

At the Department of Biological Sciences, O'Brien has established a chemical-free and mostly pest-free environment for her studies of wild flowers.



Ladybugs feeding on aphids

cal Sciences, O'Brien has established a chemical-free and mostly pest-free environment for her studies of

Beneficial nematodes are also effective against the recent rise of Japanese beetles. Praying mantises may also be introduced to help control mosquitoes, which carry the West Nile virus. Trichogramma are useful for fighting leafworm and codling moth problems. And ladybugs feed on the destructive scales and aphids.

Small quantities of nematodes are grown on-site at Buglogical Control Systems. Larger quantities can be shipped from Europe throughout the world. An order of 100 million nematodes, enough to treat an acre, costs \$59.95.

For more information about pest control, visit www.buglogical.com.

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clean really means. Grass stands up for an even, clean cut and a true playing surface. And the rear roller power brush finishes the job up right by



IGM adds West Bay Club to its maintenance lineup

ESTERO, Fla.—The West Bay Golf Club here has contracted with International Golf Maintenance (IGM) to help the course achieve Signature certification with the Audubon International Cooperative Sanctuary Program.

IGM is a leading golf course maintenance company, with every one of its 40 courses enrolled in the certification program.

"We strongly believe in working in concert with the environment," said Scott Zakany, execu-



The fourth hole at West Bay Club, designed by Pete and P.B. Dye

tive vice president of IGM. "We realize that sound agronomic programs have far-reaching benefits for the golf course owners and the community."

The West Bay course is the first in Florida designed by the architectural firm Pete and P.B. Dye. With varied elevations as high as 30 feet, natural vistas of mangroves and water on 12 of the holes, the 6,800-yard, par-72 private course offers a country estate setting that requires confidence and aggressive play.

As the leading provider of golf course maintenance and agronomic services, IGM offers personnel, materials, supplies, and equipment through an annual maintenance program designed for each individual course.

"We wanted a maintenance company with expertise in maintaining fine facilities," said Frank Weed, president of West Bay. "In addition, we feel that IGM has a good understanding of the needs of the course." The West Bay course will host the 2000 College Golf Foundation's national match play championship this month.

IGM is a subsidiary of the Meadowbrook Golf Group, Inc. based in Lakeland, Fla. Resources and equipment are shared with all facilities served by Meadowbrook, which owns and operates courses throughout the country.

Glen Mills golf

Continued from page 8

six months or so there was a drought. Following that, we had downpours of rain – about twice the normal amount. It made things challenging, but we had some students helping out. They put down erosion-control matting, did seed-bed preparation and helped repair washout areas during rainy periods."

Despite those tough conditions, there's nothing secondary about the golf course here. Weed said the course is in the great parkland tradition, wandering over rolling terrain and through mature hardwoods. Layered-sod bunkers, like those on the Old Course at St. Andrews, can be found throughout the course. Several streams and plenty of elevation changes add to the character of the layout.

Weed is well aware of the uniqueness of the training program. "So far as we know, it is the only facility of its kind – for golf, this is really an industry first. I started my career in golf as a superintendent, went on to be the chief architect for the PGA Tour and then opened my own firm. I think that shows these young men that there are opportunities for them in golf."

Continued on page 35



OR DOWNRIGHT OBSESSIVE?



JOHN DEERE

removing built-up material as well as dispersing any leftover clippings. Of course there are plenty of other reasons why a B Series Mower should be working for you: heavy-duty reel drives for increased power; improved yoke and ball joints for better grass collecting;

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Pine bark beetles devastating South

Continued from page one

They estimated the loss at about \$113 million in timber.

Here at the Temple Terrace Golf & Country Club, near Tampa, more than 60 trees have been killed by so-called "ips" beetles, causing \$25,000 in damage. The ips are second only to the SPBs in their devastation.

"Once a tree is infested, there's no saving it," said Doug Hughes, superintendent at the course. "The critical thing is to remove the tree as quickly as possible to keep the

infestation from spreading. That's where the cost is adding up."

Hughes is busy trying to save the other 100 or more pines left on his golf course while systematically removing the 60 dead trees at Temple Terrace. "We've been spraying the insecticide Lindane around the base of the pines and trying to cover at least 10 feet up the trunk," said Hughes. "But there's little we can do about the drought and water restrictions. At the moment, I'm only allowed to water my fairways once a week."

The South Carolina Forestry Commission (SCFC) reports over a million dead or dying pines from the SPB and ips, with estimated summer losses exceeding \$24 million. The epidemic is described as the second worst on record in South Carolina, with Union County having identified almost 1,000 individual infestations.

According to SCFC entomologist Andy Boone, cool weather will temporarily slow the spread of the beetles for the winter, but the epidemic is expected to last at least through next summer. The SCFC said 13 counties now face serious losses from the insect.

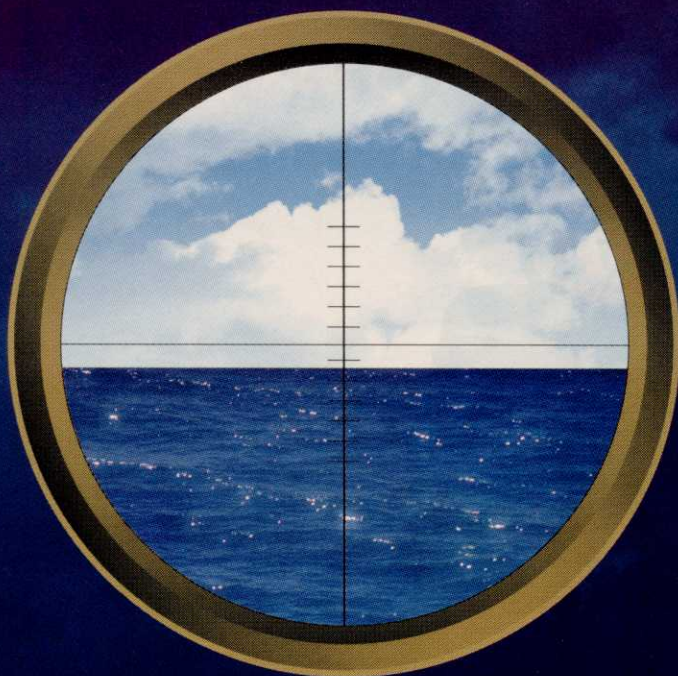
WIDENING INFESTATION

According to Ron Billings, Ph.D., of the Texas Forest Service, beetle activity continues at record levels in eastern Tennessee, western North Carolina, southern Kentucky and – for the first time in 25 years – in southwestern Virginia. In a single year (1998-99), Tennessee experienced a 1,400-percent increase in the number of SPB infestations.

Suburban sprawl is contributing to the damage. Ed Barnard, Ph.D., forest pathologist for the Florida Division of Forestry, explains that "turfgrass and pines are not ideally compatible. Most any urban development in a pine tree surrounding is likely to weaken the trees over time, through root damage or drawing down nearby water levels. Pine bark beetles don't attack healthy pines, but they will destroy a stressed pine tree, and rapidly." The summer drought in central Florida has left thousands of trees victimized by the ips.

Initial symptoms of infestation will usually be pitch tubes in the bark crevices where the adult beetles bore in to the trunk of a pine. The best way to identify a pine bark beetle infestation is to remove sections of bark from pines with fading, yellow foliage and search for winding, "engraved" tunnels or galleries. ■

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Piersol's column

Continued from page 8

turf equipment program started is to create student demand. School administrators will start programs that they know they can fill and that result in placements in a lucrative job market.

Many superintendents have never thought about recruiting in the high schools, yet that is where you'll find the raw material to be attracted into the golf industry. Why not recruit high school kids who have not yet made a career choice and who have no idea of the various outstanding careers in the field of golf?

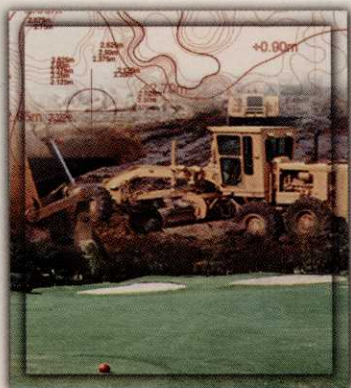
'A CALL TO ARMS'

A high school recruiting effort will give the superintendent the chance to talk about the positive aspects of the industry, allow his company (golf course) to become better known, and could lead to the recruiting of part-time help or full-time employees. High schools are usually thrilled to have industry representatives talk to the students, and building a good relationship with a local high school can pay nice dividends.

The golf course superintendent already has a busy schedule, but getting into one local high school once a year is a realistic service project. I strongly believe this effort should be considered a "national call to arms" for superintendents. After all, they are the ones screaming for skilled equipment technicians.

If superintendents will help to create student demand, existing technician programs are ready to expand and new programs will emerge. Education wants to meet the need for properly trained golf course equipment technicians. Won't you help us help you? ■

John R. Piersol, M.S., chairs the Division of Golf/Landscape/Forestry at Lake City Community College, Lake City, Fla., where he has taught since 1974.



BRIEFS

BARBARON BUILDING TWO BY LAGREE

INVERNESS, Fla. — Barbaron Inc. has been selected to build two Florida golf courses designed by Terry LaGree. The first, Skyview Golf Club, in Citrus Hills, is a nine-hole addition to the existing nine completed by Barbaron in 1998. When finished, the full 18-hole championship course will boast some of the highest green elevations in the state. The second layout, Glen Lakes Golf Club, in Weeki Wachee, will be a new 18-hole championship course. Both projects are expected to be completed next spring.

PALMER OPENS 11TH N.C. LAYOUT

PONTE VEDRA BEACH, Fla. — Palmer Course Design Company, based here, has opened its 11th course in North Carolina and is working on number 12. Company president and CEO Arnold Palmer played nine holes at Brier Creek Country Club when it opened in late September. Brier Creek, developed by Toll Brothers Inc., is a luxury golf course community set on 140 acres along the Noose River Basin in Raleigh; it features spectacular woodlands and wetlands. The 18-hole, 6,945-yard, par-72 layout was designed by Kory Williams, an architect with the Palmer Group. "Brier Creek was designed with the classic, traditional golf courses in mind," he said. "Use the existing terrain and a good, fair but challenging round of golf will follow."

MATTHEWS & NELHIEBEL HIT CANADA

EAST LANSING, Mich. — Golf course architects Matthews & Nelhiebel are headed across the border to expand the semi-private Sutton Creek Golf and Country Club, in Essex, Ontario. Sutton Creek will be the first Canadian project for the firm, which has designed more than 25 courses in Michigan. "We're working on an 18-hole master plan for Sutton Creek that emphasizes strategy and visual impact," said Howard Nauboris, who is heading up the design work under the direction of Bruce Matthews, ASGCA. "The proposed bunkers will be larger and more numerous, adding challenge to the layout. We will be adding additional tee surfaces for flexibility of length and challenge for all skill levels."

Ex-pro Brad Bell opens third course at Coyote Moon

By DOUG SAUNDERS

TRUCKEE, Calif. — Coyote Moon Golf Course, which recently opened in this town in the High Sierras, is the third golf course designed by Brad Bell of Sacramento, Calif. The 18-hole layout is rare in this state as it is a stand-alone project, built strictly for golf, not to sell building lots.

Although the course is located on a ridge 200 feet above Route 80, the main east-west interstate, it feels like it's miles away from anywhere. The layout winds through piney forests and sweeps over valleys, ravines and lakes. The only sounds heard come from birds, the streams, and the wind through the woods.

Golfers are teased to play shots into greens protected by huge rock outcroppings, hit to pins 80 feet below over creeks, and nail drives over tantalizingly long lakes. Throughout the course the challenge of shaping shots to negotiate nature's purest challenges adds to the sheer pleasure of playing on such a unique piece of property.

SIX YEARS IN THE MAKING

It took more than six years and a firm commitment for Bell and his partner Chris



The par-3 13th hole at Coyote Moon in Truckee, Calif.

Steel to complete Coyote Moon.

Steele, whose true profession is high-rise construction, got into the golf course construction business in 1994. Commercial construction had slowed, and Steele — who is not a golfer — had learned of a

golf course shortage in the Sacramento area. He knew he could secure land and financing, but he also needed to secure people who understood golf to make his foray into the field successful.

Continued on page 22



An aerial view of Thistle Golf Club on the Myrtle Beach's Grand Strand

Thistle Golf Club adds new nine and provides service with a twist

By JAY FINEGAN

SUNSET BEACH, N.C. — Already recognized along the Myrtle Beach Grand Strand for outstanding course design, conditioning and service, Thistle Golf Club has added another nine holes to the layout, bringing the total to 27. The original 18 went operational in 1999, becoming the 101st golf course to open in the Myrtle Beach area.

The new nine — the South Course — which opened in late summer, nicely compliments the West and North courses. All three were designed by Tim Cate and feature a Scottish links-type feel. "The whole complex is just a

really good, very solid golf course," said Dan Oschmann, head professional and director of golf at the facility.

For the first two nine-hole layouts, Cate was instructed to create a design that is "ferocious, yet fair." Golfers who've had the chance to play the first 18 agree that the architect met the objectives, with wide, rolling fairways, five sets of tees, and large green complexes that permit bump-and-run approaches on most holes.

NEW NINE MORE CHALLENGING

The new South Course possesses a similar look and feel, but plays a bit longer, at 3,351 yards from the Thistle

Continued on page 21

Red Sky Ranch to pair Fazio and Norman designs

By JAY FINEGAN

WOLCOTT, Colo. — Vail Resorts Development Company (VRDC) has broken ground on the first of two championship courses here in Wolcott, near Interstate 70 west of Vail and just outside White River National Forest.

The 780-acre project, known as Red Sky Ranch, will unfold over rolling Rocky Mountain terrain flush with sagebrush, juniper, aspen and dramatic rock outcroppings. Plans call for some 500 acres to be left in their natural state. The views of the Gore Range to the east and Castle Peak to the west promise to give the complex a stunning visual dimension.

The first of the two 18-hole tracks, a Tom Fazio design, will feature an 800-foot elevation change over the par-72 track. This is a monster layout, measuring 7,305 yards from the back pegs. The front and back nines will return to the Resort Clubhouse, a 20,000-square-foot ranch-style structure that will also house a golf academy. A 40-acre practice facility will sit nearby.

The second course, designed by Greg Norman, is awaiting approval by Eagle County zoning authorities. Christine Richards, a VRDC spokeswoman, said county officials were expected to rule on the project in early October. "We hope to have all of our approvals done this fall," she said.

The Norman layout will be another 18-hole championship course. It will feature a private Members' Clubhouse, another western-style building. The New York firm of Robert Lamb Hart is designing both clubhouses.

Continued on page 21

Camas Meadows debuts in Northwest

By JAY FINEGAN

CAMAS, Wash. — Situated in the wooded hills between the Cascade Mountains and the mighty Columbia River, the new Camas Meadows Golf Club offers players a choice combination — a strategically challenging layout, exquisite scenery and the charm of the Pacific Northwest. All this, plus

complimentary carts equipped with ParView's new GPS system, which does everything for you except swing the clubs.

"I think it's turned out to be a darned good golf course," said designer Andy Raugust, formerly a course architect with Jack Nicklaus' Golden Bear Golf and Ronald Fream Design Group. "It

had been layed out by another architect several years before I got involved. Things didn't go so well, so they stopped, and then hired me to finish it off."

The par-72 layout plays to 6,518 yards, but accuracy is more important than length here. "It's not a long course, but it's a tough course," Raugust said. "We de-



The 7th hole at Camas Meadows Golf Club outside Portland, Ore.

"It's made things simple. Once someone puts in an RFP, we respond to it, and we get the business or not. The convenience is great."

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—Mark Colombo
President
Mark Colombo
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—Scott Pierce
Project Manager
First Golf Corporation
Tempe, AZ

signed it for the thinking player. The line at which you choose to play is as important as the distance you hit the shot."

A diverse landscape that ranges from meadows to dense forest of Douglas firs to extensive wetlands provides plenty of trouble for errant shots. "If you miss the fairway even slightly, you're probably going to be in jail," said Raugust. "Rod Nelson is the superintendent, and his goal this winter is to remove a lot of the weedy undergrowth around the trees. It still won't give you a great shot, but you'll be able to find your ball and punch it out."

AMENITIES NOT SHABBY

The course lies only about 20 minutes from the Portland, Ore., airport, but the area is vibrant with wildlife. Several points on the course offer views of Lacamas Lake and Mt. Hood.

For a public course, the amenities aren't too shabby, either. The club features a full-service pro shop, a first-class restaurant and banquet facilities. One of the most unusual features at Camas Meadows is the complimentary cart, with ParView's GPS technology.

WETLANDS CHALLENGE

For architect Raugust, the toughest problems centered on the 60 or 70 acres of wetlands and marshes. Part of the project is in the city of Camas, and part is in Clark County. "We had to deal with two different regulatory agencies," Raugust said, "and each one had a different way to handle things."

"They disagreed on the size of the nutrient-control ponds, which is where we have to hold the water for a set period of time before it can drain back into a wetland," he said. "Also, we have to run it across what's called an upland, and turf grass acts like a filter that gives the water enough purity to enter a wetland."

"One jurisdiction wanted reasonably sized ponds, and one wanted ponds three or four times the size they needed to be," Raugust said. "Even our engineering consultant couldn't believe the size of them. But we fit them in."

The owner — Tom Shieler — superintendent Nelson and Raugust spent nearly two years in construction — identifying, delineating and avoiding environmentally sensitive areas so the course would have minimal impact on wetland sections.

GOLF COURSE NEWS

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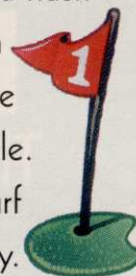
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Atlanta's new Bear Creek G&CC ready for play

DOUGLASVILLE, Ga. — Up-scale golf has arrived in Douglas County with the recent opening of Bear Creek Golf and Country Club. A semi-private golf and residential community, Bear Creek features an 18-hole, par-71 championship course designed by Jim Ganley of Integrated Golf Services in Atlanta.

Head professional Brian Stubbs, a Douglasville native, sees the opening of Bear Creek as a golfing milestone in his home area. "It's going to be rewarding to bring a quality golf facility to Douglas County," he said. "We hope to bring the north side of Atlanta golf experience to the west side of Atlanta."

Prior to taking the Bear Creek job, Stubbs was a contented assistant pro at Atlanta Country Club. He had no plans to come home until he toured Bear Creek's layout and was wowed by its rolling hills and wooded setting.

"It is a surprisingly beautiful piece of land," said Stubbs. "There is quite a bit of elevation change. There are several elevated tees, with greens set naturally into existing contours. We have very dramatic and beautiful topography."

The course measures just under 6,600 yards from the tips and features four sets of tees, allowing golfers to pick the right level of challenge for their game. Greens are seeded with Crenshaw bentgrass, a variety of bent that thrives in Georgia's heat and humidity. The fairways, meanwhile, were completely sodded with Tifway 419 Bermudagrass. By sodding instead of sprigging the Bermudagrass, the course will open with lush fairways and will already have a mature look to it.

Head superintendent William Leimbach, formerly at Cotton Fields Golf Course, in McDonough, Ga., joined up with Bear Creek a year before the opening, to supervise the grow-in. Before Cotton Fields, Leimbach served as assistant superintendent at Atlanta Country Club and Hickory Ridge in Thomaston, Ga., where he also was involved in the construction process.

SIGNET IN MANAGEMENT ROLE

The course is being run by Signet Golf Associates of Pinehurst, N.C., a professional management group that specializes in upscale courses. Peter Dejak, a partner in Signet and a honors graduate of Penn State's turf management program, is excited about the conditions golfers will experience from day one.

"Because we sodded completely, the playing areas are in

phenomenal shape," Dejak said. "And the natural beauty really jumps out at you."

Dejak especially likes the inclusion of Bear Creek and Baldwin Creek, which meander through the property, providing a rich backdrop to the golf course.

Bear Creek is not just golf,

however. It is a designed community featuring 483 homesites, a swim and tennis clubhouse, four lighted tennis courts, a swimming pool and nature trails for jogging and walking. Bear Creek lies 17 miles from Hartsfield International and 25 minutes from downtown Atlanta.



The 12th hole at Bear Creek Golf and Country Club in Douglasville, Ga.

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Coushatta tribe breaks ground on \$100-million golf resort

KINDER, La. — Envisioning 900 jobs and millions in tourism dollars, the Coushatta tribe of Louisiana has broken ground on a \$100-million golf and convention center here at the Grand Casino Coushatta gambling resort, 35 miles north of Lake Charles.

The 7,353-yard, par-72 cham-

pionship-quality course, designed by golf architect Kevin Tucker of Nashville, Tenn., will be named The Ace of Clubs. Forty acres of lakes are being developed and will come into play on 14 of the holes. To preserve wetlands, Tucker created dual routes to the greens on three of the holes. The facility will in-

clude a 5,000-square-foot clubhouse, an outing pavilion and a "gambling hole" where hole-in-one contests will take place.

The course will feature ultra-dwarf Bermudagrass greens as well as five different native grasses and wildflowers outside the rough for color and contrast. What was a farm will become a

rolling meadowland, with each fairway defined by huge earthen berms and trees. Each fairway will be separated from others, creating a unique environment for each hole.

Promising an atmosphere where architecture, landscaping, pools and courtyard envelop visitors in the hospitality and style of

Old New Orleans, the project will feature a 200-room tour hotel, as well as a 450-room, 11-story convention hotel, which will include two floors of luxury suites, a 90,000-square-foot convention center, meeting rooms, events center, ballroom and a two-acre swimming pool courtyard.

The A/E Design Group Inc., of Shreveport, an architectural and engineering firm, will lead the project.

A special feature will be a 16-foot bronze sculpture, designed to incorporate the Coushatta's signature baskets with the sovereign nation's seven clans, which are represented by the Bobcat, Deer, Turkey, Panther, Bear, Beaver and Daddy Longlegs.

Steve Brown, president of A/E Design Group, said the construction will employ nearly 300 area workers. Some 900 permanent jobs are expected to be created when the complex opens in the summer of 2002, according to tribal chairman Lovelin Poncho and councilman William Worfel.

Oil and golf to mix in Arkansas

FAYETTEVILLE, Ark. — Intent on building "the best golf course in Arkansas," oil man Ronny Hissom is teaming with Pro Star Golf of Hilton Head, S.C., on a project with more than two miles of frontage on White River in Goshen County.

The developers have engaged golf course architect Steve Smyers to design the 18-hole course, which will be the centerpiece of an upscale housing development, Circle H Golf Community, on the 800-acre property five miles east of the city.

With the University of Arkansas nearby, Smyers said he is designing the 7,500-yard course for the "modern player," adding, "We want them to hit long irons."

"It is a thinking man's design," said the Lakeland, Fla.-based architect. "That is what we do. We make the golfer study the course to negotiate it."

Rich Covelli of Pro Star Golf said a state-of-the-art training center will present golfers with "every shot they will encounter under normal playing conditions: uphill, downhill and sidehill lies, hitting over water, chipping areas, elevated greens. Audiovisual equipment will be available and all driving range stations will be grassed."

Hissom, president of Hissom Oil of Midland, Texas, is building the project on Circle H Farm, which his parents ran as a cattle ranch for many years.

He expects construction to begin around the first of the year and for the golf course to open in fall 2001 or spring 2002.



LESKO®

Unique partnership, project taking shape at Stonewall Jackson Lake State Park

By ANDREW OVERBECK

WESTON, W. Va. — Construction is well underway here at Stonewall Jackson Lake State Park and Resort, a unique venture between the Army Corps of Engineers (COE), the state of West Virginia and local real estate developer McCabe Henley Durban LP. The project sits on 2,000 acres along the 26-mile-long Stonewall Jackson Lake and consists of a 34-site campground and 384-slip marina. An 18-hole golf course designed by Ponte Vedra Beach, Fla.-based Palmer Course Design, a 196-unit lodge, conference facility, spa and cabins are currently under construction.

"When the COE finished the dam in 1990 they bought 20,000 acres around the lake and created a hunting and wildlife area," said Rudy Henley, senior managing partner of McCabe Henley Durban. "The state then worked a deal to build a state park on 2,000 acres of the property. To finance it, the state decided to put together this private-public deal because they couldn't issue general obligation bonds."

Henley's group put a development team

together and was awarded the contract in 1997. "The state put up \$10 million and we organized the construction and raised another \$42 million through a private placement of tax exempt bonds," he said. "The bonds will be repaid as a function of the project's operating revenues. The state has no obligation."

Contract negotiations and financial arrangements were time consuming.

"This was an unusual deal," Henley said. "The U.S. Government owns the land, they lease it to the state, who in turn lets us use it. We have a qualified management agreement that enabled us to issue tax exempt bonds as developer and operator on behalf of the state."

The deal was further complicated by the COE's environmental assessment which suggested that the developers needed to have a larger buffer zone between the golf course and the lake. "They proposed a buffer zone that was larger than the industry standard, which caused headaches because the land could not support an 18-hole golf course," said

Henley. "It took a year to convince them that the standard buffer zone was adequate."

However, now that construction has begun Henley is bullish on the future of the project. "This project is enhanced because so many facilities are already in place that can contribute to the revenue stream," he said. "The lake, roads, sewer and water lines and the marina and the campground are already built and in use."

"The golf course, from a net income perspective, will be marginally profitable," he continued. "But its ability to drive conference business and attract lodge guests is highly important." The project is situated next to I-79, 90 miles north of Charleston, and Henley expects the course to draw both tourists and local outdoor enthusiasts.

DOWN IN THE HOLLOW

The 7,000-plus yard course sits on 137 acres surrounded by the lake and hills, giving the course varied terrain. According to Palmer Course Design's senior golf course architect Erik Larsen, the course is a "tight little guy."

"Holes three through seven run down a peninsula to the lake and the rest of the course is in a big hollow," he said. "There



Senior golf course architect Erik Larsen (left), Arnold Palmer and project agronomist Gregg Phillips on site at Stonewall Jackson Lake State Park and Resort

is one big hollow that comes down out of the mountains. We snuck holes up and back in the little hollows, so it is tight because anywhere out of the hollow it's a one-to-one slope."

The highlight of the course is the 15th green, said project agronomist Greg Phillips. "You can see every bit of the golf course and resort from that location because it sits up 100 feet above the course," he said.

The course will feature bentgrass fairways, greens and tees with tall fescue, and bluegrass in the roughs. Despite 100 rain days so far this year, West Palm Beach, Fla.-based Ranger Golf has completed the rough shaping of the course and eight holes are now being seeded. Nine holes will be completed and seeded this fall.

The lodge, conference center and golf course are scheduled to open in the spring of 2002.

Lohmann transforming Wisconsin resort

ELKHART LAKE, Wis. — The first spadeful of dirt was turned here at the 18-hole Quit Qui Oc Golf Club in July. By next July, this central Wisconsin resort will have 27 holes, two new green complexes, one less safety concern, and the latest in junior practice facilities.

Lohmann Golf Designs (LGD), working with its sister construction division, Golf Creations, has called for the reconfiguration and upgrade of holes 16 and 17 on the original Tom Bendelow-designed layout. The old 16th at Quit Qui Oc used to be a so-so par-3; come next summer, it will be a stunning par-4.

"The intent was to gain some yardage for what is a pretty short course," explained Bob Lohmann, president of Marengo, Ill.-based LGD and Golf Creations. "On 16, we essentially created a brand new green setting and surrounds. It worked out perfectly; it's going to be a great little hole."

"On 17 [a par-5], we shifted the putting surface slightly forward and mounded the area in back to solve a safety issue," he said. "The 11th tee had been quite close to the original 17th green; now it's a much more reasonable distance, with some attractive mounding to serve as a buffer."

With the 17th hole already complete,

renovations to 16 will be conducted this fall, simultaneous with the construction of nine new holes at Quit Qui Oc. All the construction will be handled by Golf Creations.

"For the new loop, we've been presented with a great piece of land with a lot of movement and interesting natural characteristics," said LGD project architect Rex VanHoose. "We've routed the new nine to lay comfortably on the land, with minimal grading work. That means we'll be cutting features into the site as opposed to building features atop a flat piece of land."

"We're using natural ridges for tee areas and existing plateaus for landing areas," he added. "We have several sink holes on the site, which we've incorporated as a design feature. It's also a very gravelly site, which means it will drain very well."

LGD and Golf Creations are also fashioning a junior course at Quit Qui Oc, within the existing driving range.

"What we've done is designed several target greens to accept shots from several small tee pads we built within the range itself," said Lohmann. "The various combinations of tees and greens allow kids to play nine different holes."

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Red Sky Ranch

Continued from page 15

Construction is under way on the Fazio course, which is scheduled to open in the summer of 2002. Work on the Norman course is planned to begin next spring – pending approval – with play starting in the summer of 2003.

ALTERNATE PLAY DAYS

With golf rising in importance for summer tourism at mountain resorts, Vail Resorts began laying the groundwork for the project in 1998, when it obtained a

special-use permit for the first of the courses. It was clear that the area suffered from a golf shortage.

According to Richards, VRDC has a substantial investment in winter recreational amenities but has only part-time claims on nearby Beaver Creek Golf Course. "We only have time there in the afternoon," she said. "The Hyatt [hotel] owns a block of time in the morning along with Beaver Creek members, so there is only a limited time for resort guests to play."

Under the working plan for Red Sky Ranch, members and resort guests will

play the two courses on alternate days. "There will be about 400 club members, and those folks will play one day on the Fazio course while the guests play on the Norman course," Richards said. "Every other day it will flip-flop, so guests will have an opportunity to play both courses."

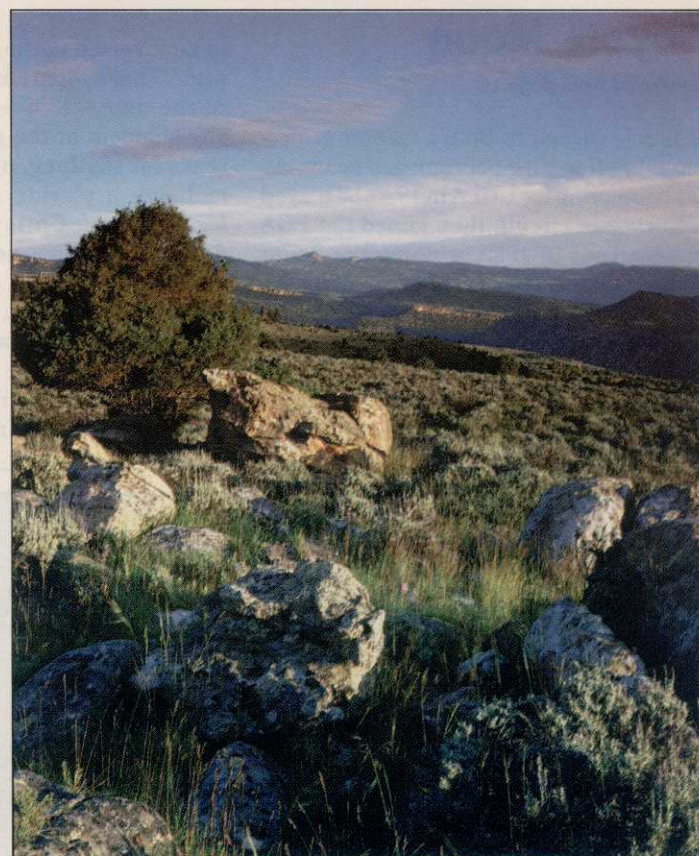
Vail Resorts owns numerous lodges in the area, at Bachelor Gulch, Arrowhead, Vail, and Beaver Creek. "We also have properties in Breckenridge and Keystone," Richards said.

"I'm not sure if those folks will be able to come over and play, but I don't believe so."

WILDLIFE CORRIDOR PROTECTED

The project also entails an upscale residential component, with 52 "estate" home sites averaging one to two acres, and 27 "cluster" home sites. Richards said the house designs will follow a low-slung western theme, hugging the land to minimize their visibility.

Plans call for approximately 70 percent of the 780-acre site to remain as open space. Any areas disturbed during con-



Site of the future courses at Red Sky Ranch

struction will be revegetated to match the terrain following construction, and home sites will be strictly limited to a designated building envelope. "There's a lot of sage and juniper out there that we've nurseried - saving it for the landscaping," said Richards.

A significant wildlife corridor through the premises will connect with other designated wildlife reservations in the area. The entire property will be owned and operated by Vail Resorts. ■

Thistle

Continued from page 15

(back) tees, and 2,211 yards from the front. It's also a good deal more challenging. The par-35 layout requires more "forced carries" than the original 18, and offers several risk-reward situations.

The longest hole is a 545-yard par-5, but one of the most imposing is the par-3 ninth. From the back pegs, this hole plays 214 yards across a small lake. The Redan-style green sits high above a stone wall with two deep pot bunkers standing guard up front. From this vantage point, the course's highest elevation, almost the entire 27-hole complex can be seen.

The greens are L-93 bentgrass throughout and the surrounding hillsides are planted in heather and wildflowers. All 27 holes are holding up "phenomenally well," said Oschmann, who gives credit to superintendent John Pridgen, who was on the scene through the grow-in period.

As with the first two nines, the South Course had its opening delayed to let the course mature. "It seemed established even before we opened," Oschmann said. "I've heard players say that the new nine blends in beautifully and doesn't look like an addition. It looks like it's been part of the rotation the whole time."

12-MINUTE TEE TIME INTERVALS

Thistle's owner – Bel-Aire Golf Properties – and director Oschmann place a premium on friendliness and good service. Every golfer is given complimen-

tary range balls, a yardage book and a bag tag. Moreover, Thistle is one of the few courses on the Strand where players are provided generous, 12-minute intervals between tee times.

"We try to do things a little differently here," Oschmann said. "We spread out the starting times for the sake of our customers. It gives you a hole to yourself. Groups can't go up to the first tee until the group in front has reached the green and started putting. That generally works out to about 12 minutes."

"We don't stack them up from the start, the way a lot of courses do," Oschmann added. "We send them to the starter only five minutes before their tee time. It's not like we pile them up in carts and say, 'Go line up.' We don't even put them on carts until two or three minutes before they tee off."

"Sometimes it backs up, according to players' skill levels," he said, "but we consider ourselves a resort golf course and in the busy season we run about four hours, fifteen minutes per 18. That's very reasonable."

As a resort club, Thistle does a lot of business through hotels, contracts and golf packages. But it's also a daily-fee facility, with walk-up greens fees of \$59 and discounted rates for local players.

Until a clubhouse is built – groundbreaking will take place this month – Thistle's pro shop and grill are operating from a 3,000-square-foot temporary shelter. "It's basically three single-wide trailers put together, like a sell-center," Oschmann said. ■

United States Postal Service

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Coyote Moon

Continued from page 15

Steele turned to Bell, a former professional golfer with Sacramento roots. After competing for UCLA in 1985, he played a European circuit, then joined the PGA Hogan Tour in 1989, winning the South Texas Open in 1990 earning a spot on the PGA Tour in 1991. By 1995, however, the level of competition on the big tour forced Bell to reassess his future.

"I wasn't making a grand living on the Tour, and I began to look for other ways

to be involved in the golf business," Bell said. "That's when I first met Chris Steele. At the time – 1995 – I was interested in any segment of the golf business. I was ready for anything, from being a club pro to being a playing ambassador. I was fortunate that Chris wanted help in the design and construction phase of golf courses."

Their first project, Teal Bend in Sacramento, was built on a relatively flat piece of ground near the Sacramento River. Steele wanted to build the same way he built high-rise buildings, in control of the

project to keep costs down.

"Chris could have gone the route of hiring an established course designer, but he felt that would be an extra expense," Bell explained. "When I joined him we walked the property and talked about what a golf course should include. Chris liked my ideas and felt that we could do the design on our own. We found out just how challenging course development and construction can be – and very quickly."

The Teal Bend project was begun at a time when golf course construction was coming under intense regulatory scru-

tiny in California. After the challenge of the permit process, it was a relief to get into the field and actually begin work.

As a strong player himself, Bell knew what kind of design features were required to challenge good shooters. Designing for average players was a different matter. And this is where Steele could offer advice.

"Chris was not a golfer and he became my eyes, so to speak, for the average player," Bell said. "He would see things that I wouldn't see. Golfers want to have a good time on a course and not feel like they're getting beat up by the design. Our golf courses are stand-alone facilities – every greens fee is important to our success, so repeat play is critical. We want golfers to be challenged, but we want them to come away feeling that they had some fun."

SNOW COUNTRY CONSTRUCTION

Coyote Moon presented a different set of hurdles.

The course was roughed in on a former logging tract in 1995, following a routing by another designer, but it took until 1998 to secure clearance from water control boards. Meanwhile, Bell walked the site and mentally mapped out adjustments to green sites and tee boxes.

"We learned a lot in building Teal Bend," Bell said, "and knew that building a course up in snow country would have to happen quickly. We needed a plan that could be completed in the six-month building window we had."

Wadsworth Construction rolled in with 80 employees to rush the project through. Head superintendent Joel Blaker handled the grow-in process and added valuable insight for irrigation and drainage needs. Blaker's real test came in September as he tried to plant 95 acres of grass. By October, it was clear that to open the next July more than 65 acres of sod would have to be laid before winter.

"Even this spring we realized that two more holes had to be resodded before our July opening," he said. "But we've made an effort to have heartier grasses, a good irrigation system, and good sunlight that will help to make this course a bit easier to maintain than some of the other mountain courses near here."

FINDING A NICHE

The idea of a challenging golf course that is fun to play shines through at Coyote Moon. With only a six-month playing season, greens fees need to be higher than valley golf courses, making repeat play and strong word of mouth crucial for success. But after just a few months of operation, the course has generated a lot of attention.

The future looks bright for Bell. Suddenly, the former touring pro has found a niche in golf course design. A new track, Empire Ranch, recently broke ground, and several other projects are under discussion. With each step Bell continues to learn a little more.

"A lot of great courses have been built," he said, "but some designers seem to forget who will be playing them – average golfers. I have been lucky in that, in my first designs, I've been able to put in a lot of time on-site to make things right. As we build stand-alone facilities it's important to complete courses on time and within a budget. We're improving on the product we create with each new venture." ■

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Ocean Hammock

Continued from page 1

touch of Pebble Beach with design characteristics that have made Florida seaside golf famous," the designer said.

This is hardly a routine job for Nicklaus. "Jack thinks this project is awfully special," observed Doug Morey, the on-site design coordinator for Nicklaus Design. "With so much ocean frontage, you get to play with the wind and have the elements play a big part in the course. It's different for Florida, too. Typically you're working on flat land here, around lakes and wetlands."

Morey has coordinated construction of Nicklaus courses far and wide – Japan, China, California, Hawaii – and he's seldom seen the boss more enthused about a project.

"Jack came in last winter when we were working on the 15th hole," Morey said. "That one will be similar to the British Isles somewhat, with big dune formations playing back into the ocean – a strong golf hole. He was on all fours, playing in the dirt, trying to show us what he wanted to do with shaping, molding the dirt a little bit. He doesn't do that very often. He's very excited about this piece of property."

THE BEAR CLAW

And why not? There aren't many sites like this one left on the U.S. coast.

"This course was permitted 10 or 15 years ago," said Maltby. "If you tried to get it permitted today, I doubt you'd succeed. This was a thousand acres of pristine, natural woodlands, untouched until construction got started."

Builders began by excavating land for fill-soil to build up certain parts of the layout, creating 25 lakes in the process. "The lakes are all connected as part of a water-management program we have here," Maltby said. "They laid in miles and miles of 72-inch concrete pipe under the course at the very beginning."

Those numerous water hazards only add to the challenge of Ocean Hammock. The classic Nicklaus design hallmarks are all in place to make the course a strategic masterpiece – multiple options off the tees, a beguiling mix of reachable and unreachable par-5s, a variety of holes that dogleg left and right and flow uphill and downhill.

Most players, however, will remember the last four holes – "the Bear Claw," as Nicklaus calls it.

"It's not quite 'amen corner,' but it presents quite a challenge for the average golfer," Maltby said. "Hole 15 plays right out to the ocean, through some big dunes. It's uphill from the second landing area to the green, which you might not be able to see from the fairway. Most people won't reach it in regulation."

GOLF COURSE NEWS

"Sixteen is another par-4," Maltby said, "a hard dogleg left that plays off the dunes, with water running all the way down the left side. Seventeen turns around and plays back into the dunes – it's a testy little par-3, over water to a small green. And 18 is a long par-4, running parallel to the dunes and the surf. It's a good strong finishing hole."

GOING THE EXTRA MILE

Planners overlooked nothing in

rigging out this course. For instance, Nicklaus wanted bunker sand that matched the reddish sand on the beach. "You can't see the ocean from 12 holes," Maltby said. "Jack wanted to still bring the ocean inland. We finally found an orangish, reddish bunker sand that met the specs. We'll have 83 bunkers."

On irrigation, too, developers went the extra mile. The average course uses 900 to 1,000 sprinkler

heads. Ocean Hammock has 1,386. "We need extra ones here because we're so close to the ocean," said Maltby, who added that the course will be irrigated with effluent. It's a high-tech system – he can turn the sprinklers on or off at any moment, or pinpoint coverage areas, even from his home computer.

The course should be ready for the December kickoff. "The front nine is playable right now – it

looks great," said Morey, the design coordinator. "The back nine is coming together. We're doing the punch list now, the tweaking of bunkers and drains, doing finishing touches on landscaping and the starter house. We hope to get some limited play in late November."

Ocean Hammock will be a resort course – a hotel and condo complex will be built on the property's south side – but the public will be welcome. ■

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Kubly, Marsh team up for ownership venture

By ANDREW OVERBECK

MT. STERLING, Ky. — Landscapes Unlimited's Golf Development Division has teamed up with Australian golf course designer and Senior Tour player Graham Marsh to develop Old Silo Golf Club here outside of Lexington. This project is Landscapes Unlimited's latest twist on the course ownership arrangement.

The golf course builder, which co-owns courses with other developers and management companies, first got involved in ownership by default in the late 1980s during its construction of the Amana Colonies Golf Course in Cedar Rapids, Iowa. When the funding collapsed, Landscapes Unlimited stepped in and deferred the building fee in exchange for equity in the course. The company now holds an ownership interest in 14 golf courses.

"We will continue to partner with management companies and people like Graham Marsh," said Mike Jenkins, vice presi-



A view of Old Silo's 6th and 16th holes from the elevated 6th tee. The course's namesake resides on the left side of the 16th fairway.

dent of Landscapes Unlimited's Golf Development Division. "It enhances relationships with others in the industry and it leads to more construction opportunities for us. However, we have to also be careful not to compete with our own customers for golf development opportunities."

Marsh and Kubly first met at a project in Washington DC that Landscapes Unlimited was building. "While Marsh decided not to get involved in the project," said Kubly, "his U.S. business development director, Mark Amundson, contacted us to see if we wanted to get involved at Old Silo when the bond issue for the project fell through. Since they had not been involved in

development, we were a good partner for them."

Marsh, who has designed dozens of courses across Southeast Asia and Australia over the past 12 years, made his American debut at Old Silo in June. This is also the first course in which he holds an ownership interest, an experience that he has enjoyed.

"We wanted to own courses and get into development," said Marsh. "That way we are not fighting the design. [Property] developers can screw up a course because they don't know golf. We have developed certain design ground rules. No one from the outside will be telling us what to do."

Continued on next page

Avoiding the perils and pitfalls of regulatory permits

By GREGORY W. PHILLIPS, JR.

Nearly everyone in the world of golf course development knows of projects that were delayed or completely abandoned when permitting procedures hit a brick wall. Development work requires a lot of interaction with regulatory officials at all levels federal, state and local. A developer who tackles the process the right way can save a great deal of time and money and avoid a lot of headaches.

The following strategies can be useful in several key areas: determining which permits are required for your project, and figuring out how to apply for and acquire them while meeting your budget and your construction schedule.

TAKING THE INITIATIVE

Your first step—and this is critical—is establishing a person at each agency to serve as your point of contact. Your contact will be the one you call whenever you have a question. He or she will be the one on the receiving end of all your permit-application paperwork. Ideally, you want someone with decision-making authority.

As soon as a course architect is selected, begin calling each agency. You want to introduce yourself and also provide background on the project, including your prospective timetables. In that first call, you can also ask what other agencies you need to deal with. Try to get specific names of officials you can talk with.

Regulatory agencies can provide valuable information. For starters, they know which permits are required from agencies other than themselves, because they deal with them regularly. Consulting with these officials will go a long way in insuring you have covered your bases. It will also help establish a positive rapport all around.

CORPS OF ENGINEERS

Most often, the first agency to contact is the regulatory branch of the Corps of Engineers (COE) in your area. It is almost a given you will need to speak to them sooner or later, so you might as well give them the impression you are proactive.

By taking the initiative, you show that you're not attempting to duck any issues. This may sound like putting your hand in a wasp nest, but it's best to find out up front what permits and accompanying fees will be required. This will help you with budgets, schedules and design.

As the construction documents evolve, consult with your contacts

on the environmental issues that may be effected by the course's design. Elements that alter, create or move lakes, creeks, streams and wetland areas should be discussed with your contacts as soon as possible. The course architect will have a sense for the regulatory ramifications of the design, but it's best to be able to pick up the phone and get at least a preliminary "read" on regulators' concerns.

If they raise a legitimate issue about some specific aspect of your plan, you can make alterations and address those concerns before you even apply for your permit. When you ask a question, it is important to communicate as specifically as possible what your intentions are. A great way to do this is to make a copy of architectural or engineering documents, and fax them over to the regulators for an early review.

When you do that, you effectively cut the permit acquisition

process. The regulators will have a sense of what's coming, and you'll have a sense for what they will and won't approve. The alternative is to complete construction documents,

then apply for the permit, wait through a review period and then find out your application has been denied. Now, after wasting all that time and money, you are back to square one.

Also, keep in mind that review periods are often based on the scale of the activity. For example, the review period for a 404 for wetland mitigation is determined by the acreage you will be reclaiming. If you can stay under the one-third acre threshold you can cut the review time substantially.

KEEP CHANNELS OPEN

Another mistake is assuming that regulatory agencies talk to one another about your plan. Although they have a feel for the kind of permits each agency requires, regulatory agencies do not talk to one another about projects. It is the developer's responsibility to insure that all permits are in place and everyone is kept in the loop.

You might obtain the required permit from the Corps of Engineers and assume that you're good to go. Then, one day, an official from the state or county shows up and knows nothing of your project. The developer/owner is shocked that the COE did not notify everyone of what was going on.

Try to see things through the eyes of the regulator. Generally

Continued on page 26

Summerton shares successful techniques for streambank restoration

By ANDREW OVERBECK

NEWPORT, N.H. — Unsatisfied with the results of standard rip-rap rock installations to control streambank erosion, superintendent Gary Summerton at John H. Cain Golf Club here has worked to find a more natural solution to rebuild eroded stream banks. Summerton, along with landscape architect John Sullivan, has used a streambank restoration process on some areas at John H. Cain, and this summer completed a job at neighboring Twin Lake Villa Golf Course.

At John H. Cain, 12 holes sit on a flood plain and the course faces a yearly assault from the south branch of the Sugar River, which regularly overflows its banks. "In 1995 and 1996, they had seven 100-year storms that caused a lot of damage," said Summerton. "Major damage occurred in

areas that were cleared for holes crossing the river and where the bridges were put in."

In fact, the streambank erosion altered the layout of the 18th hole. The river carved a new channel that bisected the approach to the 18th green, and after two attempts to fill it in failed, the hole had to be redesigned.

When Summerton came on board in 1997, he put in more than 1,200 feet of rip-rap along the new channel on the 18th hole. "It worked well," he said. "But it was causing problems because it deflected the force of the water downstream. So I began to seek other alternatives."

In 1998, Summerton teamed up with

Sullivan to restore 200 feet of streambank along the 10th hole, where erosion was threatening the cart path.

"We first put in a rock sock at the toe of the

Continued on next page



The stream bank restoration project unfolds along the 10th hole.

Kubly, Marsh

Continued from previous page

OLD SILO

At Old Silo, Marsh and Kubly worked a land deal with Sterling Development, which is handling the residential portion of the project. The two built the course and will operate and manage it.

Old Silo, which cost approximately \$4.2 million to build, sits on 200 acres of gently rolling pasture land. The course plays from four different sets of tees and measures 6,977 yards from the tips.

"We wanted to build a first-class facility," said Marsh. "We agonized over this course. It was a difficult piece of property. There are lots of rolling hills but not much space between them."

"There were only certain places we could go with the course," he said. "But we moved only 350,000 cubic yards of earth."

Kubly and his crew also had to do a large amount of rock blasting to make certain holes work.

"A lot of people would have given up on the 9th hole," said Kubly. "We spent a lot of money on dynamite, but we decided to make it right."

The layout's namesake resides on the 16th hole, a 432-yard par 4 featuring an old farm silo that guards the left side of the fairway.

Marsh's favorite spots on the course are the elevated 6th and 7th tees, which afford outstanding views of the course and surrounding countryside.

WILD MARSH

In addition to Old Silo, the two are also co-owners of Wild Marsh Golf Club in Buffalo, Minn.

"Wild Marsh, which was formerly called Buffalo Run, had been designed and built by the owners and was experiencing problems because of the layout and the difficulty of the course," said Jenkins. "We bought it from the creditors and decided to invest in the course and turn it into a good deal." The Graham Marsh redesigned course opened June 12.

Going forward, Marsh and Kubly are working on a potential deal to build a course in South Dakota, and Jenkins said there are five other projects that Landscapes Unlimited has under development.

"Ownership is a pretty good compliment to construction. Our plan is to do several of these a year. In general, these will be new construction in residential development where we have an agreement with the developer who is doing the housing component. We will take on the responsibility to finance, build and operate the course," said Jenkins. "Our core business is golf course construction, but this is getting to be an integral part of our business." ■

Streambank restoration

Continued from previous page

slope and then put down two layers of coco fiber. After that we put in rolls containing wetland plants such as irises, sedges, dogwoods, pussy willows and viburnums. This was all tied in and then hammered into the bank," said Summerton. "The advantage, once the plants have been established, is that

when destructive forces come through, the plant material is there to absorb the force of the water instead of deflecting it elsewhere."

The project, which was approximately 70 percent hand work, cost \$10,000, about the same amount as a rip-rap installation, according to Summerton. "It also looks a lot better," he

said. "It has been two years, and it looks like a native streambank. Over on the 18th, the rip-rap is just starting to fill in with plants."

The permitting process was also faster, taking just two months to get approval for the work on the 10th hole, as opposed to the six to eight months that it took to get approval for the work on the 18th hole.

The area has been tested sev-

eral times since it was rebuilt, and Summerton hopes to restore 3,000 to 4,000 more feet of streambank on the course in the next three to five years.

As a result of the successful restoration at John H. Cain Golf Course, Summerton and Sullivan were approached this summer to do similar work at Twin Lake Villa Golf Course, a 9-hole executive layout, in New London. ■

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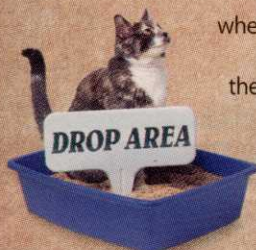
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Permits

Continued from page 24

speaking, permits are required to preserve the environment, conserve wetlands or prevent erosion during construction. When you can cast your project in the best light, your application stands a better chance of winning approval.

For example, my current project has a creek that required some aesthetic enhancement. If the re-

quest to alter the creek had been exclusively for aesthetic reasons, the COE might have rejected our application for the 404, and the West Virginia Department of Natural Resources might have been less likely to issue the "right of entry" required for the activity.

When you apply for a permit, try to think of the positive effect the activity will have on the environment. In this case, the creek was an eyesore. All the undercut-

ting of the creek's edge during times of high flow created a substantial erosion problem—it was filling the wetlands and a downstream the lake. In this case, permits were acquired to reshape the bank, soften its edge and grass it. This benefited everyone.

PROVIDE MAPS AND PICTURES

When filling out the applications, be descriptive and precise. Do not bombard them with every tiny detail, but remember that the

individuals reviewing the information have no knowledge of your project at all.

Keep in mind, also, that a picture is worth a thousand words. Maps showing the location and the activity are key. Even if it's not required, mapping should be included with the permit application. Your golf course architect can be a great help in assembling this information.

Whenever possible, a map

should be submitted on an 8.5 by 11 sheet of paper, a format that can easily be filed, copied and faxed to other officials. Some plans may need to be on larger sheets. In that case, call your contact to find out how many copies are needed. Every map should include the following: date of application; scale; north arrow; purpose of the activity; location of the activity (such as the lake or stream effected); and of course your name, address and phone number.

Your application should always include engineering drawings of the activity, if you have them, especially when building bridges or mitigating wetlands. An engineer's seal goes a long way in helping agencies approve activities. Having a professional put his reputation and liability on the line gives officials a level of comfort.

THE PAPERWORK TRAIL

Hang on to all your documentation, regardless of how far along you are with your project. Keep it neat and organized and have additional copies of all correspondences, applications and their accompanying information on the construction site at all times.

It is usually a requirement to have the permits on site during construction, but having all your applications and related correspondence may clear up a question or keep you out of hot water. The need for documentation cannot be stressed enough. Verbal permission may not hold water six months or even a day later. It is best to get approval or permission in writing from the particular agency—on their letterhead—even if it's just an e-mail message.

If a regulator refuses to send you written confirmation, write one to him or her, and copy your architect, your contractor and, when applicable, other regulatory agencies as well. In your letter include date of the conversation and what permission was given. Be very specific in your letter. You may never get a response, but at least you'll have the date of your conversation, the name of the official you talked to, and the level of clearance you received.

WHEN DESIGN CHANGES OCCUR

As the design of the golf course evolves, changes are almost inevitable. If the change involves alterations to surface water areas, such as wetlands, creeks, ponds or lakes, you definitely need to check with your contacts to see if additional permits are needed.

It never hurts to ask. Do not sacrifice what could be a great feature on the course for fear of making a phone call. Your taxes pay the salaries of these experts, so consulting with them will not cost you a dime. ■

Greg Phillips is project agronomist on McCabe Henley Durbin's Stonewall Jackson Lake State Park project in West Virginia.

GOLF COURSE NEWS

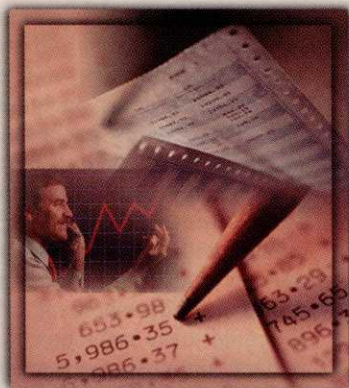


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HOW TO READ YOUR COURSE.



BRIEFS

KEMPERSPORTS PROMOTES ABELL

NORTHBROOK, Ill. — Kemper Sports Management has announced that Scott Abell, former Kemper Sports regional marketing manager, has been promoted to director, business development. Abell will focus primarily on all new management and acquisition deals for the East Coast region, including the Northeast, Mid-Atlantic and Southeast. He will continue to work out of Ijamsville, Md., although his office will move down the road to Whiskey Creek Golf Club, Kemper Sports' new Ernie Els layout that opened earlier this year.



Scott Abell

CHESHIRE TAKES OVER AT MEMPHIS NAT'L

MEMPHIS, Tenn. — Memphis National Golf Club, managed by Arnold Palmer Golf Management, has named Jon Cheshire as its general manager. Cheshire joins the 36-hole private club from Tan Tara Golf Club, an 18-hole Arnold Palmer managed club in western New York. In the midst of a multi-phase upgrade, Memphis National recently refurbished its former South Course — now known as the Champions Course — by adding 18 all-new Bermudagrass greens.

TSC GOLF HIRES BRANKEL

MYRTLE BEACH, S.C. — TSC Golf Inc. has hired Cheryl Brankel as the head golf professional of Myrtle West Golf Club. Brankel is a LPGA teaching and golf professional and is a member of the PGA of America. Previously, she was head professional at Skyland Pines Golf Club in Canton, Ohio.

KSL NAMES SUGGS

LA QUINTA, Calif. — KSL Recreation Corp. has promoted Sarah Suggs to director of corporate communications. Prior to joining KSL Suggs was executive director for the National Women's Hall of Fame and also served in senior management positions for La Costa Resort and Spa in Carlsbad, Calif. and the Arizona Biltmore in Phoenix.

Platinum Golf Properties enters course management fray

By JAY FINEGAN

FOUNTAIN HILLS, Ariz. — Managers from The Golf Club at Eagle Mountain and Augusta Ranch Golf Club have formed a new course management company, Platinum Golf Properties LLC, headquartered here in suburban Phoenix.

The three principals — Jay Pennypacker, Kevin Smith and Tracy Herbst — have 40 years of combined experience in the golf industry. They start with two courses: Eagle Mountain, here in Fountain Hills, and Augusta Ranch, in Mesa, Ariz. The new partners are actively searching for daily-fee facilities to add to their portfolio.

Financial support is being provided by Communities Southwest, developers of Eagle Mountain and Augusta Ranch.

As director of golf operations and acquisitions, Pennypacker is in charge of

daily operations for Platinum's existing facilities. He also will evaluate the opportunities for adding new courses to the portfolio.

A class A member of the PGA and di-



The Golf Club at Eagle Mountain in Fountain Hills, Ariz.

rector of golf for Eagle Mountain and Augusta Ranch since 1999, Pennypacker was a member of the University of Arizona's NCAA championship team in 1992. "We're excited about expanding our portfolio, utilizing the systems and atten-

tion to detail that have proven successful at both facilities," he said.

Kevin Smith, CGCS, serves as director of agronomic services and construction. He'll take charge of new course construction and course maintenance practices. A graduate of Michigan State's turfgrass management program, Smith is a strong proponent of environmentally conscious management. He is currently president

of the Cactus & Pine Golf Course Superintendents Association of Arizona.

As director of marketing and business development, Tracy Herbst will take charge of all marketing functions at each Platinum property. She also will explore acquisition targets. Additionally, she is responsible for developing the company's brand identity.

A marketing graduate of the University of Oregon, Herbst logged time in advertising sales for national golf publications before joining the crew at Eagle Mountain in 1996, when the club opened. She will use her

Continued on page 29

Heritage Golf Group picking up steam

By ANDREW OVERBECK

SAN DIEGO — Bob Husband's Heritage Golf Group, which was launched last November, is starting to pick up steam. In addition to its acquisition of Talega Golf Club in San Clemente, Calif., the company has appointed former Bank of America executive Don Rhodes to the post of executive vice president, finance. The company also owns and operates Polo Golf and Country Club in northern Atlanta.

After a slower than expected start in 2000, the company is looking to add more courses before the end of the year. "It takes a couple of months to get your feet wet," said Husband, who was the mastermind behind Cobblestone Golf Group, which he sold to Meditrust in 1998. "We have a lot of properties under contract. We will close on another soon and should have five to six courses total by the end of the year."

The hiring of Rhodes, said Husband, will be instrumental in growing the company. "We needed someone on the finance side of the business," he said. "His experience will not only help us access the capital markets and get

the best financing, but his golf background will be an asset to us when we are trying to source deals."

HIGH-END CLUBS

Going forward, Husband's strategy will be to go after high-end golf properties. "There is less price sensitivity in the high-end markets," he said. "My experience has been that the more



Heritage Golf Group's first acquisition: Polo G&CC in Atlanta

money we put into the club and the more responsive we are to membership desires, the more money we make."

Polo Golf and Country Club is a private facility and the Brian Curley/Fred Couples-designed Talega Golf Club which opens in January will be a high-end daily fee course.

In order to improve profit margins,

Continued on page 29

Delta Hotels signs management pact with ClubLink

By JAY FINEGAN

KING CITY, Ontario — Under a wide-ranging agreement between ClubLink Corp. and Delta Hotels, Delta will manage ClubLink's four golf resorts in the Muskoka region north of Toronto. The two parties also have agreed for Delta Hotels to build a 250-room hotel and conference center at ClubLink's prestigious Glen Abbey Golf Club in Oakville, Ontario.



John Johnston

In addition, Delta Hotels has purchased a two-year option to acquire the conference center site at ClubLink's 54-hole Rolling Hills Golf Club in Markham, Ontario. Moreover, the arrangement includes a reciprocal marketing arrangement offering Delta Hotel guests preferred access to ClubLink's daily-fee golf courses in Ontario and Quebec. It also provides ClubLink with additional marketing opportunities.

John Johnston, president of Delta Hotels, said it was clear from the early negotiations that "there was a synergy and a compatibility between our two companies, and it's very clear to us that Delta's guests are going to benefit significantly from this partnership."

Delta, headquartered in Toronto, is the largest first-class hotel company in

Continued on next page

SCHAUMBURG, Ill. — In response to the burgeoning popularity of golf and the growing diversity of golf club products, the enterprise risk business unit of Zurich U.S. has introduced a comprehensive insurance program for private and public golf courses.

The new offering from Zurich U.S., a leading commercial property and casualty insurance company, provides property, general liability, workers compensation,

Zurich U.S. launches new golf insurance product

auto and umbrella coverages. Additional enhancements include the sometimes hard-to-find directors and officers liability insurance, environmental protection for courses with underground tanks or built on landfills, and coverage related to pollution, liquor and employment issues.

"Golf is now being played by

26.4 million Americans on 16,365 golf courses across the country," said Sonjia O'Neill, services segment manager for the enterprise risk unit of Zurich U.S.

The new program is designed for public and private 18-hole clubs with green fees of at least \$45. It will be offered initially in 37 states. Policies are underwritten by

Zurich American Insurance Co. or other members of Zurich U.S.

"When we analyzed the risk and exposures of operating a golf club, and studied what was available in terms of coverage, it became clear that it was time to update the traditional insurance plan for today's golf course," O'Neill said. "Not only do we want to offer more

comprehensive coverage, we also needed to bring to our golf course policies the innovative services we use in other areas, including a paperless claims process and round the clock claims reporting.

"Most important," she added, "our clients were generous enough with their time to review our new products at various stages during their development so that we could make refinements that really fit our customers' needs."

Delta, Clublink

Continued from previous page

Canada. A wholly owned subsidiary of Canadian Pacific Hotels & Resorts Inc., it operates more than 30 hotels from coast to coast — city-center, airport and resort properties.

With 30 courses in its portfolio, ClubLink is Canada's largest owner, operator and developer of high-quality private golf clubs, daily-fee clubs and resorts that feature golf as their key amenity.

ACTION AT GLEN ABBEY

The new hotel at Glen Abbey will cater primarily to corporate and leisure markets, with an emphasis on events that feature golf as one of the attractions. Plans call it to be built in what is currently the main parking lot. The property will also feature approximately 12,000 square feet of meeting space.

"The development of a hotel and conference center at Glen Abbey will make it more attractive to the corporate market and the travelling golfer," said Bruce Simmonds, ClubLink president and CEO.

Delta Hotels' Johnston said the construction costs will be in the \$50-million range.

Delta expects to break ground in late 2001 and open the hotel in the spring of 2003.

Starting January 1, Delta will also assume the management of ClubLink's four properties in the Muskoka region. The four are The Resort Villas at The Lake Joseph Club, Sherwood Inn, Grandview Inn and Rocky Crest Golf Resort.

The management contract is for 15 years, with provisions for renewals.

Meanwhile, course construction is primed to accelerate at the Muskoka properties.

Both the Lake Joseph Club and Rocky Crest already feature Thomas McBroom-designed 18-hole golf courses, and land has been acquired for a second regulation layout at Rocky Crest. A Mark O'Meara course under construction at the Grandview Inn is scheduled to open for play in May of 2001. A second 18-hole course co-designed by Nancy Lopez and Curtis Strange is scheduled to commence construction in the fall of 2001 as part of the 45-hole Grandview Golf Club. ■

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

Heritage Golf

Continued from page 27

the company is immediately looking to acquire more courses in southern California and Atlanta. "We are very big on owning more than one property in a particular market, because it helps with economies of scale," Husband said.

For the most part Heritage Golf will buy developer-owned

golf properties, but Husband does not rule out getting involved in construction projects. "We will also do some projects where we will actually build the golf course. In fact, we are talking about doing a joint venture right now," he said. "But that will be a small part of our business."

While going after the high-end market is Husband's first priority, he also has an interest in owning middle- to low-end golf

properties, although it would be done under a different name. "We will just do high-end golf under the Heritage name," he said. "But the people that start at the lower-end courses are the ones that support you in the higher-end products. We want to be involved with that because it is such a huge group of golfers and they have a high participation rate."

UNDERSERVED MARKETS

Looking to exceed the number of courses the group acquired this year, Husband will be targeting what he calls "underserved" markets.

"There are a lot of courses that are being built, but not a lot are being built in areas that really need them," he said. "For example, in Los Ange-

les, you could build 25 courses and never touch the demand for high-end daily fee. The North and Northeast are other good spots for golf communities because there are more people who have roots in those areas and will continue to live there because they want to stay close to family."



Bob Husband

However, overserved markets can still present opportunities, according to Husband. "In some golf communities in overserved markets, you can still be successful. You have a built-in market because people have chosen to live and play golf there," he said.

While he admits that Heritage Golf is one of the few buyers in the market right now, Husband said good deals still exist. "I won't say these are the lowest prices we have ever seen, but they are still very good. We have been thrilled with some of the properties we have been able to get," he said. ■

Platinum

Continued from page 27

advertising, promotional and public relations background to give each Platinum property a strong customer base and positive public image.

COMPREHENSIVE SERVICES

Platinum plans to provide a complete slate of management services. Its pre-opening offerings include supervision of golf course construction and clubhouse construction. It also will handle lease and purchasing negotiations for maintenance equipment and golf carts, along with talent recruitment, employee training, retail operation and marketing.

"We'll help our clubs establish a brand image," Herbst said. As director of marketing, she also will create plans involving public relations, advertising and sales. Monthly reports on the progress of marketing programs will be provided to clients.

On the daily-services side, Platinum will provide comprehensive management of all club operations, including golf, golf course maintenance, food and beverage, marketing and retail. It will handle all hiring and training, budgeting, strategic planning and performance reviews.

The fledgling firm has set the bar high with regard to its operating standards and philosophy. It promises to present and maintain all facilities as "new every day." It also hopes to train all staff members, from maintenance to management, using a "raving fans" standard of customer service.

It appears to be off to a solid start with The Golf Club at Eagle Mountain, a 6,755-yard, par-71 layout designed by Scott Miller. ■

Herbicide	Croftgrass	Goosegrass	Foxtail	Pea Annua	Oxalis	Spurge	Henbit	Chickweed
PENDULUM	H	H	H	M	H	M	H	H
BARRICADE ^a	H	M	M	M	MH	M	H	H
DIMENSION ^b	H	M	H	M	H	M	M	M
TEAM ^c	H	M	M	M	M	M	NR	NR
RONSTAR ^d	M	H	NR	M	M	NR	NR	NR
SURFLAN ^e	H	H	H	M	MH	M	H	H
Level of control	Medium	Medium-High	High	Not Registered				

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BASF

Golfer wins settlement

Continued from page 1

or work. Surgeons had to remove part of his brain, severely impairing his ability to perform intellectual and physical activities.

Gerard Dumont, Lansdowne's general manager, said he was "deeply sympathetic" to Tobin's

medical condition, but he insisted the course was not at fault. "We firmly believe the practice facility and golf course were safe in 1998 and remain so today," he said in a statement released by the club.

But as the case was unfolding before a federal jury here in U.S. District Court, Lansdowne's insurance carriers, CNA and Royal SunAlliance, made the decision to settle. Lansdowne's attorney,

Steven Bancroft, could not be reached for comment.

Lansdowne is under management by Benchmark Hospitality Inc., of Houston. Calls to Benchmark were not returned.

FREAK ACCIDENT

The plaintiff's case centered on the proximity of the driving range to the practice green.

"The distance between the tee box on the range and the green

was anywhere from 130 to 160 yards," said attorney Gary Mims, of the firm Snead & Mims, which brought the lawsuit. "The green was directly on the side. It would have been a good place to put a bunker if you had a slight dogleg to the right. If you were hitting a long iron from the right side of the range and left your club face open, then the putting green is where the ball would not unlikely go."

According to Mims, the blow to his client's neck damaged an artery so severely that the flow of blood was affected. "It reached a point where it closed off and a clot was thrown, which caused a major stroke," he said.

The freak incident occurred on April 20, 1998, when Tobin was practicing his putting with some of his customers before a charity tournament. Suddenly, according to Mims, an errant golf ball from the driving range flew over a berm and struck him on the left side of his neck. "It felt like somebody hit me with a baseball bat," Tobin told the jury. "But I didn't pass out."

In fact, he went on to play 18 holes that day. Weeks later, suffering from headaches, he went to a doctor who diagnosed him as suffering from "caffeine abuse." But in July 1998, as his condition deteriorated, he went to an emergency room. Doctors determined that the golf ball strike 11 weeks earlier had caused major trauma to an artery, leading to the stroke.

"Jim Tobin had no reason to be a candidate for a stroke," Mims said. "He had no hypertension, his arteries were clean and he was a good athlete who had played basketball and tennis in college. The opposing side argued that the stroke was due to natural causes, but they couldn't explain why."

RISKY CONDITION

The Lansdowne course was designed by Robert Trent Jones Jr., but Jones was not named as a defendant, nor was his construction company, which built the course. "Our allegation in this case really wasn't the design," Mims said. "We argued that once management realized this condition existed, they should have done something about it."

Mims and his law partner, William O. Snead III, argued that management was aware of the hazard.

"We found a golf pro at Hilton Head [William Bratton Steele Chandler III] who had been the pro at Lansdowne in 1996," Mims said. "In deposition, he said he had recognized this danger. He brought it up to the powers that be at Lansdowne, that this was a situation that should be looked into. It would have been easy to fix. You could have put up a net, or moved the green back, or prohibited the use of them simultaneously. The pro said he couldn't explain why management failed to act."

"It's a matter of what they [management] considered likely to happen, and a risk that they found acceptable," Mims added. "Our position was that you take that risk, but Jim Tobin shouldn't pay for it. For less than \$10,000 for a net, the whole thing could

Golf Course Loans closed in the First Quarter, 2000

\$5,250,000

First Mortgage

Bristow Manor
Bristow, VA

Refinancing of an 18-hole daily fee course in suburban Washington D.C.

\$4,000,000

First Mortgage

St. James GC
Port St. Lucie, FL

Financing of a new 18-hole daily fee course in south Florida.

\$2,000,000

First Mortgage

Fairway Oaks CC
Abilene, TX

Refinancing of a private 18-hole non-equity country club.

\$5,125,000

First Mortgage

Glade Valley GC
Walkersville, MD

Acquisition of an 18-hole daily fee course in northern Maryland.

\$10,100,000

First Mortgage & Mezzanine Loan

Middle Island CC
Long Island, NY

Acquisition of an 18-hole daily fee facility east of New York City in Brookhaven, Long Island.

Bank of America



Golf & Marina Finance

\$14,000,000

First Mortgage

Hidden Creek CC
Reston, VA

Increase and extension of an existing loan to an 18-hole private country club in suburban Washington D.C.

\$2,400,000

First Mortgage

Four Seasons GC
Wilkes-Barre, PA

Acquisition of an 18-hole daily fee course in northeastern Pennsylvania.

\$7,200,000

First Mortgage

Polo Golf & CC
Atlanta, GA

Acquisition of an 18-hole private non-equity country club in suburban Atlanta.

\$1,500,000

First Mortgage

Golf Club of West Virginia
Parkersburg, WV

Refinancing of an 18-hole daily fee course in suburban Parkersburg.

\$4,150,000

First Mortgage

Bear Creek GC
Westminster, MD

Acquisition of an 18-hole daily fee course in northern Maryland.

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Steve Sparks
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steven.sparks@bankofamerica.com



BRIEFS

MILORGANITE NAMES SPENCE

MILWAUKEE — Milorganite has named Jeff Spence director of marketing. In his new role, Spence will oversee all sales, marketing and packaging operations for Milorganite. He will also coordinate advertising and communications plans, manage the agronomic research program and explore new product development.



Jeff Spence

VERMEER APPOINTS METCALF

PELLA, Iowa — Vermeer Manufacturing Co. has appointed Brian Metcalf to vice president, sales and marketing. In this new position, he will be responsible for strategic and operational sales and marketing functions worldwide. Previously, Metcalf was director of dealer sales and support.



Brian Metcalf

MUETZEL NOW YAMAHA CONSULTANT

NEWNAN, Ga. — Yamaha Golf Cars has contracted with Mike Muetzel's new company, Mx Marketing, to become a marketing consultant for the golf car manufacturer. The agreement between Yamaha and Muetzel will include him serving as Yamaha's industry spokesperson, working with the company's internal sales staff, coordinating the PGA Show and other expo efforts and overseeing the National Golf Course Owners Association (NGCOA) and Canadian NGCO partnerships.



Mike Muetzel

FAHNING JOINS HUNTER GOLF

SAN MARCOS, Calif. — Hunter Golf has appointed Jon Fahning to the post of district sales manager for the Southwestern United States. He will be responsible for sales, service and marketing activities in Arizona, New Mexico, southern California, and southern Nevada. Fahning will work directly with the local Hunter Golf distributor, Ewing Irrigation Products.

Carl M. Freeman launches e-commerce venture

By ANDREW OVERBECK

POTOMAC, Md. — Following its investment in tee time provider Teetimes.com, Carl M. Freeman Associates has launched Carl M. Freeman Golf Solutions (CMF Golf Solutions), a company focused on developing Internet-based golf course management technology.

While the company is entering a market that is rife with competition, CMF Golf Solutions has taken a different approach to e-commerce by serving the needs of the golfer, the golf course, and manufacturers and distributors. The key to setting its venture apart, according to Danny Stovall, chief executive officer of the company, is its 40 percent stake in Teetimes.com that gives CMF Golf Solutions management and board control over the company.

"We are going to merge the two compa-

nies to form one end-to-end service provider for the golf course industry," he said. "Teetimes.com is on 120 courses in the Mid-Atlantic states and that is just the beginning of our network into the golf course. Our focus is actually more on the golf course than it is on the golfer, but Teetimes.com is a way to gain entry to golf courses.

"We are working on the development business-to-business exchange that will allow golf course pro shops and maintenance facilities to interact with manufacturers and distributors," said Stovall. "Right now we are developing the tee times management and yield management software."

CMF Golf Solutions has partnered with Cambridge-based C-Bridge, an integrator of strategies and technology, to build the server network necessary to power the system. The company is now working

on beta testing at four courses and will roll out the course management services by the end of the year.

The challenge for CMF Golf Solutions will be signing on vendors. "The whole industry is in turmoil because companies don't know which Internet system to latch on to," said Stovall.

However, Stovall believes that Teetimes.com will give the company the traction it needs to gain credibility with manufacturers. "Already having a system in place gives us a network we can build from," he said.

To this point, CMF Golf Solutions has been funded internally, but Stovall expects that as the scope and reach of the company expands, outside investors will be needed.

COMPETITION AND CONSOLIDATION

However unique and broad-reaching CMF Golf Solutions' e-commerce strategy is, the company faces stiff competition in a marketplace that is full to the

Continued on page 33

Redexim BV purchases Pro-Seed, expands product offering

By ANDREW OVERBECK

PITTSTON TOWNSHIP, Pa. — Redexim BV has acquired Shropshire, England-based Pro-Seed Equipment, Ltd., a manufacturer of seeders, core collectors and other equipment. The financial terms of the agreement were not disclosed.

Redexim BV based in Zeist, Holland will distribute Pro-Seed products through Redexim Charterhouse, its North American organization based here. The acquisition is part of the group's strategy to grow by expanding its focus in niche markets within the turf industry. The company currently

markets the Verti-Drain, Verti-Seed, Rapidcore and Turf Tidy as well as the turf series Carraro tractors.

"Since we set things up over here we have quadrupled sales and now we are increasing the product range," said Philip Threadgold, executive vice president of Redexim Charterhouse.

Threadgold said that the company will distribute the Pro-Seed line through both its network of 47 distributors and through Pro-Seed's existing North American distributors. "We will be meeting with Pro-Seed's current distributors and we hope to continue those agreements wherever possible," he said.



Philip Threadgold (left), executive vice president of Redexim Charterhouse, Ken Knowles, managing director of Pro-Seed, and Geoffrey Burgess, group director of Redexim BV

The Pro-Seed products, including the new PS48 seeder/top dresser and CC30 core collector, will be distributed through Redexim Charterhouse's ware-

Continued on next page



BULL'S EYE GOES SOUTH OF THE BORDER

LOS CABOS, Mexico — West Coast Turf has installed 60 acres of Bull's-Eye Bermudagrass here at Querencia Golf Club in Baja California. Bull's Eye, which was introduced by the company in 1999, was used on both the fairways and the roughs at Querencia. To accomplish the installation, West Coast Turf harvested, shipped and laid one and a half acres of sod per day. The delivery and installation of 136 truckloads of sod took six months. The course, which was designed by Fazio Golf Course Designers, opened this month.

Eco Soil reorganizes turf business unit

RANCHO BERNARDO, Calif. — Following the sale of its Turf Partners division to JR Simplot Co., Eco Soil Systems Inc. has announced management additions and reorganization of its Turf Business Unit.

"We are in the process of reorganizing our Turf Business Unit with the addition of key management personnel," said William B. Adams, Eco Soil chairman and chief executive officer. "These additions will enhance the sale of our proprietary turf products, which include our line of FreshPack products and our BioJect system, as well as a complete line of specialty products that were exclusively developed, formulated and brought to market by Eco Soil Systems through its Turf Partners operation."

The new unit will support Simplot Partners' sales and distribution efforts in the territories in which they have exclusive rights to Eco Soil products, according to Adams. "That unit will also expand our coverage in the turf industry through di-

Continued on next page

HAYWARD, Calif. — In a move to continue to build its Internet-based technology platform, Golfsat has partnered with e-commerce solutions integrator, eFORCE, to build an online member support system.

The company's enterprise customer relationship management (eCRM) solution will enable Golfsat to manage customer relationships at a one-to-one level

Golfsat teams with eFORCE

and to provide technical support for the Golfsat-distributed personal computers and online software applications.

"In support of our mission to be a virtual community for golf course superintendents, we needed a means to identify and respond in real time to customer expectations," said Lori

Tonelli, vice president of member services for Golfsat. The eCRM solution records all customer queries and is capable of an escalated response to multiple levels of technical support when problems cannot be solved within the member services department.

Additionally, Golfsat has ex-

panded its Web site to include capabilities that allow for the look-up, purchase and delivery of golf maintenance products and equipment items from a network of industry manufacturers and suppliers.



Redexim buys Pro-Seed

Continued from previous page

house facilities in Pittston Township that also provides service and parts support.

For now there are no plans to move any manufacturing to the United States. "We will continue to import all the products to the



The Pro-Seed Core Collector is now part of Redexim Charterhouse's product line

warehouse facility," Threadgold said. "We are always looking for and talking to manufacturers but at the moment the sales volume is not sufficient to achieve economies of scale. But it is a possibility for the future."

In the meantime, the company will continue to grow the product line and add new products. "We are going to grow the company through our own development department in Holland which is working on new products and concepts," said Threadgold. "But we will stick with turf cultivation and maintenance products." ■



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Eco Soil

Continued from previous page

rect sales and distribution, so that Eco Soil Systems' products will reach the entire U.S. marketplace," he said.

Jim Turner will be joining the Eco Soil Turf Business Unit as vice president, sales and marketing, Turf Division, and Steve Sears has been named vice president, procurement and product development.

"The addition of Jim Turner and Steve Sears brings the organization additional strength and experience," said Adams. "They, along with Dr. Sowmyo Mitra, who heads up the biological product development effort, will be responsible for reorganizing our turf business at Eco Soil, including development of a new name and identity for the division. As part of the reorganization, the turf product lines are being repackaged and renamed to better build brand awareness and distribution." ■

BASF rolls out specialty products division

Continued from page 1

to form the new division.

"Further, BASF will be bringing on 15 new products to the market in the next five years," he continued. "With all of those new molecules coming in and with the existing American Cyanamid business, we needed a focused staff in that area."

PRODUCT LINES

Since July, Baxter and BASFspd have been working with BASF's TopPro subsidiary to determine which products each division will handle. As a general rule, BASFspd will concentrate on marketing, developing and selling proprietary branded products while TopPro will market more generic or commodity-type products. For example, TopPro markets and sells the fungicide Curalan but also sells it to LESCO, which sells it under the Touche brand name.

Among the products that BASFspd will market are: the herbicides Pendulum, Image, Drive 75DF and the soil fumigant Basamid.

The company is also in the process of developing two new *strobilurin* fungicides, Insignia and Honor. Insignia has been identified as a reduced-risk candidate by the Environmental Protection Agency and is currently under review. Honor is still undergoing university testing.

"Insignia is a broad-spectrum fungicide and will control brown patch, gray leaf spot and snow mold," said Baxter. "Honor will control brown patch, summer patch, snow mold and has shown activity on dollar spot."

MACH 2

The only other product that is still up in the air is MACH 2, the

popular insecticide that was developed jointly by American Cyanamid and Rohm and Haas Co. RohMid LLC is still negotiating with BASF on whether it will form a joint venture with BASF or decide to go it alone. For the moment, RohMid is operating as usual, with both the RohMid and BASF sales forces selling

the product.

GOING FORWARD

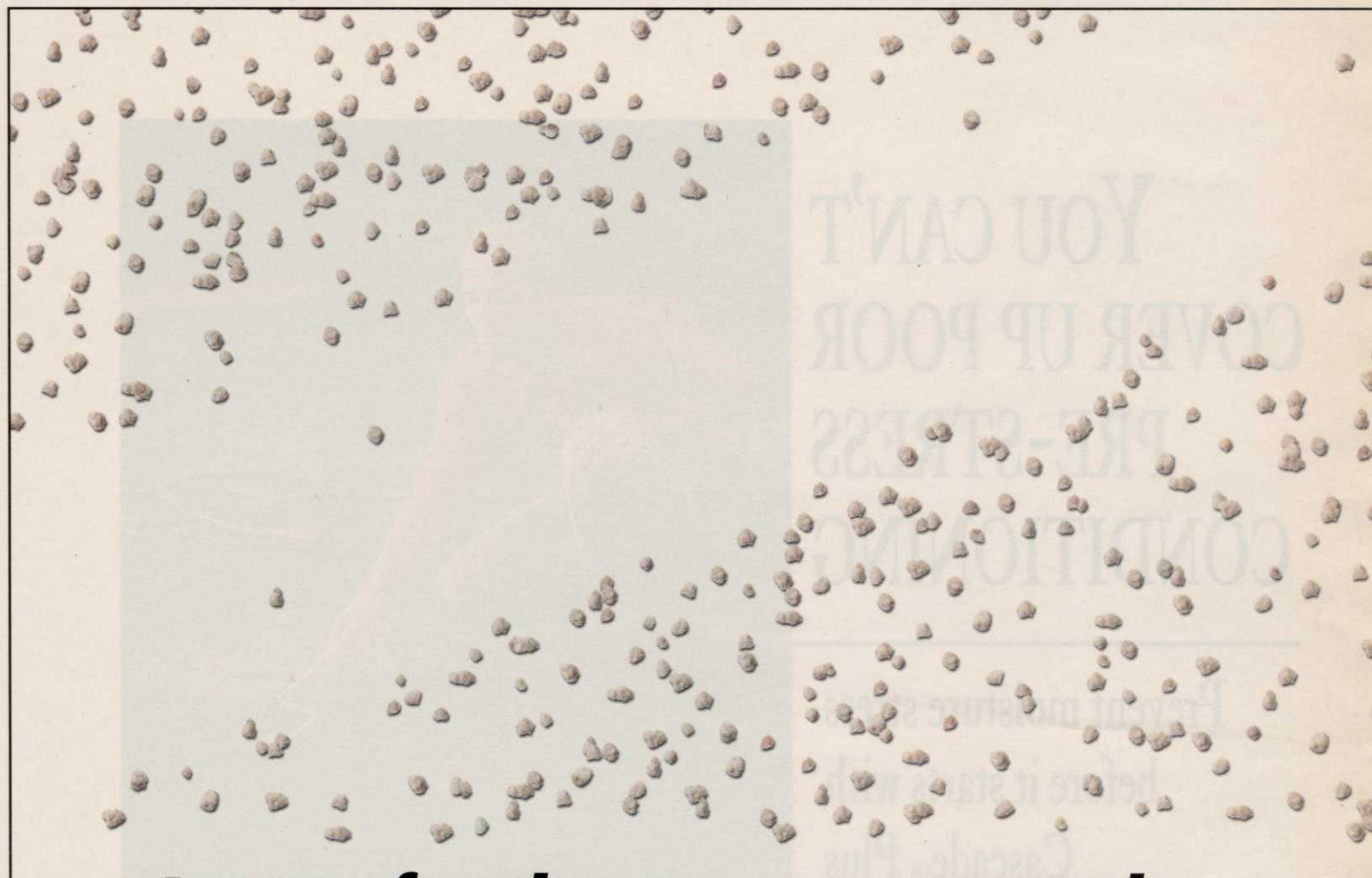
BASFspd launched Oct. 1 and began rolling out its fall program and pre-emergent herbicide products. Baxter's management team consists of William Strickland, marketing manager; Derrick Miller, communications manager; John Thomas, national

sales manager; and Rich Kalik, national accounts manager. The team will be backed in the field by seven regional turf specialists and one Basamid specialist.

Baxter said the division will also be concentrating heavily on research and development. "We have a totally dedicated R & D group focused on the development of new compounds," he said. "We want to be the leading

innovator in the specialty products and agricultural business."

According to Baxter, further acquisitions by the company are also a possibility. "There will be continued consolidation in the industry as companies look at ways to be more efficient," he said. "BASF has been and will continue to be in the acquiring mode. We will make acquisitions where they make business sense to us." ■



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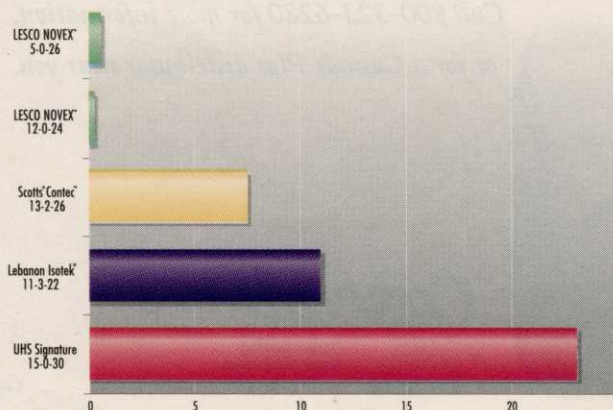
significant amount of fertilizer with the clippings. And the fertilizer stays in the turf so it can do the job it was intended to do. With that kind of efficiency you may even find yourself applying less product. And another benefit? NOVEX is barely visible to the golfers.

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Fertilizer Loss To Mower Pickup

(The Pennsylvania State University 1999)



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Freeman

Continued from page 31

brim with tee time providers and e-procurement ventures.

To keep up with the competition, CMF Golf Solutions will be looking to add to its footprint of golf courses on the East Coast and then roll the company out nationally. "We've got some pretty big deals pending," Stovall said. "There are some key deals that have to happen right now in order to get the traction that we need."

"There are a lot of people out in front of us right now," he continued. "But for the most part the competition has either failed or faltered. And as we sit here today nobody has an end-to-end solution."

Stovall also expects consolidation to start rolling through the e-commerce industry in the next six months. "By June of next year," he said, "the picture will be a lot clearer as to the number of players in the market." ■

GOLF COURSE NEWS

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Bishop rolls out aerator line

Bishop Enterprises has launched an aeration equipment line – Turf-Aire. Offering eight models ranging from 36- to 60-inch economy and heavy-duty models (three-point hitch or tow models), Turf-Aire is geared to fit commercial user's needs. It's sleek



The Turf-Aire aerator

design makes the units highly maneuverable. For more information contact 800-854-4851.

Typar Turf Blankets speed germination

Typar Turf Blankets speed the germination and growth of turfgrass making them excellent for golf courses and any area where it is important that turf grows quickly and maintains itself. Typar Turf Blankets are excellent for seeded, sprigged or sodded turf. They work by retaining warmth and moisture,

creating an environment similar to that found in a greenhouse, which is perfect for turfgrass growth and health. Typar Turf Blankets are porous to allow sunlight, air, water and nutrients, all essential to turfgrass health, through. Tests and practical experience have shown that air and soil under the blankets are three

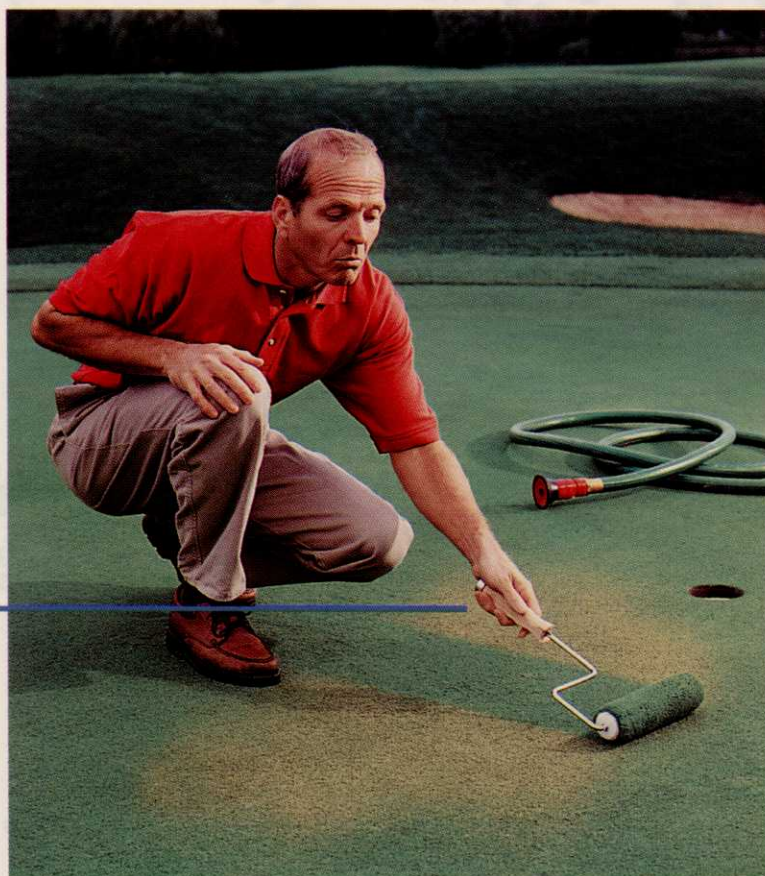


Typar Turf Blankets

to seven degrees higher than surrounding uncovered areas. This extra warmth is important during the spring because turf under Typar germinates earlier, greens up faster, has longer roots and is stronger. During winter freezes, the added warmth helps protect grass. Acting as a buffer between turf and the elements, Typar Turf Blankets are ideal for winter kill protection. In addition, by shielding turf from excessive air movement, Typar Turf Blankets protect it from the cold, drying winds that can cause turf dehydration. For more information, contact 800-455-3392.

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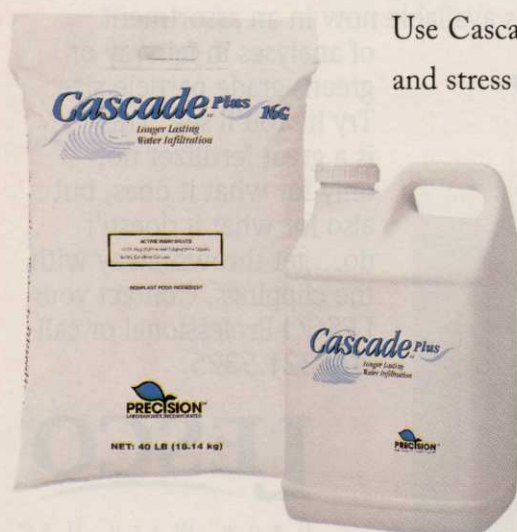
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Range Servant introduces a ball washer designed for smaller stand-alone ranges. The BT-1300, a scaled down version of the bigger BT-1950, uses a scrub and rinse system where fresh water jets and a



The BT-1300 ball washer

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Strison Wireless Systems' Cell-Alert AWS-2000 wireless Internet telemetry weather station uses a new, revolutionary wireless data transmission technology. The Cell-Alert AWS-2000 weather station is installed for microclimate weather monitoring and is completely self-powered by a solar power supply. For more information, contact 336-279-1070.

Glen Mills School

Continued from page 13

HANDLING THE HARDWARE

On the hardware and turf side, the students learn on state-of-the-art gear. "We have a Rainbird wall-to-wall, computerized irrigation system with Xerigation drip capabilities here," Vogts said. "It pumps more than 2,000 gallons a minute. We also maintain top quality bentgrasses on our greens, tees, and fairways. There's bluegrass for our roughs and several fescues in our native grass areas."

"There's also variety in our equipment to give the students a well-rounded experience," he said. "For instance, we have a number of Toro products, some Green Kings V's for our fairways, Jacobsen PGM's for greens, tees, and approaches, Ransom AR250's, and four Toro sprayers for fertilization. The school has a tradition that when they do something, they do it exceptionally well."

Already, Vogts has seen a nice payoff. "Some of the students do as good a job as some of my crew, and better in certain cases," he said. "Some of the kids who have progressed rather quickly have even started to act as trainers for other students. It creates less pressure for some kids."

"Our goal is to become the best-main-

'Some of the students do as good a job as some of my crew, and better in certain cases.'

'Some of the kids who have progressed rather quickly have even started to act as trainers for other students.'

— John Vogts

higher education, but Vogts hopes to improve on that ratio. He now coordinates the program with some community colleges and four-year universities, hoping his young charges will rise to the challenge of getting a degree in turf management, soil science or in some other golf maintenance field.

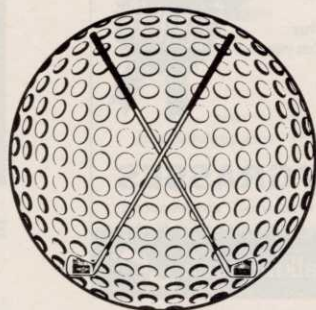
Currently, the kids are learning how to prepare a course for winter conditions. They're also observing clubhouse construction. All told, it's not a bad place for the youths, especially considering where they might otherwise be: behind bars. ■



The Par-5 4th hole at The Course at Glen Mills

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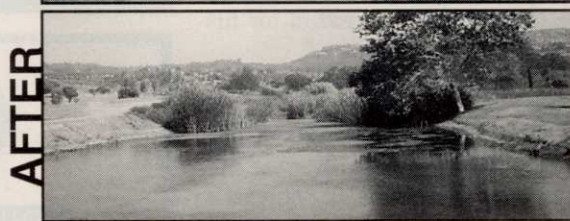
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tained golf facility anywhere," he added. "When we start hosting tournaments next season, we could have 50 experienced people out working the course to keep it highly maintained."

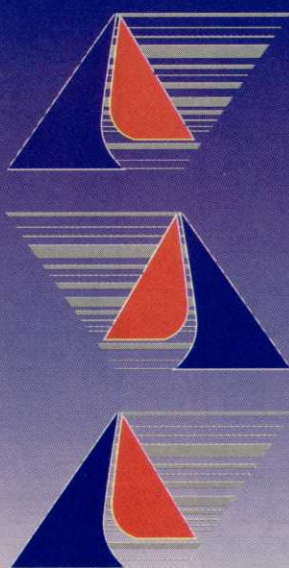
A daily-fee facility, the course recorded 2,500 rounds during its opening month. The school does not depend on greens fees to support the course, however. Operational funds come from tuition and other sources. The institution receives \$87 a day for an in-state student and \$113 a day for an out-of-state court-appointed student. In addition, the school is granted \$1.2 million from the state of Pennsylvania every year. The course proceeds will go into a scholarship fund for the kids.

CAREERS IN THE MAKING

The school also runs an active job placement program. As a student's "discharge" day approaches, Vogts and others begin hitting the phones. He frequently pulls out the membership directory for the Golf Course Superintendents Association of America (GCSAA).

"Sometimes the student will know of a local golf course in his area, and we'll call and describe to superintendents just what kind of experience and skills the student is able to provide," he said. Three kids have already found employment in golf maintenance after leaving Glen Mills.

College is another option. Roughly 20 percent of the school's graduates go on to



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MANAGEMENT

Settlement

Continued from page 30

have been avoided."

Since then, he added, Lansdowne has reoriented the driving range, so golfers now aim away from the practice green. The lower tier of the green, where Tobin was hit, has been closed.

COURSE DISPUTES LIABILITY

Throughout the legal proceedings, Lansdowne maintained that it was not at fault.

In Gerard Dumont's statement, he said that Lansdowne personnel, including starters and rangers, "are trained to monitor the practice range to ensure it is used in a safe manner. In fact, Lansdowne prides itself on an exemplary safety record since the time of our opening in 1991."

Dumont's statement said "there has been no determination that the practice facility was hazardous to our guests or members. Similarly, there was never any determination that Mr. Tobin's unfortunate medical condition resulted from any action on the part of Lansdowne Resort. To this day, it has never been determined who hit the golf ball or from where the golf ball was hit that Mr. Tobin says struck him while on our putting green. No jury or judge determined the reason for his medical condition in this case."

"They never admitted liability," agreed Mims. "And yes, the insurance companies did control the defense of the case. But it's hard to believe, with what the case settled for, that there isn't at least a tacit acknowledgement that they could have lost in court."

Jim Tobin, who lives in Charlotte, N.C., now gets around in a wheelchair. "I don't care about the money," he said. "I would just like to get my life back, which I can't. I just want to walk and play tennis with my son again." ■

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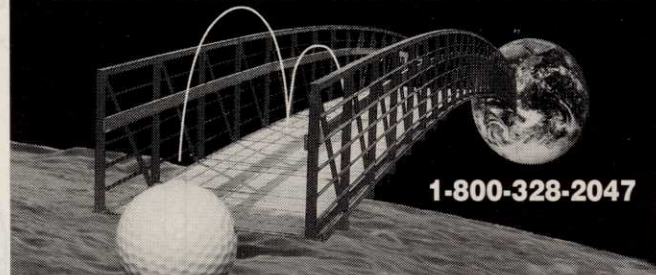
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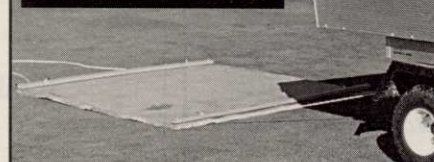
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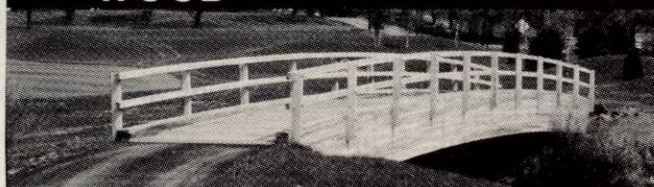
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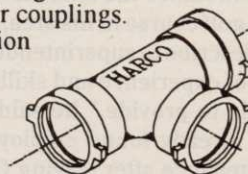


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CALENDAR

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6-9 — *West Virginia GCSA's Turf Conference and Trade Show 2000 in Morgantown.* Contact 304-243-4154

14-16 — *The New York State Turfgrass Association's New York Turf and Grounds Exposition in Syracuse.* Contact 800-873-8873.

14-16 — *Penn State Golf Turf Conference.* Contact 814-863-3475.

29-1 — *47th Rocky Mountain Regional Turfgrass Conference & Trade Show in Denver.* Contact 303-770-2220.

DECEMBER

4-7 — *The Ohio Turfgrass Conference and Show 2000 in Columbus.* Contact 888-683-3445.

JANUARY

6-10 — *National Golf Course Owners Association's 2001 Annual Conference at Disney's Coronado Springs Resort in Lake Buena Vista, Fla.* Contact 843-881-9956

8-11 — *2001 North Carolina Turfgrass Conference and Show in Charlotte, N.C.* Contact 888-695-1333.

15-18 — *Michigan Turfgrass Conference in Lansing.* Contact 517-321-1660.

17-19 — *The Mid-America Horticultural Trade Show in Chicago.* Contact 847-526-2010.

28-1 — *74th World Conference on Club Management in San Diego.* Contact 703-739-9500.

FEBRUARY

15-17 — *Golf Course Superintendents Association of America Conference and Show in Dallas.* Contact 800-472-7878.

24-27 — *Canadian International Turfgrass Conference and Trade Show in Vancouver.* Contact 800-387-1056.

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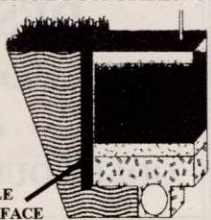
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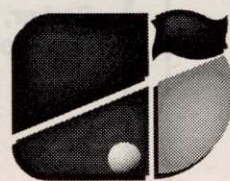
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Excel Bridge Mfg.	37	562-944-0701	562-944-4025	www.excelbridge.com / excelbdg.gte.net
Steadfast Bridge Co.	37	800-749-7515	256-845-9750	www.steadfastbridges.com / sales@steadfastbridge.com
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Rohmid LLC	5	888-764-6432	973-683-4017	www.mach-2.com
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Flowtronex PSI	7	214-357-1320	214-357-5861	www.flowtronex.com
Harrington/Harco Corporation	36	804-845-7094	804-845-8562	www.harcofittings.com
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