

GOLF COURSE NEWS

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A PRESIDENTIAL VISIT

While in town for the Republican Convention in Philadelphia, former President George Bush paid a visit to Eric Bergstol's latest project — Pine Hill Golf Club in Pine Hill, N.J. Bergstol, president of Empire Golf, plans to officially open the Tom Fazio-designed layout this spring.

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PERIODICAL

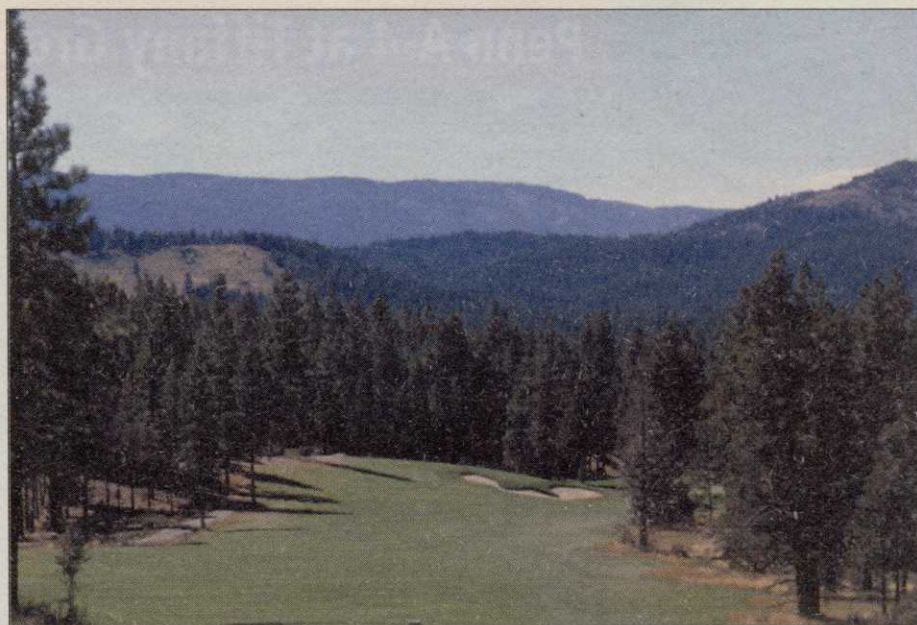
Water crisis looms in S. California

By JOEL JOYNER

SANTA ANA, Calif. — Radical changes in California water policy could leave Southern California golf courses in “a world of hurt,” according to agronomist Mike Huck, of the U.S. Golf Association’s Green Section. From his base here in the southwest region, Huck has been tracking a complicated battle between environmentalists, farmers, municipalities, government officials and others over the future of water distribution in the Golden State.

Indeed, the unfolding situation portends such dire consequences that one water-resource specialist, engineer Dana Ripley, is urging that Southern California

Continued on page 11



The 1st hole at the “Dragon” course at Gold Mountain

Dramatic new Dragon course opens in remote ‘Lost Sierra’

By DOUG SAUNDERS

CLIO, Calif. — The surging economy has been the catalyst for numerous golf-driven real estate developments around the country. Every region has seen the creation of new golf courses, including some areas where you would least expect it. A prime example is Gold Mountain, located in this tiny hamlet in California’s Sierra Nevada mountains.

Here, in a town of 200 located in a county that has only one stop light, is a 1,300-acre development situated on a two-lane mountain road overlooking ranch land, the Feather River, a solitary railroad track, and the towering Sierra peaks.

Is this where you want to retire? Why not, is the philosophy at Gold Mountain.

The developers, Dariel and Peggy Garner, have made their mark in such various business ventures as marketing wood by-products overseas, developing bank-

ing software, and growing specialty vegetables. Their diverse interests and imagination lead them on a search for a natural setting, a place to settle down. They stopped looking when they found this remote area of Northern California known as the Lost Sierra.

“We were trying to find a place that we could retire to, but what we found was a place of such solitude and natural beauty that we felt we should share it with others,” explained Peggy Garner.

SELLING SOLITUDE

To make that dream a reality required a different approach to development. From the beginning, the Garners would make their remote mountain setting the cornerstone of its appeal. To incorporate these features the Garners took careful steps in the design process by bringing together an interesting mix of collaborators.

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Going East: Simplot buys Lange-Stegmann, to extend POLYON deal

By ANDREW OVERBECK

BOISE, Idaho — Simplot Turf and Horticulture (Simplot T&H) continues its eastward march with the acquisition of the professional product line from St. Louis-based fertilizer formulator Lange-Stegmann. The deal includes the Lange-Stegmann production facilities for its professional products in the golf, landscape and lawn-care markets. The financial terms of

the agreement were not disclosed.

Located on the Mississippi River, the newly acquired production facilities provide Simplot T&H with efficient intermodal distribution service to a large segment of the United States east of the Rocky Mountains.

“This allows us to move east,” said Bill Whitacre, Simplot T&H president. “The

mountains are a natural barrier for our operations in the West. The Lange-Stegmann facility has a phenomenal location right on the Mississippi and has access to an intermodal barge terminal. The efficiency of having that location right in the heart of the United States is really an opportunity for us.”

Simplot T&H will also add Lange-branded greens-grade and

Continued on page 35

Safety-minded lawyer urges ‘mulligan’ ban

By JAY FINEGAN

NEW YORK — “NO MULLIGANS!” If there is one sign that every golf course should post prominently, that would be it. So says lawyer Robert D. Lang, who has drawn fresh attention to the dangers — legal and otherwise — of wild golf shots.

In a recent cover story in the Journal of the New York State Bar Association (NYSBA), Lang cites numerous personal injury cases in which errant shots struck golfers, caddies, spectators and even motorists. Among the potential defendants, he said, are the golfer who hit the shot, the course or club owners if a suit alleges negligent



Robert D. Lang

Continued on page 36

Penn A-4 at Tiffany Greens

Mark Pierce, Superintendent
Tiffany Greens GC
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John Q. Hammons Development

“If a new course hopes to host a major tournament, it’ll have to plant one of the great new bents. Penn A-4 is the right choice for Tiffany Greens and our changeable Kansas City climate.”

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Penn A-4 doesn't require any extraordinary maintenance procedures. Anyone who wants smooth, fast greens has to do the same amount of maintenance. I verticut and top-dress twice a month and spoon-feed fertilizer.

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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Study finds golf a \$1.6-billion industry in Massachusetts, second only to California

By JOHN F. LAUERMAN

BOSTON — Golf officials and business owners from around Massachusetts are trumpeting the results of a recent survey that places the golf industry among the top money-makers in the Commonwealth.

The analysis, commissioned by the Massachusetts Golf Association (MGA) and the Association of Massachusetts Golf Organizations (AMGO) counts the sport's gross revenues at \$1.6 billion, equal to that of the state's hotel and lodging industry, and slightly ahead of trucking and warehousing, personal services, and the paper industry.

"I was surprised, excited and encouraged," said MGA executive director Tom Landry. "I thought we'd be fortunate to be at \$1 billion."

According to economic analyst Rick Norton of the National Golf Foundation (NGF), who conducted the study, Massachusetts comes in a surprising second in total golf output, trailing only California.

Cold little Massachusetts a golf hub? Here's why: manufacturing accounts for close to \$1 billion, or about two thirds, of the state's total golf-related sales. Acushnet Co. has doubled its Titleist and Pinnacle ball manufacturing facilities in Massachusetts over the past decade, while keeping some of its glove and Footjoy shoe plants here. Acushnet and Spalding Sports Worldwide, headquartered in Chicopee, Mass., account for close to 3,000 of Massachusetts' 9,000 full-time golf employees.

But just as important has been the game's growing popularity among people of all ages and income levels. The survey showed that 11 percent of Massachusetts' estimated 700,000 golfers come from households with annual incomes of less than \$25,000 and 13 percent of the state's golfers are under 19. According to the study, golf courses and ranges took in \$477 million, while service companies and retailers accounted for another \$180 million.

60 COURSES UNDER CONSTRUCTION

Meanwhile, the Massachusetts golf course business is burgeoning. Course construction has become a year-round, \$30-million business. Sixteen courses have opened in the state over the past two years and more than 60 courses are under construction, about half of which are slated to open in the next year.

Next spring, construction will begin on a \$20-million course designed by Arnold Palmer in Norton. Historic Plymouth is developing into a northeastern version of Scottsdale, with several courses by high-profile designers — Jack Nicklaus, Rees Jones and Jack Nicklaus, Jr. — slated to open in the next five years. All three courses will be part of the Pinehills residence and resort, a \$700-million development that will include a 250-room Marriott Hotel.

"We'd like to educate some of the lawmakers and regulators that golf is big business and a big component of the state's economy," said the MGA's Landry. "Another hope is that with 230 daily-fee, resort and municipal facilities, the state

might allocate money to the Massachusetts Office of Travel and Tourism to help promote the game."

The positive economic effects of golf have not always been recognized. Arizona Golf Association executive director Ed Gowan recalls that in the late 1980s, the state's farm industry tried to show that golf courses were an economic liability.

"In fact, the study showed that golf had four or five times the economic benefit per acre compared to any kind of subsidized farming," Gowan said. "Golf is not a one-time sale; it's an economic engine that builds on itself."

Today, golf is the fourth biggest industry in Arizona, Gowan said, and a large part of the state's real estate marketing efforts. Golf is a home-seller in Massachusetts, too. According to the MGA/AMGO study, golf course frontage increased home values by 15 to 30 percent in comparison with similar properties away from courses.

And, Gowan pointed out, golf is frequently an important money maker for municipalities. In the Cape Cod town of Dennis, two golf courses annually net close to \$900,000 for the town on \$2.6 million in gross receipts.

"We hope the state realizes they have a hidden jewel here," said James Craigie, president and CEO of Spalding Worldwide. "When you rack up the total benefits, the major sports teams only help the eastern part of the state, but golf's benefits are statewide. We don't have a team, like the Red Sox or the Patriots, but we do have one heck of a business, and we've all seen how big it can be."

Water shortage in China may threaten golf development

By ANDREW OVERBECK

BEIJING — Nowhere else in the world is the concern over the global water shortage hitting home harder than in China.

The northeastern part of the country is experiencing its fourth consecutive year of drought and Beijing's per capita water resources have dropped to 300 cubic meters, about one eighth of the national average. According to the June 26 issue of *Outlook* magazine, some 400 of China's 688 cities are facing water shortages — of that 400 more than

into China's rivers, lakes and seas each year, less than 2.7 percent of which is treated.

GOLF COURSE DEVELOPMENT

What does all of this mean for present golf courses and future development? The lack of plentiful and clean



Holes 10, 11 and an irrigation lake, fed by underground glacier rivers, under construction at Nelson and Haworth's Jade Dragon Snow Mountain Golf Course in China.

100 are facing serious shortages. Shanghai, for example, which has water resources of just 760 tons, has been listed as one of the world's cities suffering from serious water shortages.

Further compounding water problems in China is demand and pollution. The country's ever-expanding population has more than doubled to 1.25 billion over the past 50 years. And according to Washington-based World Resources Institute, more than 30 billion tons of urban sewage is discharged

water supplies has lead builders, designers and developers to take serious measures.

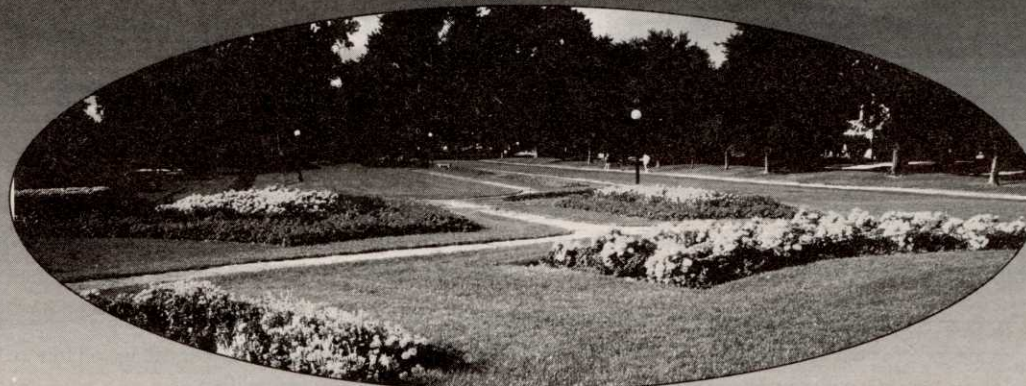
"Water is always a problem," said Mark Hollinger, principal of JMP Golf Design Group. "You have to anticipate problems and conjure up as much water as you can. Every project we have done in China since 1986 has been that way."

Stephen Alexander, who was in charge of building Sand River Golf

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47th Rocky Mountain Regional Turfgrass Conference & Trade Show

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European course architects finally united under single banner

GUILDFORD, Surrey, England — The merger between Europe's three leading golf course architect organizations was finally ratified in London in July. The British Institute of Golf Course Architects (BIGCA), the European Society of Golf Architects (ESGA), and the Association Francaise des Architectes de Golf (AFAG), have merged under the title of the European

Institute of Golf Course Architects - EIGCA.

EIGCA now represents the vast majority of qualified and experienced golf course architects throughout the continent of Europe - from Spain to Scandinavia, from Iceland to Italy.

The EIGCA intends to pursue the goals developed by the former British Institute, includ-

ing: enhancing the professional status of the profession, developing the role of education and increasing the opportunities for its members to practice in countries throughout the world. The EIGCA is recognized by the Royal & Ancient Golf Club of St. Andrews and the English Golf Union and is hoping to draw on support from all golf federations throughout Europe as well as

pan-European organizations.

The head office is at Merrist Wood House, Worplesdon, in Surrey, with a second office in Vienna, Austria. The Institute has appointed a new executive officer, Julia Green, to be based at Merrist Wood. Green took up her post with the formation of EIGCA. Gerlinde Jahn will continue to front the Vienna office, a post which she held for the Eu-

ropean Society of Golf Architects.

David Williams was elected president of the Institute, with Peter Harradine installed as vice president. Elected to the council were; Simon Gidman, Ken Moodie, Rainer Preissmann, Alain Prat, Mark Adam and David Krause.

Williams expressed great thanks to all those who had put considerable effort into the lengthy merger negotiations over the past five or six years. In particular he mentioned the members of the "working party" - largely represented by the new council - who finalized all the legal and other details of the merger over the past couple of years.

LinksCorp buys Pebble Creek

BANNOCKBURN, Ill. — LinksCorp LLC has purchased the Pebble Creek Country Club in Taylors, S.C. Located just 15 minutes from downtown Greenville, Pebble Creek is one of the area's top private club facilities. The club features two 18-hole championship golf courses, both designed by architect Tom Jackson. The club also features a large driving range, full practice facilities, complete swim and tennis complex and a full-service clubhouse.

"We already own Willow Creek Golf Club [in Greer] and we have been looking to expand our presence in the Greenville-Spartanburg market," said Gary Binder, LinksCorp's senior vice president of operations. "We are planning to make significant improvements to the golf courses and clubhouse as well as offer membership programs that meet the needs of our current and future members."

eTeeTime enters NZ

LA QUINTA, Calif. — eTeeTime has signed Pukekohe Golf Club, a popular par-71 layout near Auckland, New Zealand as a client. "We have now reached our seventh country and the company is nearing the 600-course mark," said eTeeTime executive vice president Michael Stone. eTeeTime.com features detailed information about Pukekohe as well as for hundreds of other courses worldwide, making it easier for golfers located anywhere to book tee times worldwide with instant confirmation.

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MONDAY, NOVEMBER 13, 2000 @ 7 PM EST

China's water woes

Continued from page 3

Club and Shenzhen Golf Club, agreed. "Water for irrigation in China is a major issue," he said. "In southern China rainfall is very important during the wet season and storage lakes need to be as large and as well-sealed as possible."

At JMP's new course at Yalong Bay on Hainan Island, developers are rebuilding an existing reservoir to store irrigation water. "There are five months out of the year that are dry, so we have a fluctuating lake edge," said Hollinger. "We had to design a series of terraced paddies along the holes that we can grow crops on as the water recedes during the summer."

Many courses, having been denied access to city water supplies, are now being forced to drill wells. "As the local governments are taking a more active role in the approval process," said designer Neil Haworth, "[courses] will need to use deep wells to go down into the ground water as a source. Our Snow Mountain course [in Li Jiang] will tap into underground glacier rivers."

However, elsewhere in China, the government has put restrictions on the use of well water. "We put down water wells at Sand River," said Alexander. "But the government restricted their use."

PASPALUM

In response to the government restrictions on well-water use, Alexander was forced to use a mixture of salt water and well-water for irrigation purposes. "This is one of the reasons that we chose paspalum," he said.

Paspalum is ideally suited to these situations because it can tolerate salinity.

According to Hollinger, with the water situation worsening paspalum is going to become the turfgrass of choice in China. "It is only going get worse," he said. "Not only because you don't get the quantity you need, but because the condition of the water is just awful. That is why a lot of designers, including ourselves, are going to the paspalums. It tolerates not only the salt from the sea water but also the salts from the polluted water."

DEVELOPMENT SLOWDOWN?

Whether the growing water crisis in China will lead to a slowdown in golf development in the near term remains to be seen, but it is certain to eventually limit the amount of golf courses the country can sustain.

"I think as time goes by," said Hollinger. "You are going to find courses half built because the water isn't there. That will create some upheavals." ■

GOLF COURSE NEWS

Golf Property Analysts opens North Carolina office

ARAPAHOE, N.C. — Golf Property Analysts (GPA), a national golf-property consulting and appraisal firm based in Harrisburg, Pa., has established an office here in North Carolina to serve the Southeastern market, according to GPA president Laurence A. "Larry" Hirsh.

"The growth of golf, the

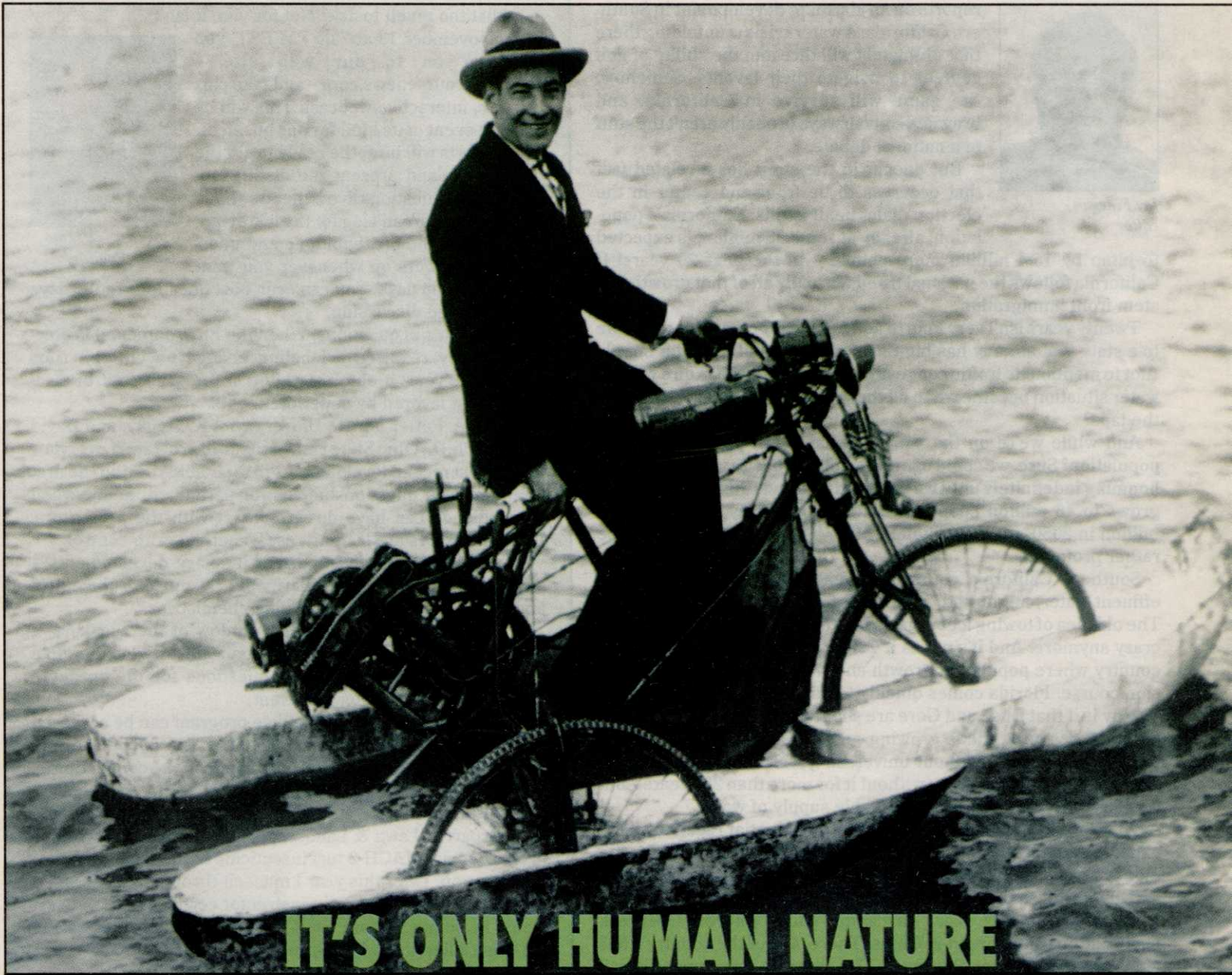
Southeast's burgeoning economy and strong residential and resort development have increased demand for the types of uniquely specialized services we can provide," said Hirsh. "The office in North Carolina will help us respond more effectively to this regional demand, which we have served in the past. As our

practice in the Southeast continues to grow, we plan to establish a Florida office in the not-too-distant future."

Alan M. "Mac" Harris, a native of Greenville, N.C., now represents GPA from the Arapahoe office. An eight-year associate with the firm, Harris is a certified general real estate appraiser

and is licensed as a broker in North Carolina, South Carolina and Pennsylvania.

Established in 1980, GPA's parent firm — Hirsh Valuation Group — engages in commercial, industrial, investment and recreational real estate property consulting and appraisal. Hirsh Valuation Group offers specialized services relating to golf, aviation and marina real estate properties.



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PRESIDENTIAL GREEN CHEMISTRY CHALLENGE WINNER

Thoughts on golf, water and the upcoming election

Covering the golf industry for a living provides a unique perspective on presidential politics. Take, for example, the election next month. We all know about the issues that George W. Bush and Al Gore keep hammering at – education, free drugs for the Medicare crowd, “saving” Social Security and so on. But where is the fire and brimstone about other, even bigger problems?

In a page one story this month, new associate editor Joel Joyner reports on an alarming development in Southern California. A water crisis is unfolding there that ultimately will threaten the ability of golf courses to irrigate their layouts. Somehow, the game will survive in California, and browned-out fairways probably aren't the stuff of a national debate.

But deeper in the story lies a related fact that deserves to be front and center in the election dialogue. It is this: California's population, already at some 33 million, is expected to jump by 15.4 million more people – in the next 20 years! If California follows the national trend, virtually all of that growth will stem from immigration.

Twenty years isn't very long to add nearly 50 percent more people to a state that already has big-time worries about its water supply (not to mention its traffic congestion). How much more dire will the water situation become when all these new arrivals start turning on the taps?

And while we're on the subject, what is the plan for the U.S. population? Sure, we could use more golfers, but do we want to keep booming indefinitely until we surpass India and China? If California grows to 48 million people in 2020, who's to say it won't hit 70 million in 2050, or 120 million in 2100? The implications could be rather profound.

Southern California courses, increasingly restricted to using effluent water, might find even that hard to come by in the future. The old idea of towing icebergs down from the Arctic won't seem so crazy anymore. And it's not as if California is the only place in the country where population growth and water supply are on a collision course. Florida comes quickly to mind.

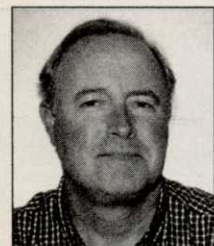
Why is it that Bush and Gore are silent on this issue? Water is an essential resource that's growing more precious every day. The country can survive without universal, government-supplied preschool – we've squeaked by without it for more than 200 years – but we can't thrive without a safe, reliable supply of water.

This should be a major topic in the presidential race, but don't expect to hear anything about it. It's easy to buy votes by throwing money at special interest groups, but when politicians face a problem as thorny as this one, they head for the tall grass.

Elsewhere in this issue, managing editor Andrew Overbeck picks up the same thread in China. There, 400 of the country's 688 cities are facing water shortages. The situation threatens to derail China's fledgling golf course development industry before it can gather steam.

“Whether the growing water crisis in China will lead to a slowdown in golf development remains to be seen,” Overbeck writes, “but it is certain to eventually limit the number of golf courses the country can sustain.”

The main reason for the shortage? China's population has more than doubled to 1.25 billion over the past 50 years. Are we heading down the same road?



Jay Finegan, editor

Improving the Internet and grub control all at once

Maybe Al Gore claims he invented it, but I have some ideas to improve the Internet. The best thing about the world wide web is access to lots of information, albeit unfiltered and unverified. I wish the process was live and interactive so I could ask questions. Of course, I want it to be available on-demand. Oh, and could I get an expert or two to filter and verify the information?

Is that too much to ask? Not for you, it isn't.

On November 13 at 7:00 PM EST, you can log on to our web site – www.golfcoursenews.com – and take part in a live, interactive webcast. This will be the first event of its kind for our business. Two experts will be at the ready to sift the information and present the distillation. You can ask questions live either by phone or online. If you can't log for the live event, you can see the presentations and question and answers up whenever you want for the next 90 days. You can even post questions for 90 days on a threaded discussion.

I expect lots of questions. When the Environmental Protection Agency required a labeling change on chlorpyrifos earlier this year, it eliminated one of the grub control measures most favored by superintendents.

Daniel A. Potter, Ph.D., University of Kentucky, and David Shetlar, Ph.D., Ohio State University, will provide an overview of the most recent developments in their fields during the first 30 minutes. A question-and-answer period will follow when the audience can have direct contact with the presenters. Both professors are leading researchers in grub control.

Content will include important industry developments – such as the increasing popularity of preventive grub control and the potential role of emerging chemistries.

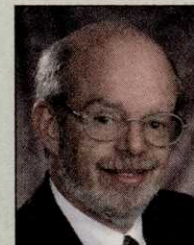
You will see a live, on-screen window of the speakers; a second window will show their visuals aids. By clicking to a third window, you can submit questions for the speakers before, during, and after the event.

An audio-only version of the live program can be accessed by calling a toll-free number (800-427-6791). Callers can submit questions to the speakers via the telephone connection as well.

I will moderate the webcast, along with Cindy Code, my counterpart at *Lawn & Landscape*, a magazine for lawn care professionals. MACH 2 turf insecticide is the third sponsor.

I envy you. Later this year I must sit through a weekend of seminars to renew my flight instructor certificate. A webcast would be so much more comfortable and efficient.

I think I'll write to Mr. Gore.



David Premo, Group Publisher

Joyner joins GCN staff

The *Golf Course News* team just grew up one. We're pleased to announce that Joel Joyner has come aboard as associate editor.

Joyner is a 1995 graduate of the University of Miami in Coral Gables, Fla., where he majored in photojournalism and English literature and minored in history. Returning to his native Maine in 1997, he taught history and English in public schools and later held a position in distribution at the largest hospital in the state.

“I enjoy working on a variety of individual projects, and I'm always eager to experience anything new and exciting,” he said. Having written a novel (about a 12-year-old boy's experiences in school), as well as a collection of poetry, writing is practically second nature for Joyner.

A golfer since age nine, he's finishing work on a four-part video series called *Golfing With Gene*. “It captures an annual golfing trip a few of us ‘Maine-iacs’ take to Myrtle Beach, S.C.,” he said. “The coastal city is often known as the golf capital of the world, and I just wanted to share what an awesome time we have there.”

Joyner will take responsibility for the maintenance beat, and will also contribute articles about golf course development.



Joel Joyner

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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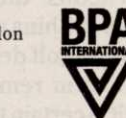
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Ski resorts adding golf courses for four-season success

By DAVE IRONS

VAIL, Colo. — Recent ski resort expansions are as likely to include golf courses as ski lifts, and the list of architects is a who's who of the trade. Greg Norman. Tom Fazio. Jack Nicklaus. Robert Trent Jones Jr. All have courses already completed or under construction at ski resorts — and more can be expected.

At first glance the numbers may not seem to add up, but a bit of digging reveals a synergy between golf and ski resorts that can spell the difference between failure and success. Simply put, ski resorts need a huge bed base to operate, and if that bed base can be put to four-season use the benefits are obvious. Spread the cost of the beds over four seasons and increase revenue accordingly. Turn a seasonal staff into a year-round staff, at least with key people.

That's simple enough, but a major ski area can accommodate 10,000 skiers a day and fill the same number of beds. How can a golf course that can handle only 250 a day (maxed out) fill that many beds?

THE INTRAWEST SOLUTION

Some of the most successful resort

operations in North America had some answers.

One of the most spectacular transformations has taken place at Mont Tremblant, owned by Intrawest. The Vancouver-based real estate firm also owns Whistler/Blackcomb, Stratton Mountain, Mountain Creek, and large pieces of several other ski properties. When Intrawest bought Mont Tremblant, in Quebec, it was struggling to attract 200,000 skiers a season. And summer business was insignificant.

In 1999-2000 the resort had close to 700,000 skier visits, and this summer it will host more than 1.2 million visitors. A pair of five-year, \$500-million plans have created a modern ski facility and a charming base village, and have attracted major hotel chains including Canadian Pacific, Westin and Marriot. Out of \$1 billion dollars Canadian (\$650 million U.S.), \$20 million for a pair of golf courses and a learning center is a drop in the bucket, but the payoff has been big.

According to Denis Legueux, an Intrawest vice president, golf anchors the summer activities. Last season the two courses accommodated 52,000 rounds and 60 percent of the

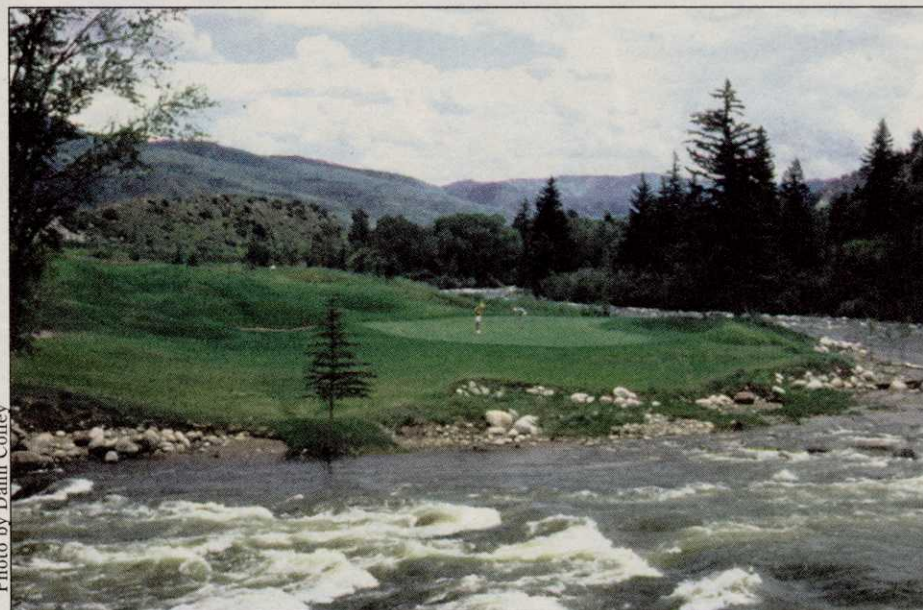


Photo by Dann Coffey

The 12th hole at The Country Club of the Rockies, in Arrowhead, Colo.

players slept at the resort. The shoulder-season months, May and June, were heavy in convention business, which filled more beds, with non-golfers also in attendance. While corporate decision-makers often insist on golf at their conferences, many of the attendees and their guests are non-players, so tee times don't need to match the beds filled.

BOYNE PIONEERED CONCEPT

Actually, the first ski resort to add golf was Boyne USA. The Michigan company commissioned Robert Trent Jones to de-

sign The Heather at Boyne Highlands in 1965 as part of its business plan to become a full-service resort.

Today nine courses are in operation in Michigan and a tenth is under construction as part of the Renaissance of Boyne Mountain. In addition to the two ski resorts and three other Michigan properties, Boyne USA owns Big Sky in Montana, Brighton in Utah, Crystal Mountain in Washington, Boyne South in Naples,

Continued on page 21

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BRIEFS

FRIEDEMANN NAMED SUPER AT BALI HAI

LAS VEGAS, Nev. — Bali Hai Golf Club, a new 18-hole daily-fee course located on the famed Las Vegas "strip," has named Richard Friedemann as head superintendent. A graduate of Oklahoma State with a degree in agronomy, Friedemann has over 25 years of management experience in the golf industry, overseeing construction and maintenance at such courses as Sycamore Ridge in Kansas City and the Badlands in Las Vegas.

When it opens in November, Bali Hai will be a 7,050-yard, par-72 tropical-themed course reminiscent of the South Pacific. Highlights will include an island green, thick stands of towering palms, and numerous large water features. Volcanic rock outcroppings will add to the island atmosphere. Bali Hai is owned and operated by Walters Golf, a Las Vegas-based golf course management company.

MENDENHALL NAMED SUPER AT THUNDERBIRDS

SCOTTSDALE, Ariz. — Western Golf Properties, a golf course development and management firm based here, has named Scott J. Mendenhall as construction manager and superintendent for the Thunderbirds Golf Course, in Phoenix. A graduate of Michigan State, with a degree in agriculture, Menhall previously worked for Landmark National at Lost Canyons Golf Club in Simi Valley, Calif., and North Ranch Country Club in Westlake Village, Calif. The 18-hole Thunderbird GC is currently closed for a redesign by PGA Tour Design Services, Inc. The facility is owned by the Phoenix Thunderbirds.

SCHREINER FINISHING UP JOHN'S ISLAND

VERO BEACH, Fla. — Golf course architect Craig Schreiner is overseeing the final stage of reconstruction of John's Island Club's South Course, the culmination of a three-year community drainage and course remodeling program. Improvements on the Pete Dye-designed layout include construction of a large storm water and irrigation lake, redesign of fairways, tees, bunkers and 16 green complexes. "We're thrilled to have chance to work with such a committed membership and green committee," said Schreiner. "The membership believed in this project from the beginning and have been extremely supportive of the big picture." The John's Island Club is a private, 54-hole facility.

Superintendent salaries now averaging over \$57,000

By JAY FINEGAN

KANSAS CITY, Mo. — The average base salary for golf course superintendents rose this year to \$57,057, according to a survey by the Golf Course Superintendents Association of America (GCSAA).

Half of all superintendents earn more than \$50,000 a year, 25 percent make more than \$68,000, and 10 percent pull down more than \$88,000. The salaries represent a seven percent increase from the average base salaries in 1998, or an annualized average increase of 3.6 percent.

For assistant superintendents, the average base salary rose to \$29,638, up from \$27,981 in 1998 — a six percent jump. Some 77 percent of assistants are salaried employees; the remainder are paid hourly.

The 2000 "employment profile" by GCSAA also shows an average age of 41 for all superintendents, while the median experience level is 11 years, up from 10 in 1998. The data show that, on average, superintendents take their first position as head super at age 30, with 15 percent of them still in the profession at age 50.

In education, the profile showed that nearly 80 percent of all superintendents

hold a minimum of a two-year certificate, an associate's or bachelor's degree, or a graduate degree.

The results of the survey, based on 3,527 responses, show a modest rise in the number of golf facilities run by professional management companies — 14 percent this year, versus 13 percent in 1998. Much of the increase, the report said, appears to have come from an increase in the numbers of relatively small management outfits.

Other findings from the study include these:

- The median budget managed by superintendents is more than \$550,000, including maintenance, capital equipment and payroll. Median crew size checked in at 17.

- As in 1998, less than a third of superintendents indicated a desire to become a general manager (GM). Superintendents most often report to GMs (29 percent), the survey found, followed by green committee/board of directors (19 percent) and directly to course owners (18 percent).

- Nearly 75 percent of survey respondents worked at 18-hole courses, with 41 percent of them private, 38 percent daily-fee and 12 percent municipal.



ON THE GREEN

Saving the turf on bunker edges

By MARK LESLIE

BEALLSVILLE, Md. — Tearing, bruising and scalping were the havoc that rotary mowers and hover mowers wreaked on the tall fescue bunker edges at Four Streams Golf Club here. Then superintendent Ray Viera went on a crusade and discovered a solution: a hedge trimmer mounted on the end of a 4-foot arm.

"Those 4-inch-high bunker edges are a unique signature for our course," Viera said of the Steve Smyers-designed track. "I can't think of one other that has the edges of the bunkers like this."

Therefore, they were worth extra care, but Viera found that the tearing cut from rotary mowers and hover mowers caused bruising that encouraged disease.

Researching in catalogues and

magazines for a less abrasive alternative to rotary blades and string trimmers, he decided to try a hedge trimmer.

"Getting on your knees to trim was too labor-intensive," he said, "but we did find that its scissor-type action solved our problem."

Further research discovered an extended hedge trimmer manufactured by Stihl. "It's on the market, only I'm using it for a different purpose," Viera said. "We are using this on our tall fescue, but it could be applicable for any grass."

"Most people use FlyMos on their bunker edges," he added. "They

work, but scraping the bunkers and grinding the edges down to dirt is a common problem. This alleviates that problem."



Ray Viera with his unique grass trimmer

After wet summer in N.E., supers still battling moss

By JOEL JOYNER

FALMOUTH, Maine — Head superintendent Scott Cybulski at the Falmouth Country Club has been fighting moss growth for a number of years, but this year it has presented "a drastic problem" in Maine.

"The combination of constant wet weather and golfers wanting us to shave the greens down resulted in a lot of high undulated areas going to moss," Cybulski said. "Aggressive aeration and heavy top dressing have suppressed the problem for now, but the weather and level of play restricted our opportunities to top dress earlier this year, which allowed the moss problem to develop."

Cybulski has controlled the moss with a heavy top dressing of an "iron sulfate and straight-up sand" mixture. Metallic-based fungicides have been the traditional method for moss control, but better sense prevailed in eliminating the spraying of mercury, zinc, and even lead (back in the 50s and 60s)

Continued on page 12

Gray leaf spot forces mass regrassing at Philadelphia CC

By JOEL JOYNER

GLADWYNE, Pa. — Do Pennsylvania superintendents remember the gray leaf spot devastation of 1998? You bet they do.

On certain golf courses in the region, turf damage amounted to as much as 90 percent. At the private Philadelphia Country Club, opened in 1930, head superintendent Michael McNulty knows quite well the constant struggle to maintain ryegrass fairways against gray leaf spot.

The club installed ryegrass on its fairways in 1982, and McNulty first noticed gray leaf spot in 1994. "We've been successful using Heritage and Daconil," McNulty said about the fungicides used to control the problem. But now, ryegrass vulnerability to gray leaf spot has prompted a more financially prudent approach.

As one of the last remaining courses in the Philadelphia region to offer ryegrass fairways, this year will mark the beginning of the club's conversion to bentgrass. The 27-hole layout will regrass nine holes at a time, hoping to complete the first nine by early next spring. For the initial phase, McNulty killed off the rye by gassing it with methyl bromide and by laying down the granular product Basamid on the fairways and tees.

"We're also taking the opportunity to change over our greens to Penn A-1 bentgrass at the same time," McNulty

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Philadelphia CC regrassing

Continued from page 9

said. "The greens have already come in. We've just started to mow and they look beautiful."

WHITFORD CC ALSO REGRASSED

After experiencing a similar situation at Whitford Country Club, in Exton, Pa., head superintendent Chris Givens is satisfied with their regrassing last year. Using the L-93, Crenshaw, and Southshore bentgrass fairway mixture instead of the previously laid perennial ryegrass, Givens claims the bentgrass has "performed better than I ever thought it would."

The 1998 outbreak of gray leaf spot damaged roughly 75 percent of the turf at Whitford, but the new bentgrass fairways, Givens said, "are perfect – a little brown patch earlier in the season and some dollar spot just starting to show now. But with the type of weather conditions we've had this year, it has worked out well."

Philadelphia's warm, humid summer created ideal conditions for the gray leaf

disease to explode, disseminating spores by wind, water, animals, shoes and equipment. Other factors contributing to gray leaf development, typically, are new turf, shaded areas, high nitrogen levels from fertilizers and any other general strain on the grass. The gray leaf spot, also known as "blast," often strikes with an unusual outbreak cycle of every two to three years. It may attack one year, be dormant or mild for the next couple of years, and then destructive the next.

Remembering the 1998 outbreak, courses in the Philadelphia area aren't likely to take any chances with another overwhelming eruption of the blast disease in 2001. They also don't relish the prospect of draining their maintenance budgets in the future with multiple applications of fungicides.

For its conversion to bentgrass, Philadelphia CC brought in Joe Duich, Ph.D., former head of the Penn State turf grass program. Duich also developed some of the most disease-resistant new bentgrasses available in the turf industry, such as the Penn 'A' and 'G' series for greens. Using grass seed mixtures typically provides some defense against turf disease. Three varieties – L-93, Crenshaw

and Southshore – seem to work effectively together in the Pennsylvania area. Disease resistance is the L-93's most distinctive feature, whereas the Crenshaw provides a strong heat tolerance and the Southshore rounds out the mixture for balance.

Though creeping bentgrass is not completely invulnerable to gray leaf spot, it is more resistant to the disease. Using bentgrass in Pennsylvania will also be environmentally beneficial – smaller amounts of fungicide will be required to maintain the attractiveness and health of the course.

Enough is enough for superintendent Michael McNulty at Philadelphia Country Club, who hopes to match the success that Givens has had at Whitford. ■



Laser mower debuts in Europe

COLOGNE, Germany — Makers of traditional lawnmowers, Wolf, have developed a mower that makes the use of blades obsolete. Chopping the grass into a fine mulch, maintenance workers will simply be wiping off the "eye" of the laser after each mowing.

The designer has attached the new laser mower onto the chassis of a Mercedes Smart Cabriolet, a two-seat convertible. The machine, powerful enough to be registered for road use, is estimated to cost \$30,000. The price is expected to go down as the models go into production, starting in 2002.

AGRONOMIST JIM BAIRD JOINS USGA GREEN SECTION IN NORTHEAST

EASTON, Pa. — Jim Baird, a Ph.D. agronomist, has joined the Green Section of the U.S. Golf Association. He will be taking over for Matt Nelson in the Pennsylvania office and visiting golf courses in the New York and New Jersey area. Nelson will remain with the Green Section as the agronomist for the Northwest Region. This year Nelson will be visiting courses in the

Northwest, Northeast, Midwest, and Southwest.

Baird received his undergraduate degree from Colorado State University and his M.S. and Ph.D. from Auburn University. He spent four years on the Oklahoma State University faculty staff and the past three years on the faculty staff at Michigan State University.

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Water crisis

Continued from page 1

courses build their own on-site reclamation plants to protect themselves from a water cutoff. "Things are happening at this moment that are just mind-boggling," said Ripley, of Ripley Pacific Company in Pleasanton, near San Francisco.

The background of the crisis can be quickly told. Essentially a desert, Southern California has historically pulled water from the Sacramento River, which flows into San Francisco Bay, and from the Colorado River, which flows into the Gulf of California. Water has been channeled from those sources into the Central Valley, an agricultural powerhouse, and down to Los Angeles, San Diego and other parts of the region.

THE BAY DELTA IMBROGLIO

One drastic change involves the Bay Delta program, an \$8.6-billion plan to restore the Sacramento River's fresh-water habitat. "What has happened," said Huck, "is that they were taking so much fresh water out of the system that salt water backed up further into the Bay Delta area. They're losing brackish habitat for fish and other wildlife.

"They formed a group called CAL-FED," Huck said, "which is a combination of the federal Environmental Protection Agency (EPA) and the California EPA. They are proposing that a lot of water being diverted through dams and pipelines to Southern California be freed up to flow into the bay and push that salty water back out again."

The plan has touched off a "big uproar" by Central Valley agricultural interests, Huck said, "who fear they won't have enough water to irrigate their crops. But they have the long-term water rights, as we understand it, and it will probably end up being Southern California regions that end up catching the brunt of this."

COLORADO RIVER FIGHT

The Colorado River situation is equally contentious. Nevada and Arizona also draw water from the Colorado, but for years they allowed California to use some of their allotment. With population growth exploding, especially in Nevada, that arrangement appears to be ending.

"There was a closed-door session recently, between California, Nevada and Arizona," Huck said. "Arizona said to California, basically, that it needs to cut back its draw from the Colorado over the next 12 to 15 years. Arizona is afraid that if they continue to let California use their excess allotment, they could end up in court, and the court would say 'Sorry Arizona, you let them use it for so long that it now belongs

to them' - like an eminent domain thing."

Consequently, Huck said, Southern California is "positioned right now to be in a world of hurt, potentially, because there's yet another issue with the Colorado River. The federal EPA has mandated that, by a certain date, we are going to have outflow going into the Gulf of California. Currently, it's pretty much a dry stre-

ambled by the time it reaches the Mexican border."

Complicating the picture is the stunning rise in California's population, already at about 33 million people. The next 20 years are expected to see 15.4 million new arrivals, primarily from immigration.

"We're growing at a population rate throughout the state that probably cannot be sup-

ported by the amount of available water," Huck said. "They are pumping groundwater faster than it's being replaced in most areas, and we're taking more out of the rivers than is good for the environment."

ON-SITE RECLAMATION STRATEGY

Against this grim backdrop, the hundreds of golf courses in Southern California are being encouraged to seek protection.

One solution is construction of on-site reclamation plants.

"This is Dana Ripley's idea," Huck said. "He figures you can build on half an acre a plant that would supply you with adequate water. Basically, it would be a little satellite plant that would scalp off water before it goes downstream to the regional reclamation plant.

Continued on page 12

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Moss in N.E.

Continued from page 9

to fight moss invasion. These days, some superintendents spray bleach or dish detergent to desiccate the grass and suppress moss growth.

Noel Jackson, a Ph.D. plant pathologist at the University of Rhode Island, explains that "the mercury fungicides had a good

suppression effect on spore germination of mosses. The mercury supplies are now exhausted and the ban against manufacturing them leaves nothing else on the market that has the persistence of the mercury against moss. With the iron sulfate, superintendents get a quick knock down, but it's only a temporary expedient."

COPPER HYDROXIDE STRATEGY

Frank Rossi, a Ph.D.

horticulturalist at Cornell University, is working on a micro-nutrient of copper hydroxide to help prevent moss growth. He has discovered that four applications, two weeks apart in the fall, not only reduced moss populations on the order of 80 percent, but also prevented new moss growth in the plots even after the treatments stopped.

"In the summertime, at higher concentrations, there has been

some injury to annual bluegrass," he said. "On the plots we only top dressed and didn't treat, the top dressing obviously made the moss problem worse."

Rossi is now testing "extremely low levels of copper hydroxide that are applied throughout the golfing season. "We are working towards copper being used as a micro-nutrient that not only prevents moss invasion, but

doesn't injure the grass," he said.

According to Rossi, superintendents have two possible approaches at the moment. "There's the desiccant route, which is probably a variable means for getting control of existing plants," he said. "And there's the nutritional route, where we strive to get suppression and prevention of further moss invasion.

"The desiccant methods will knock back what's there," he said, "but they won't prevent moss from returning. We have a lot of questions about spray volumes, availability, injury, and long-term effect issues. But for now, I think we're on the right track."

For Cybulski and many superintendents in the Northeast, the fight to control moss on the greens goes on. "The most effective procedure would be, ideally, to raise the height of cut on the greens," said Cybulski. "But golfers demand green speed and performance, and that makes moss tough to control." ■

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Controlling elk damage key to winter prep in Canadian Rockies

By HAL PHILLIPS

BANFF, Alberta, Canada — Here at Banff Springs Golf Club, winter preparation is complicated by the sexual desires of elk. Autumn is mating season for these 1,200-pound beasts, who congregate in huge numbers on the golf course, a 1926 Stanley Thompson design located in a wildlife corridor pinched between mountains Rundle and Tunnel.

"We'll have more than 300 elk on the course every day during the fall, whereas we have only 100 or so during the summer," said Kevin Pattison, head superintendent at Banff Springs. "I have to laugh when I say that; 100 elk would be plenty for most superintendents."

Come Sept. 1, Pattison and his crew routinely segue into late-season mode. There is dung removal — a daily chore with triple the number of elk on site. In terms of man hours, mowing and grooming the greens goes from a 15-hour job to a 21-hour job, because smoothing elk footprints with dry sand and removing larger indentations with mechanical ball forks take time.

"Every 10 days or so, we'll have an elk create a waller," Pattison explained. "What happens is, the bull elk takes his antlers and sticks them into the ground; he rakes them back and forth to sharpen

them up. This is what they do to prepare for rutting [mating] action. Unfortunately, they like to do this on the greens, and when they're done, it looks as though someone has literally roto-tilled an area



Banff Spring GC has dramatic mountain setting, but also an abundant number of troublesome elk



about six feet square. The biggest piece of turf left over is no bigger than the size of my hand!

"We pick each of these waller areas clean, rake them smooth and replace the turf pieces as if we were doing a jigsaw puzzle," he said. "Then we roll it smooth and top dress it very lightly — if you use too much sand, it smothers the plant."

FENCING IN THE GREENS

As you can see, prepping a golf course for winter here in the Canadian Rockies

calls for extreme measures. However, in going to these extremes, Pattison believes he has hit upon several measures germane to any superintendent whose course closes during the winter months.

Traditionally, the elk's rutting season comes to a close by the end of September, and the course closes to play on Canadian Thanksgiving (Oct. 9 this year). That's when the real work begins, though in some ways it has already begun.

"To set us up for a good summer season, we start in the late summer before," Pattison said. "For example, that's when we take soil tests and adjust our fertility program to correct any inadequacies."

"The first week we close, we will aerate the greens, remove the cores, apply a light top dressing, and apply Milorganite to reduce ice damage," he explained.

"Then we'll surround every green with special fencing comprised of mesh panels that are 6 feet tall and 10 feet long. This fencing is unique. The panels are self-supporting, so you don't need to worry about frozen ground or damaging irrigation pipe with stakes. The panels are extremely easy to handle, which is important because we're in there two or three times a winter to clear snow from the greens."

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Supers getting courses ready for cold weather

By JOEL JOYNER

NORTHEAST

FAYETTEVILLE, N.Y. — At the Onondaga Golf and Country Club, superintendent Eric Holm has his winter preparation down to a 'T' after 15 years on the job. With long winters and a lot of accumulated snowfall here in central New York State, Holm hopes for a "consistent snow cover until January and a nice gradual melt" to begin a new season.

After aerating the greens in mid-September and again in a one-month to six-week period, Holm will begin fertilizing toward the end of October. "As far as top dressing the greens, I used to give them a light brushing late in the year," said Holm, "but I found I had too much injury. I've discontinued that and have had no detrimental effects." On the course, Holm maintains five wind-exposed greens with "evergreen wind covers" to prevent desiccation.

In early October, Holm uses a "single-rate application of Scotts FS2 on the greens to prevent pink snow mold." Between the end of November to mid-December, another single-rate application of Scotts FS2 is used on the greens, tees, and fairways. "Generally, when it looks like winter is really bearing down on us," Holm said, "I also apply Scotts fungicide #5 for protection against gray snow mold."

"My greens have a great three inches of 100 percent sand top dressing that I've added since I've been here, so I really don't have to prepare them for any drainage prior to winter," said Holm. "We do a

Continued on page 16

EP AERATION

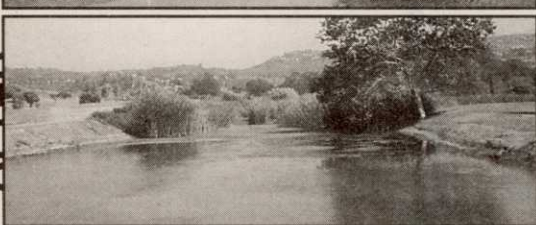
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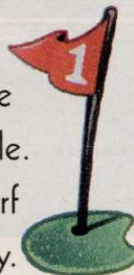
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Elk control at Banff Springs

Continued from page 13

Pattison believes this methodical snow removal during the winter months is preferable to relying on covers.

REMOVING SNOW FROM GREENS

"We start doing snow removal with hand blowers in February, and we'll leave three to four inches on the greens at that time" he said. "In March we do it again. Then, in April, we take all of the snow right off the greens and monitor them daily to make sure there's no standing water. Once the greens have been cleared and there's no remaining ice on them, only then do we cover them.

"If you do end up with ice," he added, "it's easier to melt it from the bottom up; so as you clear them, the sun heats up the Milorganite prill which floats to the top of the ice. When it gets cold again, the prill goes back down to the bottom, creating a honeycomb - that's perfect because it allows the gas exchange

'We start doing snow removal with hand blowers in February, and we'll leave three to four inches on.'

- Kevin Pattison

from turf plants to escape."

Pattison deals with certain greens that feature depressions where water traditionally sits or moves very slowly. "In those areas we cut a hole down to the gravel layer with a cup cutter, then we install a PVC sleeve to ensure that it doesn't collapse," he said. "The benefit of this, if you have melting, is the water will move into this low area - now you have a sump, and you can either pump that little sump out, or if it's thawed, the water moves right into the gravel layer and doesn't pond up in the spring."

Off the greens, Pattison will aerate the layout wall to wall following course closure. However, he leaves the cores on these fairways and rough areas.

"In the spring, they disintegrate during the snow melt," he said. "Also, when the wind blows, the cores help retain a thin layer of snow for insulation. This is particular to our situation here, but when elk urinate in winter, this layer of cores also gives the urine a place to pool, which makes for smaller urine spots. We average more than 750 urine spots per fairway. On the 18th fairway this past winter, we had

2,053 urine spots! And they're not just discolored; those spots are dead - too much nitrogen for the plant to synthesize. So naturally we prefer the urine to pool, which minimizes the overall turf kill."

SODDING THE CAULDRON

The signature hole at Banff Springs is number four, a stunning par-3 called The Cauldron. As the moniker suggests, the

green is located in a low-lying area, flush against an 9577-foot peak. No amount of winter prep has proved effective at the Cauldron, whose green routinely dies each winter.

The solution? "We strip the sod off and prep it for sodding the day the golf



course closes; then we sod it the last week in April. It costs about \$6,200 [Canadian] each year to re-sod that green," Pattison said. "We started this last year and it looks like we'll do it every year from now on.

"In years past, it took forever for the green to come

back each spring, and often times it didn't come back, which meant we were sodding it in June. Now we can guarantee that we have a viable putting surface every spring, and it's easier to establish the sod in the spring, before the heat of the summer starts to kick in.

"It's more work, but it's one helluva a team-building exercise for new hires each spring." ■



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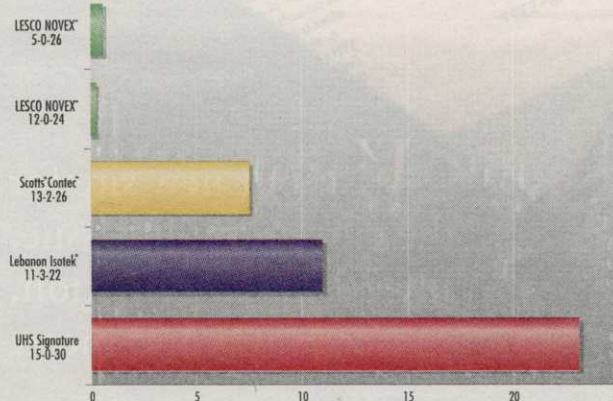
significant amount of fertilizer with the clippings. And the fertilizer stays in the turf so it can do the job it was intended to do. With that kind of efficiency you may even find yourself applying less product. And another benefit? NOVEX is barely visible to the golfers.

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Prepping for cold weather

Continued from page 13

complete blowout of the irrigation system in mid-to-late October, followed by another quick blowout as a precaution against any settling in the low areas."

BRETTON WOODS, N.H. — Superintendent Mark Taylor at the

Mount Washington Hotel and Resort knows preparation is essential for the long winter months and heavy snow fall. With 18-holes on the Mt. Washington course and an additional nine holes for the Mt. Pleasant course, Taylor must deal with several grass types and a tough Mother Nature. "We're a May 1st to Nov. 1st operation, but last May we had three snow storms in the first week," Taylor said.

"I'll fertilize in mid to late October with about a pound of nitrogen and a pound of ash," he explained. As far as covers are concerned, "when I first got here, they had seven or eight greens that were covered with these heavy felt blankets. I took the blankets off because it wasn't too healthy underneath. With as



Mark Taylor

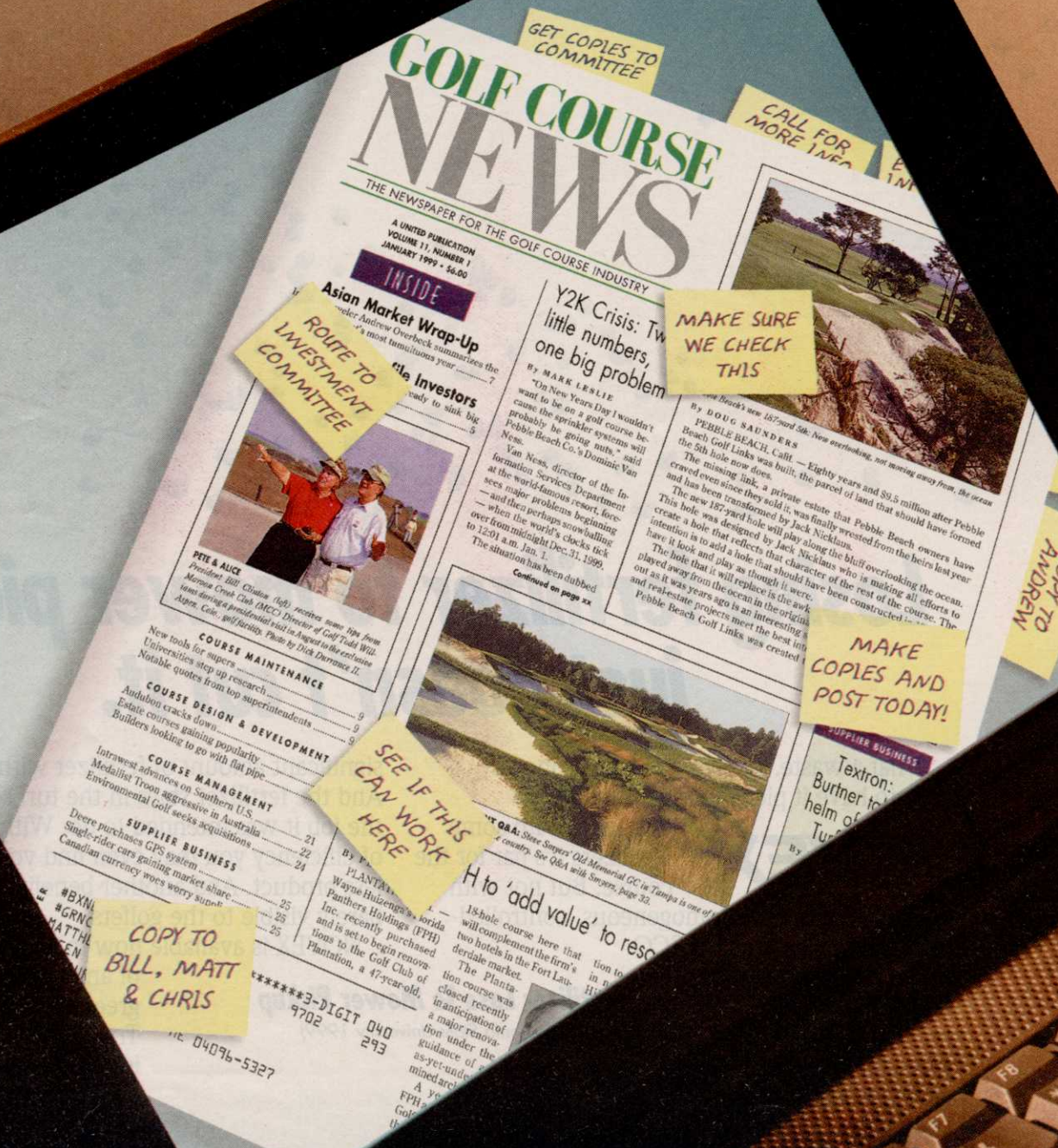
much snow cover that we get up here, I don't see any need, except maybe in the spring as a germination blanket."

After deep-tining the greens last year, Taylor "did a snow mold treatment of Chipco and Daconil at the recommended rates and still ended up with snow mold at select areas.

This year, Taylor will use Heritage around the first of October, and a Chipco/Daconil combination during the first of November.

Taylor will top dress the greens substantially with a heavy dressing and let them sit. After letting the grass grow some, Taylor will let them "go to bed" at about a quarter inch. Though Taylor will have to occasionally get out there to break up some ice, last year wasn't much of a problem for the course. Cross country skiing trails, however, are always a concern. "We've roped off a number of tees and greens," he said.

Click to News.



MIDWEST

NOBLESVILLE, Ind. — Randy Brehmer, CGCS, at the Fort Golf Resort here, believes his course is "sound and healthy going into winter" after a good summer.

Spreading seed in late August to early September, Brehmer begins his preparation for the coming winter months. He applies fertilizer in the late fall, soon after aeration. He places an application on the fairways in October, and treats his greens and tees anywhere between mid-late November.

"We'll deep-tine the fairways during the first week of November anywhere between 10 to 12 inches," he said. "It opens it up more than coring. We top dress our greens during aeration, and then one or two additional times later on."

As for fungicides, Brehmer explains, "we only use them as a curative basis in the spring, and then only on the greens, tees, and approach areas."

GREAT PLAINS

MULLEN, Neb. — Corey Crandall, superintendent at the exclusive Sand Hills Golf Club, has a different approach toward winter's arrival with his "no trees, no water, no out-of-bounds" course.

Crandall maintains fine fescue grass in the fairways and bentgrass on greens and tees. "We'll top dress the greens real heavy," said Crandall. "Then we'll just spray them with snow mold protection and actually cover the tees and greens during the first part of November."

Also during the first week of November, he will blow out the irrigation system. "We have run into problems in the winter, if we have an open, dry winter," says Crandall. "Last year we had to charge up the irrigation system in December and February. It was really dry. Right after we charge up, we blow it right back out." ■

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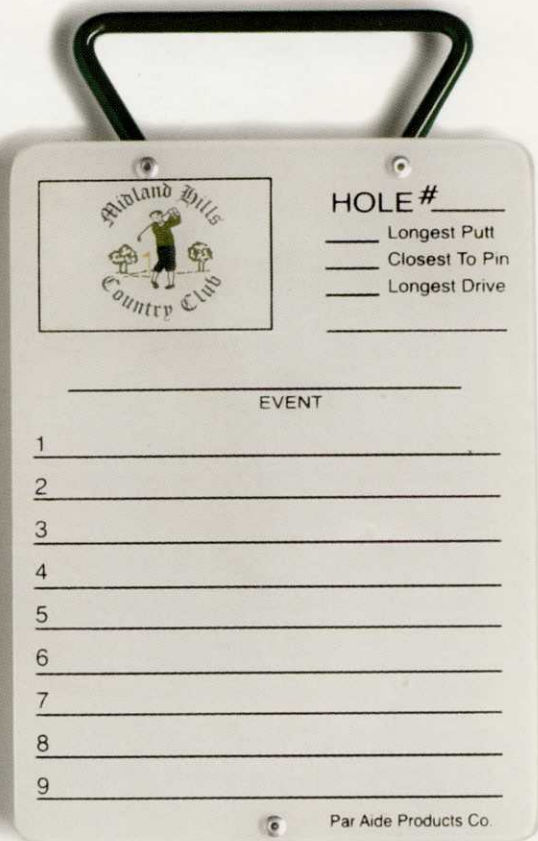
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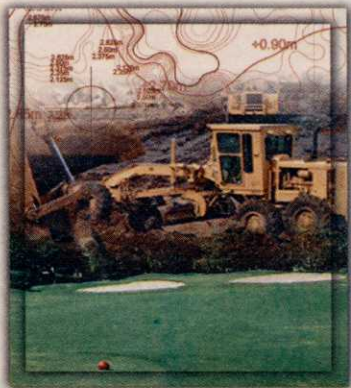


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C.

C. OUT OF BOUNDS MARKERS

- White only



BRIEFS

CUBA PLANS FOR 28 GOLF COURSES

HAVANA, Cuba — The Cuban government may be Communist, but it's not about to let the Caribbean golf boom pass it by. Rumbos, the state-owned company that manages the Varadero Golf Club, will start building a course in Cayo Coco early next year. It has plans for three more courses, once foreign financing is secured. In addition, Cran Caribe, a hotel company, breaks ground on a new course in Jibacoa this September. Several other courses are in the planning stage. The government's short-term goal is to build one course in each of Cuba's nine tourism zones, according to Raul Martin, a Rumbos manager. Long-term plans put the total number of courses at 28. Cuban revolutionaries Fidel Castro and Che Guevara were avid golfers before overthrowing the Batista government in 1959. Among their first moves was to bulldoze nearly all of the island's golf courses to make way for schools.

RYANGOLF BUILDING NEW NICKLAUS COURSE

DEERFIELD BEACH, Fla. — Ryangolf, based here, has been awarded the construction contract for a new 27-hole Jack Nicklaus-design golf course. The Prestwick Plantation Golf Course will be built in Cape Girardeau, Mo. Construction got under way recently and the layout is expected to open in April 2002.

The Links at Outlook brings Scottish flavor to Maine

By JOEL JOYNER

SOUTH BERWICK, Maine — Ever since King James IV of Scotland lost 14 shillings to the Earl of Bothwell in a golfing wager back in 1502, the sport of golf has continued to grow — and grow, and grow. It may be a gamble for a new course to open, what with upscale public golf courses proliferating and competing for golfers' attention. But The Links at Outlook, owned and operated by the Flynn family, just might have what it takes by bringing a Scottish touch to Maine.

A onetime dairy farm, the 140-acre property was considered — and even zoned — for an industrial park in the early 1980s, but the creation of a driving range in 1988-89 set in motion a chain of events.

"It just took off from the driving range," said Tim Flynn III, general manager. "We originally intended to place all 18 holes on the east side of Route 4, which would have made for some narrow fairways, but when we bought an additional 30 acres on the other side of the road it really opened up the layout possibilities."

Designed with 11 holes of rolling mounds, fescue grass, and strategically



The outlook from the 17th fairway affords views of the 17th green and the links layout of the front nine.

placed sand bunkers, the east side makes for a challenging but manageable game for the average golfer. The classic style of firm and fast greens and fairways requires cautious drives and fairway play in order to safely reach the greens.

The architect for the course, Brian Silva, said that "the greens can be attacked only from certain areas of the fairways, and the low-handicapper won't score unless he recognizes and finds

Continued on page 21



The Ocean Course plays along the cerulean waters of the Atlantic Ocean and Nassau Harbour.

Weiskopf's Ocean Club nears opening

PARADISE ISLAND, Bahamas — In December, the famed Paradise Island resort, the Ocean Club, will unveil a scenic 18-hole golf course as part of Sun International's \$100-million renovation and expansion of the property. Designed by Tom Weiskopf, the Ocean Club Golf Course has been completed and grassed and will be ready for play by year-end.

Set on the eastern end of the island, Weiskopf's par-72 layout takes advantage of the magnificent Bahamian landscape and island crosswinds, challenging golfers' accuracy. Overlooking the Atlantic Ocean and Nassau Harbour,

Continued on page 20



After forty years, Jim Fazio still designing courses worldwide

SARDINIA, Italy — From a career spanning 40 years, Jim Fazio's designs can be found throughout the United States and in 10 foreign countries. Growing up in the Philadelphia area he learned the business from the ground up working with his uncle, George Fazio, and brother, Tom.

Golf Course News correspondent Trevor Jackson recently met up with Jim to discuss his design philosophy, experiences and ongoing international projects, which include LeMezzane Golf Country in Sardinia, Italy, and the Bahamia Club in Freeport, Bahamas.

GCN: Coral Harbour Golf Club on



Jim Fazio

New Providence in the Bahamas was your first overseas work. What was that like?

Fazio: We started that course at Coral Harbour in 1962 for the developer Lindsay Hopkins, the Miami Coca-Cola bottler. I lived at the hotel for two years to build the course. I didn't have any maps or surveys to work from and ran off the property a bit, and we lost a couple of building lots this way. There was a little ridge in there and no topsoil. We crushed the coral rock and dug shallow lakes, testing every day not to take too much out of them to go back to salt water.

Continued on page 21

Meadowbrook National to open this year

LAKELAND, Fla. — Meadowbrook Golf Group, Inc., has announced that its new 27-hole resort course in Las Vegas will be called Meadowbrook National Golf Club.

The new course, scheduled to open before the end of the year, will be marketed nationally and will become a flagship property for Meadowbrook Golf, which owns or manages more than 100 courses across the country.

Meadowbrook National is located about 25 minutes from the heart of the Las Vegas strip. The site adjoins Floyd Lamb State Park and gives unobstructed views of the Sheep Mountains from most of the golf holes. The new golf club is adjacent to the proposed Mountain Spa residential and resort development, but is being developed independently.

The new layout features three championship nines designed by golf architect

Robert Cupp. Each 18-hole combination will play to approximately 6,900 yards from the championship tees. The 24,000-square-foot clubhouse, designed after a Mediterranean villa, will overlook a lake and the finishing holes for all three nine-hole layouts.

Construction of all 27 holes is nearly completed, and the turfgrass has matured to the point where many holes are virtually playable. A company spokesman said the course is expected to be open for play before Christmas, and that reservations are already being accepted for 2001 golf events.

Meadowbrook National is a joint project of Meadowbrook Golf and Apollo Real Estate Investment Fund III. Apollo Real estate is a New York investment firm that also holds a major equity position in Meadowbrook Golf Group, which will operate the club for the partnership.

Fox Hopyard expects partial opening later this year

EAST HADDAM, Conn. — Hopyard Country Club, an elegant Roger Rulewich design, is nearing completion in the gently rolling farmland of southeastern Connecticut. The course is expected to put some holes in play late in 2000, with a grand opening of the entire layout expected early next year.

Located in East Haddam, the track boasts a setting of stone walls, brooks and majestic hardwood trees. Several greensites snuggle up to stone-lined ponds, while others are embraced by woodland hollows.

The layout, surpassing 7,000 yards, is an enjoyable walk, featuring alluring views and centered by a clubhouse perched on a rock outcropping overlooking the course. With wide fairways, a variety of teeing options and framing bunkers to direct play, the course can be enjoyed by golfers of all ability levels, but it will only reward precise and powerful shot-making from the championship markers.

One unique construction aspect at Fox Hopyard is that not a single inch of the course was sodded. Seeding was effectively accomplished using a tackifier that allowed the grow-in to proceed on schedule despite a summer that featured numerous heavy rain storms. On slopes and around greens, EcoAegis was used in the seeding process. This wood fiber mulch includes a fertilizer as well as a tackifier. On flat, open surfaces, the more economical EcoAegis II (a straight wood fiber product) was employed.

In addition to Fox Hopyard, The Roger Rulewich Group currently is working to complete construction of three new 18-hole courses sure to draw critical acclaim: Grande Dunes Resort Golf Course in Myrtle Beach, S.C.; Saratoga National Golf Course in Saratoga, N.Y.; and Wild Turkey Golf Club, at the New Jersey complex that already boasts the Rulewich-designed Ballyowen. Each of these courses is expected to open in 2001.

Also ongoing are several high-profile remodeling projects, including work at Yale University Golf Course in Connecticut and The Dunes in Myrtle Beach, S.C. Work will begin next year on an extensive remodeling project at famed Palmetto Dunes in Hilton Head, S.C. ...

Rulewich spent much of his summer in Spain, again designing an 18-hole resort course in Castellar, near Valderrama, and continuing with additional remodeling at Valderrama.

Construction in Castellar is expected to begin this year. Plans call for the course to be a par-72, covering more than 7,600 yards. Rulewich emphasized that Castellar, located less than three miles from Valderrama, has its own identity.



Grow-in is underway at Fox Hopyard in East Haddam, Conn. The Roger Rulewich course takes advantage of its rolling farmland terrain and was grassed without using a single inch of sod.



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18-hole Virginia course a 'first' for First Tee

By MARK LESLIE

RICHMOND, Va. — When adults tee it up at the new Chesterfield First Tee golf course here, they had better bring their "A" game, or they could still lose a match to their child.

"The longer they hit the ball the more hazards they face," said golf course architect Lester

George, who donated his \$150,000 to \$200,000 design services for this project that was so close to his heart. "I think golf is an awfully hard game to get access to," he said, explaining why he and so many others have given time, money and equipment to open the golf and teaching center in Chesterfield

County's Iron Bridge Park.

The Chesterfield First Tee facility was developed as a chapter of a nationwide effort to make golf accessible to youths.

"The theory behind First Tee is access. As far as I'm concerned," George said, "golf course architects, pros and others ought to be making golf accessible. Here we



Youngsters practicing at the new 18-hole Chesterfield First Tee golf course

King of the hill.

(As well as the side-hill, the bunker edge, and of course, the monster mogul)

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have specifically designed the program to do just that.

"Our intentions were to design, first and foremost, for children and beginners – and beginners could mean teens, adults and maybe seniors. That was our design foundation for the course," George explained. "We had people say, 'Why not make it 6,500 yards long and everybody can play it?' We said the object was to build it to scale for a kid, which is in the 4,000- to 5,000-yard range. Ours is 4,650 yards from the back tees. The next set is 4,206, then 3,836, and the forward tees are 3,382. Par is 66."

NOT A KIDDIE COURSE

Visitors have already discovered that 4,650 yards is no kiddie course. "If adults come out and play it, they will have difficulty shooting par because it is demanding," George said. "But the kids will keep it in play because of the lack of hazards for them. I set the hazards up for the adults, not the kids."

"Lester George did a fantastic job in laying this out," said head pro Tami Bealert. "We have four sets of tees specifically designed for kids, their talent and ability. A kid 10 years old is not going to smack the ball 300 yards, but maybe 180. This course is designed for an iron [shot] into the green versus a wood."

"If I were to play the same tees as a man, my next shot is going to be further away than the man's shot, and there might be a bunker right in my way. The junior tees are relationally the same," Bealert said. "Here we are moving up the tees 75 to 100 yards and giving each child from 5 to 17 years of age a choice, rather than putting them all up to the ladies' tees like they do at other places, or making them all play from the same tee."

On the Chesterfield course, Bealert added, "the kids can score and make par and feel good about themselves. We don't want to discourage them. The doglegs are set up the same way. Their second shot is a clear shot into the green."

SMALLER TARGETS

George designed the greens to be one-third the size of those on a regulation course, which should help players improve their short games. "Your target is a lot smaller, so there is less

Continued on next page

OCTOBER 2000 19

Second Brauer course in Minnesota aims for 'north woods experience'

By MARK LESLIE

BIWABIK, Minn. — Flush with three years of success with its first golf course, Minnesota's Iron Range Resource and Rehabilitation Board (IRRRB) is adding a second 18 holes to its mix here as it continues efforts to turn the Giants Ridge area into a recreation destination.

"The demand for this caliber of golf course is so high that we decided to go ahead with a second," said IRRRB development director Mike Gentile, who has overseen operations of Giants Ridge Golf Course since it opened in 1997.

Officials had hoped Giants Ridge Golf Course would host about 22,000 rounds by the fourth full year of operation. "We did 22,000 between July 1 and Oct. 15 of that first year," Gentile said. "Last year we did 30,000 rounds and still turned away between 12,000 and 15,000 golfers."

Building on that success, the IRRRB has chosen Giants Ridge course designer Jeffrey Brauer/Golf Scapes of Arlington, Texas, as "the natural choice to do the second course."

"The charge we gave Jeff," Gentile said, "is to build a golf course that will be equal to or better than the first course, difficult as that may be. We want the golfer, when he is traveling from the

Minneapolis-St. Paul area, where 90 percent of our golfers come from, to play two rounds of golf at least and get two quality, yet distinctively different, experiences."

OLD QUARRY SITE

Gentile described Giants Ridge Golf Course as "a Minnesota North Woods experience, with a lot of pines, a lot of birches, a lot of boulders and rocks." The second course, tentatively called The Quarry at Giants Ridge, will be built three

miles away on rugged topography that straddles former taconite and sand-and-gravel quarries.

Brauer and Gentile said design plans will be complete in August, construction bids will go out in September and construction will be underway by the first part of October. "We will probably be playing golf in two years," Gentile said.

Since Giants Ridge Golf Course opened, the IRRRB has opened a hotel on the property, enticing visitors to stay and play.

Gentile expects The Quarry course will deliver on expectations. "Jeff Brauer uses the land and topography very, very well," he said. "He creates something out there that all levels of golfers, from the rank beginner to the experienced low-handicap golfer, are going to have a great experience."

"The golf course is very fair," he added. "Whereas the existing course is not walkable because of certain environmental constraints we were under, this course will be walkable. We want to attract the State Amateur and Mid-Amateur-type tournaments and so forth to northeastern Minnesota and Giants Ridge."

Jeffrey D. Brauer and his firm, Golf Scapes, have designed 40 golf courses and remodeled 80. Canterbury Golf Course in Parker, Colo., and Giants Ridge are rated among the best affordable public courses in the United States, while his Avocet Course at Wild Wing Plantation in Myrtle Beach, S.C., was a *Golf Digest* best new course winner. His Champions Country Club in Nebraska is highly ranked, as is the Brauer-designed TangleRidge Golf Club in Texas.

President of the American Society of Golf Course Architects during its 50th anniversary year in 1995-96, Brauer also designed Colbert Hills Golf Club at Kansas State, which opened in June 2000 as the cornerstone golf course for The First Tee program as well as the first collaboration between the PGA of America and Golf Course Superintendents Association of America.

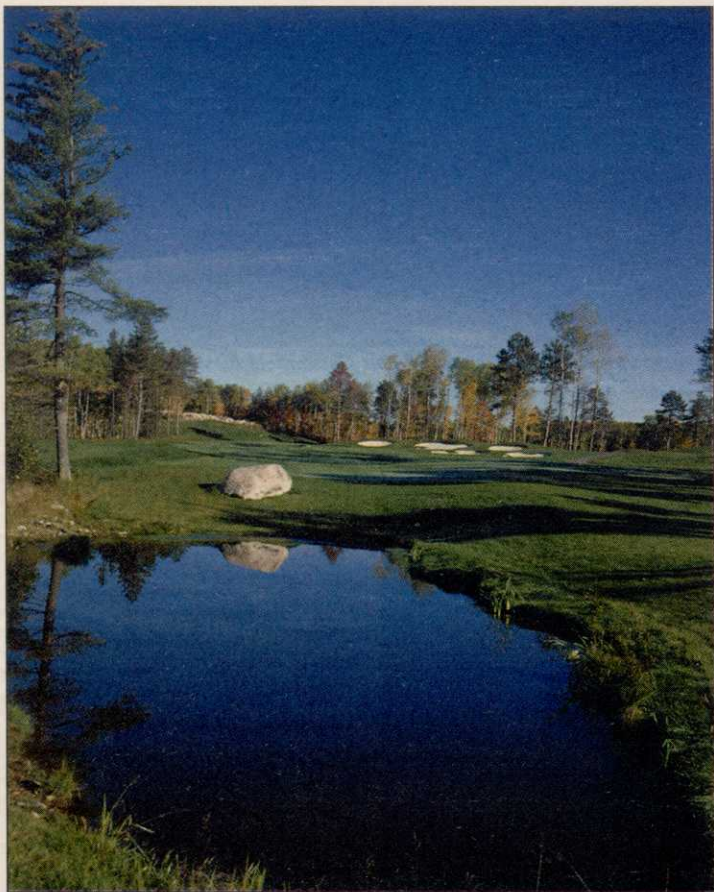


Photo by Mike Klemme

Giants Ridge Golf Course in Biwabik, Minn.

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Ocean Club

Continued from page 17

the course offers panoramic views of lush vegetation and cerulean waters. The 17th hole plays entirely along the scenic Snorkelers Cove.

"I feel that the Ocean Club is a perfect location for my first Bahamian project," Weiskopf said. "The classic design of the resort, coupled with the spirit of Paradise Island, creates an ideal backdrop for a golf course that I feel will be memorable, dramatic and a fair challenge to all levels of golfers. My goal is to design the best course in the Caribbean."

Weiskopf, an internationally renowned PGA and Senior PGA professional, has designed 37 courses since 1983 in destinations throughout the United States, as well as South Africa, Japan, Scotland and the Philippines.

"We chose Tom because of his dedication to quality and design," said Sol Kerzner, chairman of Sun International. "The design will reflect the continuing legacy of the resort, providing a classic and memorable course for our guests."

The facility will be managed by Troon Golf, of Scottsdale, Ariz., which is involved in several Weiskopf's projects. ■

First Tee

Continued from previous page

room for error. Therefore, you are more focused on that target," Bealert explained. "At a regulation course, when they don't get close to the target, they are still on the green."

Chesterfield First Tee is, in fact, a regulation course. "We are not considered an executive course, just a short course," Bealert said. An important aspect of the Chesterfield course, George said, is that "we have a realistic golf setting: three par-5s, six par-4s and nine par-3s."

The course is complete with menacing bunkers (although there's no water), U.S. Golf Association-spec greens with L-93 bentgrass, and 419 Bermudagrass tees, fairways and roughs.

In addition to the 18-hole course, the facility includes a full-scale practice range, complete with a bunker-flanked putting green and a three-hole beginner's course with each hole measuring from 70 to 118 yards. Other features include a pro shop/clubhouse, and a teaching classroom for the Life Skills Program.

Grand opening ceremonies will be held on Oct. 23. ■

Ski resorts adding golf courses

Continued from page 7

Fla., and Gatlinburg Skylift in Tennessee.

Boyne general manager Stephen Kircher credits his father and founder Everett Kircher (at 84 still on the job every day) with the idea to give the company a year-round base. The concept was a masterstroke. "The ski industry is tough right now," he said. "We've had three consecutive off winters and those that aren't in four-season operation are going under."

He seconded Legueux's idea that convention business doesn't happen without golf. There's plenty of competition for Boyne. Since The Heather was built in 1965, 57 courses have been built in Michigan.

Kircher summed up the decision for more golf simply: "You can't build another mountain, but you can build another golf course."

ROCKY MOUNTAIN HIGH END

Out west, golf is taking on even greater magnitude here in the Rockies.

Jim Thompson, president of Vail Resorts Development Co., cites golf as critical to high-end real estate sales and attracting major hotels for the ski operations. Vail Resorts owns and oper-

ates Vail, Beaver Creek, Keystone, Breckenridge and hospitality assets at Jackson Hole.

Interestingly, the company is building expensive private golf clubs with Tom Fazio and Greg Norman layouts, now under construction at Red Sky, nine miles from Vail. Four hundred memberships will be sold with initiation fees of \$100,000, which will pay the \$40-million cost. The opportunity to join such a club will add \$100,000 to the price of a building lot. As Thompson puts it, "The golf drives the real estate sales and the summer bed base."

Hotels also demand golf. Ritz Carlton is building a 240-room hotel here, and it required golf availability for its guests as a condition. The resort gets more needed beds for skiers.

The Red Sky development is based on the Beaver Creek model, where half the tee times go to members and the rest to guests at Vail. Two club houses will be built, one luxurious for members and the other smaller for guests. The two groups will rotate daily with members playing one course one day and the other the next. The members have their private club and guests have two fine courses to play.

The Links at Outlook

Continued from page 17

those areas with his tee shots."

"The property on [the east] side of the road began as mostly flat land," said Flynn. "It required several shapes and cuts to give it that flowing Scottish feel that complicates some approach shots."

A welcoming supply of rangers and directional flags are available to assist first-timers here with blind shots, such as the 4th hole, a 475-yard par-5. The bunkers don't pose a real threat here, but a misdirected tee shot could be difficult to play against the strategically placed mounds. It may also prove impossible to find a ball, let alone play it, if it lands in the thick, knee-high native grass.

WEST SIDE STORY

The remaining seven holes, 11 through 17, are reached by traveling under the main road by way of a concrete structured tunnel. Playing these seven – the west side holes – demand an entirely different strategy, as they are situated on and around a wooded hill in the more traditional style of a New England golf course.

The west side design required more cuts and excavations, but the outcome appears promising. Reaching the 12th tee on top of the hill, one may turn around and admire the strategic shaping Brian Silva has accomplished over on the east side. Then it is followed by another impressive panoramic view off the 13th tee that overlooks part of the town of South Berwick. Of course, the tee shot itself is a blind downhill drive on a 361-yard par-4 from the blue markers.

After the 11th hole, there are no more water hazards to contend with, but other obstacles present themselves. Course superintendent John Roesser, CGCS, explained that there's been some erosion

that has affected parts of holes 15 and 16 from the unusually heavy summer rains; he added rocks and topsoil to provide support. Repositioning of tees is also being considered as a means to reduce erosion effects.

Although the openness of the more traditional links-style holes on the east side of the course warns golfers to take heed of the wind factor in their strategy, the wind also plays a significant role when up on the hill, dictating aiming adjustments.

"We have been in operation only for a short time," said Jeff Maldonis, director of marketing (the course opened in June). "We want the public to notice our exceptional greens and fairways first."

FIRST-TIME HEAD SUPERINTENDENT

Other features of the course will continue to develop over time. John Roesser also discussed the current development of a new driving range box along the roadside and the planned addition of a practice chipping green and bunker. Providing the weather cooperates, the new driving range should be in operation before the golfing season ends here, usually around Halloween.

This is Roesser's first time in a head superintendent position. After college, he served an internship at Pebble Beach Golf Course, in California, and another one at National Golf Lands. He was hired for the job at The Links at Outlook directly from the construction company, Inner Golf, which shaped the course.

The southern Maine course is within easy striking range of Portland, Maine, and Portsmouth, N.H., and is just over an hour's drive from Boston.

The Links at Outlook shows promise with its unique design, and given time for enhancements, management hopes to prove the course is indeed "a public course with private club conditions." ■



Photo by Dann Coffey

Mountainside housing at Bachelor Gulch, which is a property of Vail Resorts Development Co.

The Vail model might be atypical with such expensive real estate. A development underway at Bachelor Gulch has already sold 56 of its 600 units for homes that will cost over \$5 million each. A common cost of building in the area is \$1,000 a square foot.

The numbers differ, but the three companies all agree that golf is a key factor in developing four-season resort operations,

which are an absolute must to keep ski resorts viable. And the multiple resort companies are not alone. Smaller mountains such as Ragged in New Hampshire now have golf courses, and others are building or considering golf.

In fact, golf may just be the key ingredient in the survival of the ski industry. For some exciting golf, keep your eye on the mountains. ■

Jim Fazio Q&A

Continued from page 17

I had a young Bahamian on the tractor who had been trained at Huntington Hartford's course (the Arawak Golf Club on Paradise Island). He was a great shaper but one day I loaned him my car and he got drunk and smashed my car so bad that it wouldn't run again. So he gave me a bicycle to make up for it. That taught me not to lend my car again – I rode that bike for two years.

GCN: Which countries have you worked in?

Fazio: In addition to the Bahamas, I've worked in Spain, Italy, Puerto Rico, Japan, Mexico, and now, Turkey. Plus all my work in the United States. My son, Tommy, is working with me on Grand Bahama now, where we're renovating the Ruby and Emerald Course at the old Princess Resort (now Bahamia). So, since 1964 to 2000, I'm back in the Bahamas again.

GCN: Turning to Italy where you have been so active, are these projects just for tourism and resorts?

Fazio: Well, in Italy in 1986/87 there were about 120 golf courses. Since then another 50 have gone in. The majority are located in the northern region near the commercial centers and bigger cities. Southern Italy is a lot different with less interest, and a drier, more mountainous land. Rome is a city tourist attraction, and people don't go there to play golf mainly. The coastal regions and the weather are not really set up for resort golf operations. Some of the other Mediterranean coasts of Turkey, Spain, and Portugal are more likely to attract resort golfers.

The project we are doing now is in

Verona, in the northern region, where the local business people and visitors from Germany, Switzerland, Austria, and France can drive in a few hours. It is called Club Paradiso, on a beautiful private estate, and will be open for anyone to play. A new hotel will be added to the older estate buildings next year.

The developer and I first got together in 1988, and that shows you how long it takes to get permits in Italy. The land use, labor regulations and environmental permits are very strict, and years can go by while all these things are resolved. We started construction in July. Nine holes will open by 2002, and the other nine will open in 2003.

GCN: Do you approach design from a "heroic" or "strategic" perspective?

Fazio: When a golfer stands on the tee I want him to know there's a place for him to play to. If he hits it to the right area, he will find the way to avoid the hazards. You get 14 chances to design the hole to achieve this – on the par 3's, of course, you are aiming at the green. You have to give the golfer a chance, the right angle to hit the shot that will give the right result. Don't let the course eat him up. Let him anticipate success if he puts it in the right part of the fairway.

GCN: Is this the Fazio philosophy?

Fazio: Yes. If I see 6,600 yards on the scorecard I know I can play to my handicap. That's what I try to give the golfer, a chance to play to his handicap. In my designs at La Querce in Italy, Hawks Nest in Florida, or The Woodlands in Maine, I have put these ideas into the course. They are a challenge, but are fun to play for all levels of players. ■

Dragon course

Continued from page 1

In the layout, design, and construction of the 472 homesites, the Garners formed an alliance with Taliesin Architects, based in Scottsdale, Ariz. The firm is the continuation of Frank Lloyd Wright's architectural practice. The layout of the project and the homes themselves are created

from Taliesin plans that stress Wright's concept of organic designs that connects a structure to its natural surroundings. Roads, homesites and golf course all blend together to form a striking design plan.

DRAGON COURSE MAKES BOLD STATEMENT

To create a golf course that fits this organic philosophy, the Garners interviewed several

firms before settling on Robin Freeman, the Hawaiian-based golf architect whose internationally acclaimed designs include Mauna Lani, home of the Seniors' Skins Game.

"Robin Freeman has a tremendous sensitivity to the land. He came here on numerous occasions to make sure the construction of the course would blend in with our overall

concept. What he has created is a very bold statement," said Darien Garner.

Freeman's golf course offers five tees on every hole and a rolling serpentine layout that slips over a variety of elevation changes. The course captures the rugged terrain with intriguing uphill and downhill shots. The large fairways give the golf course a bold and in many ways



The 18th hole at Gold Mountain

a very intimidating look. The shape and challenge of the course are summed up in its name - "The Dragon."

After many years of designing golf courses in Hawaii, Malaysia, The Philippines and China, "The Dragon" at Gold Mountain is the first course built in the United States by California native Freeman. He took great care to create an exceptional course here, and his treacherous bunkers and challenging carries form a distinctive signature.

Grass grow-in at a 4500-foot elevation presented a challenge, but the much-anticipated layout finally opened in July.

The mountain setting dominates the landscape. Some holes offer spectacular vistas of the Sierra, while others provide the serenity of pine forests. It is a natural feeling that the Garners have worked to preserve by becoming involved with the Audubon International 'signature program,' which dictates strict criteria to preserve wildlife habitat and monitor course management from the beginning.

FRANK LLOYD WRIGHT CLUBHOUSE

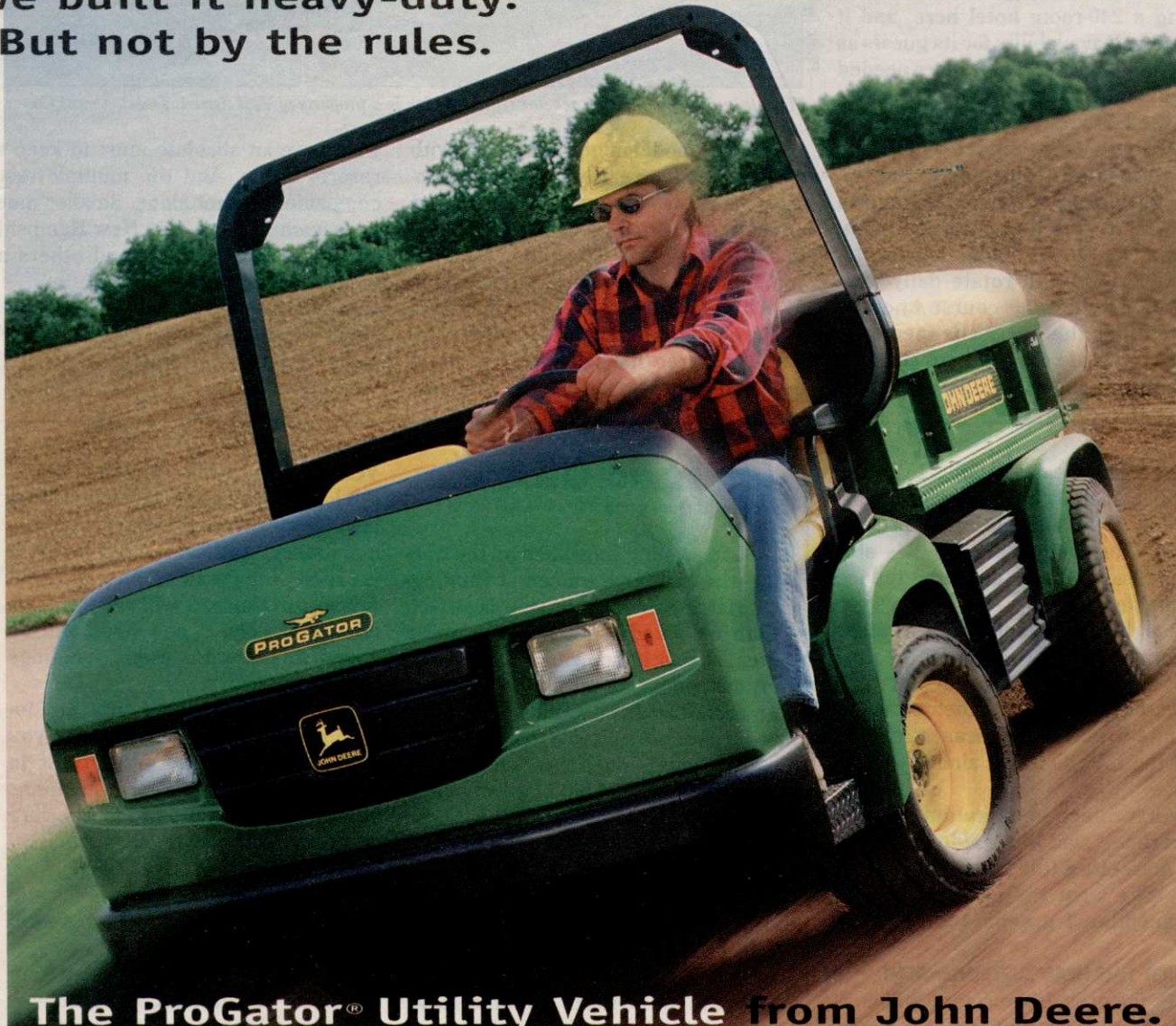
The final blend of the two influences of Freeman's golf course and the design philosophy of Taliesin is the clubhouse now under construction and scheduled to open this year.

The unique, 22,000-square-foot structure is being built from unrealized plans that Frank Lloyd Wright created back in 1924 for a clubhouse at the Nakoma Country Club in Madison, Wis. Now this building is coming to life on the hillside that overlooks the project. Its six teepee-like spires, with a central spire soaring to 60 feet tall, will just add another forceful presence to the entire complex that is "The Dragon" and Gold Mountain.

But can this creative blend of mountains, lifestyle, and architecture be enough of a draw to bring prospective buyers to this remote corner of California?

The Garners think so, and initial interest bears them out. Though remote, the Gold Mountain project is 50 miles from Reno, Nev., 140 miles from Sacramento, and 225 miles from San Francisco. Even though the nearest big supermarket is an hour away, the tradeoff for tranquility draws a certain clientele. If there is truly a market for golf and homesites for the rugged individualist, they have found a way to offer it. ■

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GCN PRODUCT NEWS



The 3500-D features Contour Plus floating decks and the Sidewinder cutting system.

Toro unveils versatile Groundsmaster 3500-D rotary trim mower

The Toro Co. has unveiled the Groundsmaster 3500-D rotary trim mower that incorporates Contour Plus floating decks and the Sidewinder cutting system to deliver a precision cut in trim applications suited to rotary mowing. The mower features full floating 27-inch decks and a 68-inch width of cut and an optional 72-

inch width of cut for less undulating turf. The Sidewinder system slides the decks 12 inches left or right of center for increased trimming ability and varied tire tracking. The 3500-D is powered by a 35-hp turbo-charged, liquid cooled Kubota engine. For more information, contact 612-888-8801.

Mowover stakes and pins save time, effort

Reliable Golf Course Supplies announces two new products, the multi-directional Mowover Marking Stake and the Range Distance Pin that utilize a new type of multi-directional flex technology. These new stakes and pins are flexible and can be run over from any direction and immediately return upright without breaking, reducing maintenance time and effort. Available in red, white, blue, yellow, and

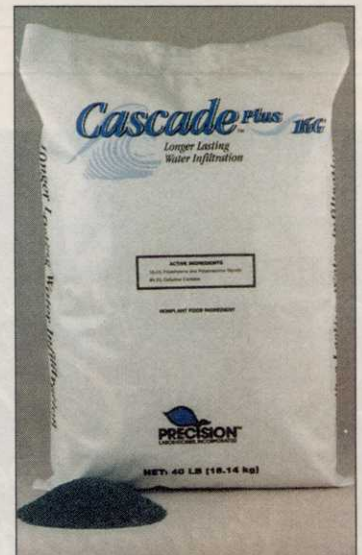


Reliable Golf Course Supplies's Mowover Stake in action

green, the Mowover Stakes and Distance Pins can be run over by reel mowers, tractors, golf carts and ball picking machines. The stakes and pins are made out of durable polycarbonate. For more information, contact 1-800-274-6815.

Precision introduces improved Cascade Plus wetting agent

Precision Laboratories introduces Cascade Plus, a new, easier-to-use residual soil wetting agent that utilizes the basic technology of the original Cascade molecule to provide more consistent, longer lasting water infiltration and performance against localized dry spot than other residual type wetting agents. Cascade Plus offers an improved environmental profile and empirical trendline for better performance. The result is longer lasting improvements in turfgrass color, quality and stress tolerance. For more information, contact 1-800-323-6280.



Cascade Plus



The 6x4 John Deere Worksite Gator

New Gator model ready for tough jobs

The John Deere Worksite Gator is the newest addition to the John Deere line of utility vehicles. Rugged and durable, the 6x4 diesel Worksite Gator is made especially for off-road reliability in worksite and landscape applications. The Worksite Gator offers the same styling options and operational features as the traditional 6x4 diesel Gator utility vehicle, such as a mig-welded unibody design and a fully independent, single A-Arm design that stands up to the bumps and jolts of off-road work. A standard front bumper, surrounded by a front and fender brush

guard, provides extra reinforcement and durability. A three-cylinder, 18-hp, liquid-cooled Yanmar diesel engine gives the Worksite Gator high-end torque and increased engine life. Rack and pinion steering makes it maneuverable in tight spots while its heavy-duty front suspension delivers an easy ride on bumpy ground. The unit is equipped with all-purpose tires, allowing it to conquer the rugged landscape of a worksite while treading lightly on natural terrain. For more information, contact 1-800-537-8233.

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GCN Product News will be published in Golf Course News again in April 2001. Please send press releases to Andrew Overbeck via fax (207-846-0657) or e-mail: aoverbeck@golfcoursenews.com
Please direct advertising inquiries to Jean Andrews, phone/fax (207-925-1099).

Stabilize sand traps with Klingstone 40

Green Mountain International introduces Klingstone 40 to the golf course industry. The product is a single component polyurethane liquid which stabilizes sand traps and prevents contamination of bunker sand by the existing soils. Klingstone 40 is especially formulated for sand trap applications. The prod-

uct is simple to apply. Either pour or pump onto soils and allow a cure time of approximately 24 hours, then reintroduce sand into the solidified shell. The cured product is inert, will not contaminate the soils and will not deteriorate over time. For more information, contact 1-800-942-5151.

Encore Power Equipment adds 52-inch Mid Cut to Prowler mower series



The 52-inch Prowler Mid Cut

Encore Power Equipment has added the 52-inch Prowler Mid Cut to the Prowler series. They have a dual path hydrostatic drive with zero-turning radius. These are heavy-duty machines, with a 7-gauge steel deck plate, a 10-gauge steel top plate and special deck reinforcement channels. The Prowlers feature a full floating deck suspension to improve cut on rough

terrain. The unit uses a PTO shaft to power the blades and features a 5 1/2 inch deep deck. A new blade spindle has eliminated the grease zerk, making the spindle assembly more durable and routine maintenance easier. Engines include gas and diesel, high-horsepower options. For more information, contact 402-228-4255.



The Hydro WalkBehind

WalkBehind mows steep slopes

The Hustler line of Hydro WalkBehinds are ideal for mowing steep slopes. Extra large drive tires and a wide stance provide traction and stability on hill-sides. The 18- by 10.5-inch tires float over rough terrain and cutting applications and provide excellent floatation on fine-cut areas. Hustler's patented H-Bar steering makes these Hydro WalkBehinds easy to learn and operate. The units are available in 37-, 48-, or 54-inch mowing widths with 15-hp or 17-hp Kawasaki engines. Options include a standup/sit-down sulky, side-mount catcher, mulch kits, and Gator blades. For more information, contact 1-800-395-4757 or www.excelhustler.com.

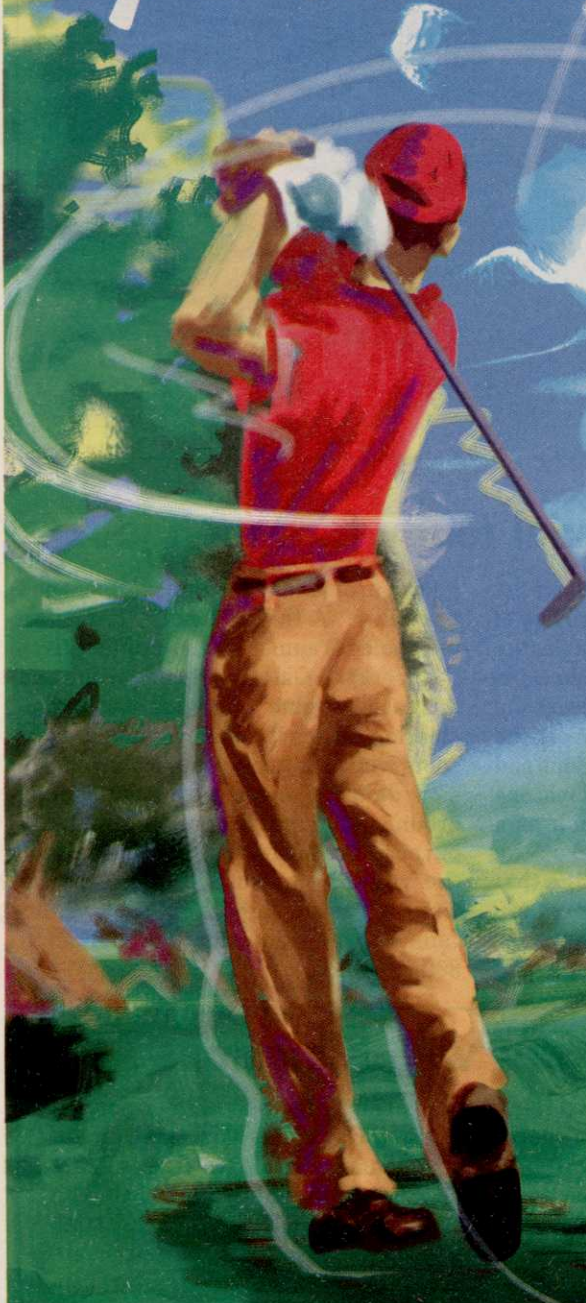


The turbo-charged Bobcat 773

The heavy-duty Bobcat 773

The turbo-charged Bobcat 773 G-Series loader is now available. The unit is ideal for high-altitude jobs or other applications requiring extra power. Like other Bobcat G-Series models, the 773 Turbo features a new cab and instrumentation design to improve operator comfort and increase job-site productivity. The 773 G-Series Turbo loader features a more powerful 56-hp Kubota V2003T engine and an increase in rated operating capacity from 1,750 pounds to 1,850 pounds compared to the standard 773 model. When equipped with an optional counterweight kit, the 773 Turbo has a rated operating capacity of 1,950 pounds. For more information, contact 701-241-8740.

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HARDWARE



Redexim's Easy Spread

Redexim's Easy Spread eases topdressing

Redexim Charterhouse announces a new topdresser, the Easy Spread, a one-man operated, self-loading machine that can spread large amounts of material, level out uneven surfaces and improve irrigation for all sports fields.

The Easy Spread offers turf professionals a faster way to topdress. Because it is self-loading, it is unnecessary for the operator to leave the tractor cab, resulting in improved productivity. A simple hand lever controlled from the tractor cab opens the gate of the Easy Spread to its preset stop. The machine can spread up to 80 tons of any granular material a day. The width of the spread is 55 inches, and the capacity of the machine is 21 cubic feet. It also can be used to spread salt for de-icing. For more information, contact 610-225-0761.

Vermeer ready with BC625A

The Vermeer BC625A is a disc-style chipper, geared to meet the needs commercial tree service firms, golf courses, municipalities and public works departments. Safety is optimized by a long 64-inch feed table, providing distance from the cutting action. The discharge chute rotates 240 degrees to direct chips away from the operator. Vermeer's patented AutoFeed II system means fewer jams and reduced engine stress because it automatically monitors and controls feed roller rotation by sensing engine load. Feeding is easy with the feed control bar located in front of the operator position and a wide chute opening to cut down on trimming and chain saw work. The 625A is built for maximum cutting performance to handle brush and debris up to six inches in diameter. Three engine options are available, including a 20-hp Honda, a 25-hp Kohler Command, and a 23.5-hp water-cooled Perkins diesel. For more information, contact 1-888-837-6337.

GOLF COURSE NEWS

PARTS AND ACCESSORIES



The Deka Power Master battery

East Penn launches Deka Power Master battery

East Penn Manufacturing Co. introduces the Deka Power Master, a new six-volt, deep cycle golf car battery. East Penn's engineers have constructed a golf car battery that can comfortably provide the user with two rounds of golf before needing a recharge. The battery's increased performance is due to the use of a reformulated

high density oxide paste and heavier grids. Additionally, thicker plate straps lower internal resistance, expanding the battery's life potential. A heavy-duty polypropylene case reduces vibration damage. The case material also has anti-bulging properties which reduce battery fatigue and lower the risk of premature

failure from short circuits. The integrated twist-and-release vent cap's quick fill system enables all of a battery's caps to be removed in a single motion. This system makes it easier to check and adjust electrolyte levels, reducing maintenance turn around times. For more information, contact 610-682-6361.



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and eliminate stuck ferrules and pulled out cups. The ST2000™ features a non-stick design that allows dirt and debris to pass right through. A unique network of points holds the flag stick firmly in place, yet sand-covered ferrules slip right out. Fluted or grooved ferrules won't fit, but that's okay, they're not necessary. The ST2000 even makes a distinctive sound when the putt drops. Cups are available in plastic or aluminum, and meet all USGA regulations. Don't get stuck. Ask for Standard Golf.

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PARTS AND ACCESSORIES



The 924H skid steer post hole digger

Skid steer digger attachment

The new 924H skid steer post hole digger from Worksaver, Inc. mounts directly to skid steer loaders equipped with universal quick attach. The new digger provides better reach over fence lines, shrubs and other obstructions and also provides excellent visibility for the operator. Features include a hydraulic motor that works with

systems that deliver 10 to 20 gpm of flow at 1,500 to 3,000 psi. Hydraulic operation allows users to reverse the auger to clear obstructions. Counter weights provide constant balance for true vertical holes. The post hole digger handles augers ranging in size from six to 24 inches. For more information, contact 217-324-5973.

THATCH-AWAY 480 T

The Thatch-Away 480 T features single set of verticutters with tungsten-tipped blades and fan forced action that remove thatch, leaving a groomed and finished green. The verticutters adapt to fit most mowers. For more information, contact 1-800-443-8506.

SHOP GEAR



GreenSaver hydraulic oil

GreenSaver saves turf

TurfSaver Lubrication Chemicals introduces a 100 percent biodegradable hydraulic fluid specially formulated for use on golf course equipment. GreenSaver hydraulic oil is the ideal solution to eliminating both the risk and high expense of turf kill resulting from spills or leaks of petroleum-based hydraulic fluids. Besides total biodegradability, GreenSaver hydraulic fluid is also completely non-toxic to wildlife and flora. GreenSaver hydraulic fluid is available in 2.5 gal. and 5 gal. easy-pour containers and 55 gallon drums for fleet use. For more information, contact 1-800-858-6605.



Oil pads catch spills

Pads stop drips and spills

Gempler's introduces heavy-duty sorbent pads that prevent oil and water-based liquid stains from drips and spills in your shop. They are made from a gray, absorbent, low-lint material that masks dirt. Each sorbent pad is 30 inches wide with perforations every 15 inches and up the center for easy customization to your application. For more information, contact 1-800-382-8473 or www.gemplers.com.

Keep the power flowing

PulseTech Products Corp. introduces the new AC Solargizer battery maintenance system. It is a patented electronic device designed to prevent the main cause of battery failure - sulfation buildup. Buildup occurs as lead sulfates form on the battery plates during the normal charge/discharge cycles. During this process, some of the sulfates enlarge to the point where they will not accept energy so they stay on the plates. With the plates clean, the AC Solargizer keeps the battery operating at peak efficiency. For more information, contact 1-800-580-7554.

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Safety Storage's shelving units

Organize hazardous materials

Safety Storage, Inc. announces a new line of standard shelving, separation walls, and other interior furnishings for use in hazardous materials storage buildings and lockers. Safety Storage shelving provides convenient storage, handling, and use of bottles, buckets, bags, and boxes of dry and liquid chemicals and hazardous materials. Shelving is available in flat or spill containment configurations. Separation walls are available for applications where incompatible materials are to be stored in the same building or when it is desired to separate different types of storage and work areas. Shelving and separation walls are fabricated from heavy-duty sheet steel protected by a durable chemical resistant coating. Stainless steel units can be supplied when highly caustic gases are stored, handled, or used. For more information, contact 1-800-344-6539.



The Ultra-SpillDeck P2

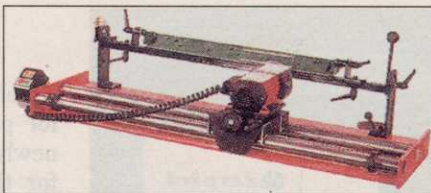
Spill protection

The new Ultra-SpillDeck P2 features a hidden containment bladder which automatically unfurls to capture large spills or drum leaks. The bladder is housed inside the bladder attachment, which is connected to the SpillDeck P2 with a bulkhead fitting. With total capacity of 66 gallons, this two-drum containment unit meets EPA and Uniform Fire Code Spill Containment Regulations. A low, five and three quarter inch deck height allows safe and convenient loading and unloading of drums, even when drum handling equipment is not available. For more information, contact 1-800-353-1611.

GOLF COURSE NEWS www.golfcoursenews.com

Knife Rite

The Knife Rite 1000 bottom blade grinder is the latest addition to Bernhard and Co.'s professional range of precision grinding equipment. This bench-mounted grind machine is highly accurate and sharpens with speed, safety and simplicity. Capable of grinding bottom blades up to 40 inches long, the machine has a unique angle indicator device. The Knife Rite 1000 features a 1-hp motor. For more information, contact 1-888-474-6348.



The Knife Rite 1000 bottom blade grinder

Typar blankets speed growth

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. For more information, contact 1-800-455-3392.



We Have The Answer. Now... What Is Your Question?

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New Garber spreader

The Garber Seeder Co. introduces a new 3-point hitch spreader. The spreader allows applicators to make short turns without danger of cramping the hitch and converts to a pull-type spreader with its detachable 3-point hitch. Units come in 180- to 360-pound sizes and are made with a heavy-gauge, all-welded steel body and cast-iron axle bearings. For more information, contact 1-800 613-4860.



Garber's new spreader



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ZeroTol gets after fungus

ZeroTol algaecide/fungicide for professional turf care is a newly EPA registered product for the broad-spectrum treatment and control of algae, fungi and bacteria on turf and other plant material. ZeroTol's patented chemical technology provides non-residual disease control and treatment for all varieties

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Trimmit plant growth regulator

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Zeneca Professional Products introduces Trimmit plant growth regulator for turfgrass. Trimmit, with the active ingredient, paclobutrazol, slows grass growth for up to two months after application while enhancing turf color and quality. The frequency of mowing may be reduced by up to 50 percent. Trimmit also reduces the potential for scalping. Trimmit is an effective *Poa annua* management tool because it reduces growth and competitiveness. When combined with a nitrogen fertilizer, Trimmit provides improved and extended fertilizer performance for up to eight to 12 weeks while improving turfgrass quality versus fertilizer alone. Trimmit is available in a one gallon container. For more information, contact www.zenecaprofprod.com.

Luxacote on the scene

LUXMARK LLC is producing Luxacote - a controlled release fertilizer. Luxacote is a urea prill coated with phosphorus, potassium and micronutrients that will give continuous feeding of N-P-K and micronutrients for up to 120 days. For more information, contact 270-236-4385.

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Operations Manager
Carolina Eastern-Maloney
Ravenel, SC

"For us, I really believe the big benefit is the auction site. It's a good way to get movement on products you don't need anymore."

-Frank Onesty
Contract Manager
York Distributors
Linthicum Heights, MD

"We're in Missouri, and we bid on some things in South Carolina that we would never have known about otherwise. Greentrac has taken us from being a localized business to being more nationwide."

-Bill Kendrick
PTS Turf Products
Independence, MO

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-Bennett Denmark
Sales Executive
Sumter Small Engine
Sumter, SC

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-Randy Miller
Superintendent
Golf Club at Westcott Plantation
North Charleston, SC

"We'll get twice as much for used equipment if we auction it on Greentrac."

-Steve Minor
Superintendent
Creek View Country Club
Crandall, TX

"It's made it easier and faster to purchase equipment. I just purchased long core aerifier. I put down what I wanted, got competitive bids back, and took the one I wanted. It's definitely a timesaver."

-Mark Colombo
President
Mark Colombo
Leonard, MI

"It's a big help for me. I can quickly print off an attractive bid proposal with multiple bids to show my client."

-Scott Pierce
Project Manager
First Golf Corporation
Tempe, AZ

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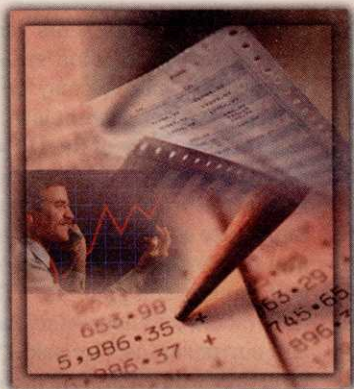


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BRIEFS

INTRAWEST NAMES MCLAUGHLIN

PHOENIX, Ariz. — Intrawest Golf has appointed James J. McLaughlin to director of business development. In this position he will be responsible for identifying Canadian development and management opportunities as well as providing assistance in meeting strategic objectives of golf management. McLaughlin has served as director of the Canadian Golf Tourism Alliance as well as on the board of directors of PGA British Columbia. Previously he was vice president and general manager of golf operations for Wesbild Holdings.

EGOLFCAPITAL.COM LAUNCHES

HOUSTON — Egolfcapital.com, a vertically integrated finance organization offering global financing of golf course capital equipment and golf course projects, is open for business. The company provides golf industry buyers with a turn-key, fully integrated package of project financing, capital acquisition and off-lease equipment disposition. The company is actively providing financing in the areas of golf cars, maintenance equipment, Global Positioning Systems technology providers and project financing. A web site for online e-financing will be rolled out in the near future.

DORAL GOLF RESORT HIRES TWO PROS

MIAMI — The Doral Golf Resort and Spa has named two new head professionals to manage all five golf courses and tournament activities. Scott Davey will work with membership and events and will oversee course assistance personnel and golf shop operations. Andy Green will oversee golf tournament office operations, outside staff and driving range operations.

CLUB CAR SIGNS WITH INTRAWEST

AUGUSTA, Ga. — Club Car has entered an exclusive five-year national account agreement with Intrawest Golf. Intrawest, which owns and operates twenty golf courses, also develops and operates village-centered resorts in cold and warm weather destinations such as Blackcomb Ski Resort and Sandestin Golf and Beach Resort. The agreement calls for Club Car to provide golf cars, utility vehicles and guest transportation vehicles to Intrawest resorts. Club Car will also provide training and marketing support to the Intrawest Golf Group.

SunCor Golf to offer management services

By ANDREW OVERBECK

PHOENIX, Ariz. — After nearly two decades of managing courses developed by its parent company, SunCor Development Co., SunCor Golf is planning to expand operations and offer golf management services to courses in the Southwest.

"We have pretty much stayed within our plan of building a golf course community, retaining it and managing it," said Tom Patrick, vice president of golf operations for SunCor. "But we are at a point now where we feel good about going out and doing it for other clients."

For years, SunCor Golf, which currently manages six courses in Arizona and one in Utah, has been getting a large number of requests to manage other facilities.

"It is time to get into golf," said Patrick. "I just wanted to wait until we had the staff in place and knew that we could do it. The market is attractive right now because everything seems to be moving towards management."

Patrick plans to develop SunCor Golf's management team without expanding corporate staff. "We have everyone in place. I have a philosophy that we can do it with the people that we have. We will not go out and create this giant," he said.

Instead, Patrick is emphasizing training and working with existing staff at the new clubs. This strategy will be tested at Phoenix's Club West Golf Club in which

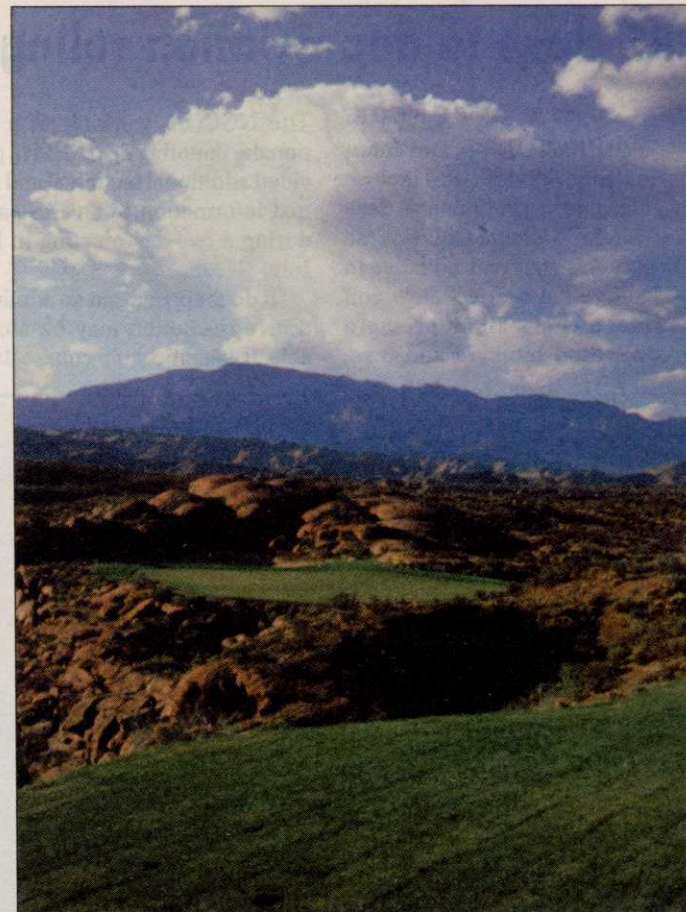
SunCor Golf purchased the controlling interest this past August.

"At Club West we will utilize existing staff and do some retraining. Ninety-five percent of the staff is staying," he said. "We usually find that most places have really good people, but they just lack direction and they need some training. It is really not that difficult."

SunCor Golf will continue to build one or two courses per year, said Patrick. "We just finished Coral Canyon Golf Club in St. George, Utah, and

we start construction at Stoneridge Golf Course in Prescott this month," he said.

Patrick also expects that the company will add only one or two management contracts a year. "We want to be able to do a first-class job," he said. "And I don't think you can do that if you



SunCor Golf's newest development, Coral Canyon Golf Club in St. George, Utah, opened Sept. 16.

grow too quickly."

SunCor Golf will focus mainly on the Southwest but will not rule out other opportunities. "We will look at Mexico and possibly the Orient," said Patrick. "We will go elsewhere, but it has to be the right situation."



The TSC Golf-managed Wicked Stick Golf Club in Myrtle Beach, S.C.

TSC Golf adds to Myrtle Beach stable

By ANDREW OVERBECK

MYRTLE BEACH, S.C. — TSC Golf, based here, has taken over the management of Myrtle West Golf Club and Rolling Hills Golf Club, bringing its total of Myrtle Beach courses to six. TSC principal Darrell Childers points to increased competition in the area as the reason for the company's continued growth.

"Whether we like it or not, it is getting tougher for a single course operator to maintain a competitive edge," he said. "Through economies of scale, whether it has to do with marketing or other ex-

penses, the more courses you have that can come together and take advantage of price discounts, the more the bottom line benefits."

TSC has national sales agreements with apparel, food service and course equipment companies in order to get the best prices for its course owners. "For example," said Childers. "The superintendents got together and bulk-ordered all the seed for overseeding. That all goes to the bottom line—an individual course owner does not have those opportunities."

Continued on page 31

Internet venture streamlines inter-club 'reciprocity'

DALLAS — Reciprocal privileges, which permit a member of one club to use the facilities of another, enjoy a long history among private clubs. Processing charges for a member of one club at another club, however, has often been an accounting hassle. A start-up called RecipNet promises to make things a lot easier.

Dallas-based RecipNet, utilizing Internet technology, allows clubs to not only verify a visiting member's home-club status instantly, but also be paid for that guest's expenditures within three business days.

The company, which has raised \$1.6 million in equity financing, was slated to go operational Oct. 1.

"Under the old way of doing business, just getting reimbursed for reciprocal charges could literally take months," said RecipNet founder and CEO Don Williams. "Our system passes those charges directly through to the guest's home-club master RecipNet account. The guest's home club then bills its member just as though the charges were made right there at

Continued on page 32

IRS close to depreciation ruling

By ANDREW OVERBECK
 WASHINGTON — The Internal Revenue Service (IRS) is close to releasing a preliminary decision on the National Golf Course Owners Association's initiative to update the tax code to allow golf course owners to depreciate greens, sand bunkers and tees.

The NGCOA, working with national accounting firm KPMG, provided additional technical and factual information to an IRS panel during a two-day meeting in late July.

"It does appear that an administrative resolution may be attainable if specific golf course land

improvements can be distinguishable from other land improvements as a matter of their construction and content and if a useful life can be demonstrated," said Bill Ellis, a KPMG partner handling the action.

In light of this criteria, fairways were removed from the industry's request for resolution.

"What we had to recognize was that the question, 'Can you depre-

ciate land?' is a very touchy subject with the IRS because other groups are trying to depreciate land," said Ellis. "We can distinguish golf course improvements such as greens, tees and bunkers as being constructed because those include multiple layers of materials, drainage, and so on. It is harder to argue that the cost of putting in topsoil and turf should be eligible for depreciation be-

cause it still represents land." Drainage and irrigation systems underneath fairways may be depreciated under current law.

Although many of the IRS officials are not golfers, Ellis is hopeful that the presentations brought them up to speed on the construction processes and the nature of golf course components. "They understand and appreciate factually our positions," he said. "Before, they would just look at a golf course and see land."

The current tax code made sense prior to 1960, according to Ellis, because at that time most courses were nothing but push up greens or natural soil. However, as the industry has changed so have the construction methods, and that is what brought expanded depreciation into play. Currently, only cart paths, drainage and irrigation are eligible for depreciation.

The potential financial benefit to golf course owners if the rules are changed is huge. "We are talking about no depreciation versus a tax benefit," said Ellis. "Over the 15-year depreciable life of the asset, the tax benefits will have a value of five to 10 percent of the total construction cost of a golf course."

Ellis also pointed out that since this a factual change, not a change in law, the expanded depreciation rules would apply to courses new and old. "Courses that have not claimed depreciation should be able to start claiming depreciation," he said.

By the end of the month Ellis expects a preliminary response from the IRS. The industry will have the opportunity to review and discuss it before the ruling becomes public.

DORAL GOLF

Doral Golf, an affiliate of Meristar Hotels & Resorts, was inadvertently omitted from the management company chart that appeared in the June 2000 issue of Golf Course News.

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 Doral Palm Springs Golf Club, Cathedral City, Calif.
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 Lake Breeze Golf Club, Winneconne, Wis.
 Nordic Hills Resort, Itasca, Ill.
 Poco Diabo Resort, Sedona, Ariz.
 Redfish Point at South Seas Resort, Captiva Island, Fla.
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GOLF COURSE NEWS



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Golf Partners ready for action

By ANDREW OVERBECK

SCOTTSDALE, Ariz. — Pooling the extensive experience of four golf industry veterans, developer and management expert Marvin French has established Golf Partners Worldwide LLC, a firm that will consult and manage golf course projects from start to finish.



Marvin French

Golf Partners has a depth chart that any National Football League team would kill for. The firm includes: business and real estate lawyer Steven Zavodnick, hotel administrator and real estate broker John Miller, Master Greenkeeper and agronomist Gary Grigg, and golf course and association consultant Edward

Gowan.

The company will focus its efforts on managing a golf course project from day one all the way through to opening day. "We would like to find a developer that says 'find the pieces and manage the project through the development process,'" said French.

"We think we can do two to three projects a year," he continued. "We want to do a good job and not get spread too thin. The purpose of forming this company was not to go out, grow like crazy and have a lot of employees. The purpose was to come together and see what we could do in golf."

Once a project opens, Golf Partners' involvement will likely end. "We are willing to help the owner

hire management personnel and put together standard operating procedures, but we don't want to manage long term," said French.

THE RENOVATION MARKET

As new construction is tailing off, French anticipates that the renovation market will begin to expand.

"With all the new product out there, a lot of the product needs help," he said. "There is a lot of renovation potential. There are a

lot of good courses out there that need just a little attention to keep up."

French expects that much of this renovation work can be done in house. Gary Grigg, who has been involved in the construction and grow-in of more than two dozen golf courses, is looking forward to working on these projects. "My role will be as an agronomist

Continued on page 37

TSC Golf

Continued from page 29

However, cost savings is not the only issue.

"As courses are getting closer and closer to each other in terms of playability and high maintenance standards, the gap between high- and low-end courses has narrowed," Childers said. "To survive, customer service has to be a priority. This means that there must be individual training for each segment of the operation, from the bag drop to the pro shop to the first tee."

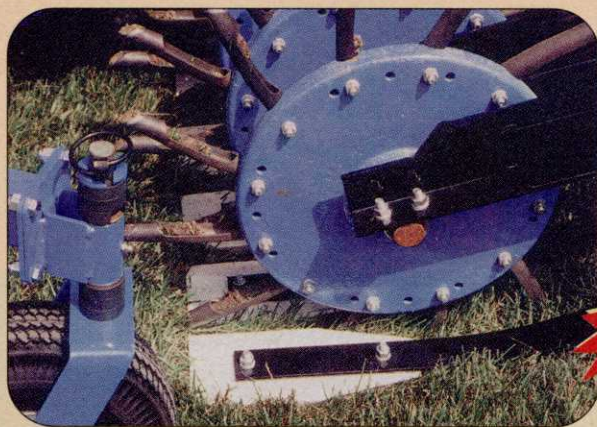
At Rolling Hills, TSC's first move will be to bring course maintenance back up to speed. "We are on a six-month plan to get the agronomic practices back up, improve weed control and purchase better and new equipment," said Childers. In addition, the clubhouse and grounds will get a facelift and the course will get new golf cars. At Myrtle West, clubhouse renovations are planned along with some minor changes on the golf course.

Despite the competition, Childers feels Myrtle Beach is still a strong market. "The increase in the number of accommodations being built in the area, combined with the slow down of courses being built, means that we are in a catch up period and the growth is filling out," he said.

...

Outside of Myrtle Beach, TSC is managing three other projects through design and construction. One is in the Dallas area and the other two are in Virginia. Construction at each site is due to begin later this fall or early this spring.

GOLF COURSE NEWS



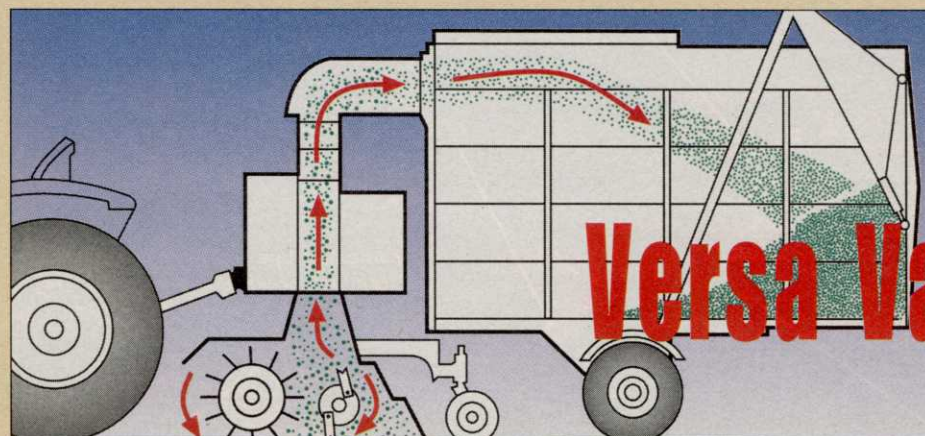
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RecipNet to simplify reciprocity agreements

Continued from page 29

their club, except they can now be billed in the current billing cycle. The host club gets its money for these charges within three days."

STRONG INITIAL INTEREST

There are more than 8,000 private city, tennis and country clubs in the United States. The

exact number of reciprocal transactions between these clubs is unknown, but industry experts agree it is "well into the thousands per day," Williams said. "These charges have been an incredibly difficult problem for private clubs for decades."

Williams, who has spent his career in the private club indus-

try, also founded both ClubTec Corporation and The Private Club Advisor (TPCA). To run RecipNet, he has brought in a CPA and former auditor with Arthur Young & Co. named Lee Larimore, who has spent the past 16 years with Colonial Country Club in Fort Worth, Texas, where he served as con-

troller and information systems manager.

"As I've explained the RecipNet concept to our friends managing clubs around the country, they've said, 'Count us in,'" Larimore noted. "As clubs sign on, getting them up and running will take very little time or effort, and no formal training." Already, he said, some 500 U.S. clubs have signed up for the service, and

inquiries have come in from Japan. "Our plan is to add 10 to 15 clubs a day," he said.

For clubs, the service requires no up-front investment. RecipNet's revenues will come from \$15 monthly service fees for member clubs, along with fees of \$1 per transaction and a handling charge ranging from \$1 to \$5.

Larimore said the economics should appeal to club managers. The traditional method of capturing and billing reciprocal charges can be so labor-intensive and costly, he said, that some clubs simply throw away reciprocal charges of less than \$10. "With Recipnet, no charge has to go unbilled," he added. "By maintaining a clearinghouse over the Internet, we've taken all the phone calls, journal entries, receivables, payables, guesswork and hassles out of reciprocal charges."

USER FRIENDLY

Clubs can sign up right over the Internet. Once an online application is completed, RecipNet uses a secure link to set up the club with a master RecipNet account, and then does an electronic setup of the club members' names and membership numbers. No other personal information is necessary.

From that point on, Larimore said, "everything is really, really simple. Suppose a Mr. Adams, who is a member of a club we'll call The Arbors, in Atlanta, is visiting Chicago. Wanting to play golf, have dinner, whatever, Adams walks into Chicago's Chinaberry Club. He gives Chinaberry his name, the name of his home club - The Arbors - and his membership number.

"This is the exact information a reciprocal member has always had to provide and must provide today," Larimore continued. "Except now, instead of someone at Chinaberry having to pick up the phone, they make a few quick key strokes, and bam! There's The Arbors' Mr. Adams.

RecipNet processes Adams' charges through the Federal Reserve system, and Chinaberry is reimbursed within three business days. The transaction generates an e-mail notice about Adams' charge to The Arbors, which can post it to his account in the current billing cycle. The home club also receives a consolidated monthly statement summarizing all of the charges that members made at participating clubs, eliminating the need to deal with statements from each one. ■

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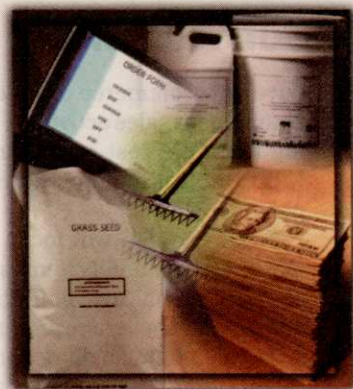
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BRIEFS

LEBANON APPOINTS WESTERDAHL

LEBANON, Pa. — Lebanon Turf Products has appointed John Westerdahl to division sales manager for the newly developed Western U.S. sales region. Westerdahl brings more than 15 years of experience in the turf industry to his position as manager of sales west of the Rockies and Southeast Asia and Pacific Rim markets.



John Westerdahl

RIVERDALE PROMOTES CASEY, CLARK

GLENWOOD, Ill. — Riverdale Chemical Co. has promoted Sean Casey to the position of national sales manager. In his new position, he will manage the company's specialty product sales force as well as the company's key account programs with Scotts Co. and TruGreen ChemLawn. Casey has been with Riverdale for more than 10 years and most recently held the position of manager, formulator business. Riverdale has also promoted Curtis Clark to the position of business development and marketing manager. In his new position he will be responsible for developing alliances and business partnerships with other manufacturers. Clark has been with Riverdale since 1998 as the company's marketing manager.

PICKSEED BRINGS IN BURNS

TANGENT, Ore. — Pickseed West has appointed Tom Burns to the position of vice president international sales and market development. Prior to this appointment Burns was international sales director of Agribiotech. His international experience in the seeds industry enables Burns to assume the offshore commerce of Pickseed West. This includes extensive marketing in China, Japan, Australia, Korea and many of the registered varieties in western and central Europe and Scandinavia.

SEED RESEARCH ADDS JUNK, DUNN

CORVALLIS, Ore. — Seed Research of Oregon has appointed Bill Junk as managing director of sales and Bill Dunn as managing director of product development and production. Junk will direct sales development in the United States and Canada.

GolfGM.com enters the e-commerce fray

By A. OVERBECK

WEST SACRAMENTO, Calif. — The golf course industry's rapidly expanding business-to-business (B2B) marketplace has grown yet again with the Sept. 15 launch of GolfGM.com. While GolfGM founder and president Chris Soderquist admits that the market is quickly becoming crowded and consolidation is imminent, he remains bullish on the potential of the golf market.

"There are 16,500 courses, 2,000 off-course retail shops and 1,700 practice facilities in the United States," said Soderquist. "We aspire to be a one-stop shop for superintendents, golf pros and club managers."

GolfGM, which is owned by e-venturelab, a business incubator for Internet start-ups, launched as a business-to-consumer company selling golf merchandise. "We started as Netpar," said Soderquist. "But that space filled quickly with competitors so the company never got off the ground."

However, when one of the

golf professionals who was working with the company pointed out that pro shops could benefit from a B2B site, Soderquist began to investigate. In a survey of 35 golf course managers, he found that 94 percent felt that an electronic marketplace would be extremely to somewhat useful. Sensing an opportunity, Soderquist decided to launch GolfGM.com.



THE SET UP

GolfGM.com will work like many of the other Internet sites specific to the golf course industry. The catalog service

features a "click and buy" online listing of golf supplies. The request-for-proposal (RFP) service allows buyers to participate in a reverse auction and get price quotes from multiple suppliers and manufacturers. There also will be an exchange that will allow courses to sell used and excess inventory.

In addition to the commerce portion of the site, GolfGM will also feature news, weather, chat and job posting

Continued on page 34

Textron Golf and Turf teams with ProLink

By ANDREW OVERBECK

AUGUSTA, Ga. — Textron Golf, Turf & Specialty Products (Textron Golf and Turf) has formed a strategic sales and marketing alliance with Tempe, Ariz.-based ProLink, a pioneer of Global Positioning Systems (GPS) for golf course information management services. The ProLink deal replaces Textron Golf and Turf's previous relationship with Sarasota, Fla.-based ParView, which expired earlier this year.

"We spent a lot of time looking at the major players in this business," said Bill Robson, director of marketing for Textron Golf and Turf. "In the past year we decided that a GPS system would be a really strong enhancement for the [E-Z-GO] car both in terms of the golfer experience and creating value for the course."

"ProLink stood above the crowd in terms of the technical and engineering expertise," he said. "They have a strong base and all the technology has been developed in-house." ProLink holds six patents for the use of GPS and has several additional patents pending. The company's system is featured at 120 courses throughout the United States and Japan.

Under the terms of the agreement, ProLink will sell and service GPS systems through E-Z-GO's 25 factory-direct branch locations. "The branch network will have exclusive sales and service responsibilities for the ProLink system in their area," Robson said. "ProLink has an existing service organization that will continue to serve current customers until E-Z-GO's branch technical staff are trained on the ProLink system."

A ProLink system for an 80-car fleet costs upwards of \$300,000, said Robson. "There will be a variety of payment options, from cash purchase to rent-to-own to leasing," he said. "Our intent is to provide customers with a range of financial and service options."

According to Robson, the ProLink system will be most appropriate for resort and high-end daily fee golf courses,

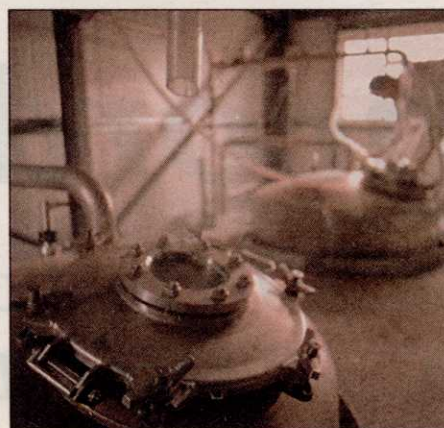
Continued on page 34

Becker Underwood acquires MicroBio

AMES, Iowa — Becker Underwood Inc. has purchased U.K.-based MicroBio Group. The acquisition includes the exclusive production and marketing rights of all MicroBio bio-fertilizers and bio-pesticides for the professional turf, agriculture and greenhouse markets.

"This acquisition further underlines Becker Underwood's strategy that combines organic growth of internal product development with key acquisitions of companies, technologies and selected brands for the turf and ornamental market," said Roger Underwood, president. "MicroBio brings proven bio-solutions to our product offering. We will utilize their production facilities in England and Canada to continue to provide the highest quality products."

Headquartered in Whittlesford, England, MicroBio is an international developer of natural disease solutions to pest and disease problems. The company was formed in 1983 and has production facilities in Saskatoon, Canada and Littlehampton, England. It specializes in the discovery, scale-up fermentation and formulation of living organisms, which offer growers the opportunity to reduce the use of chemical and mineral fertiliz-



MicroBio's research facility

ers. MicroBio products are based on naturally occurring micro-organisms that help to maximize yield and protect plants from pests and disease. The company consists of three business units including rhizobium inoculants, nematode bio-pesticides and a new product group.

MicroBio's product line includes the following brands:

- HiStick — a rhizobium inoculant that increases yields in legume crops by fixing atmospheric nitrogen and making it available to plants.
- Nemasys — a bio-pesticide for insect control in greenhouse, nursery stock and specialty crops.
- MBI 600 — a novel strain of naturally occurring soil bacterial species that stimulates plant growth and suppresses a number of plant fungal pathogens.

Tyler expands fleet

ELWOOD, Ill. — Tyler Enterprises has expanded its high-precision, custom fertilizer application system for golf courses, by adding a third applicator truck to its fleet.

"Customer satisfaction and demand for our custom fertilizer application system has been extraordinary," said Bruce Jasurda, chief operating officer. "When we introduced the system last October, we worked very hard to incorporate the specific design and engineering features that superintendents told us were lacking in other applicator trucks. We have added two more complete systems in less than a year."

The proprietary Tyler system is an integrated unit which arrives at the customer's site allowing a single visit, all course, fertilizer application. To ensure maximum fertilizer coverage on all types of golf course terrain, the applicator truck features a low, seven foot, ten-inch profile for difficult applications under trees. The adjustable spread width of 20 to 70 feet, provides flexible precision application capabilities for each specific hole and course. Equipped with uniquely designed Goodyear turf tires, the applicator truck displaces only 20-25 psi when fully loaded, lighter than most conventional golf course maintenance equipment.

C E D A R FALLS, Iowa—Standard Golf Co. has begun construction on a 30,000-square-foot addition to its existing 75,000-square-foot manufacturing facility here. The project, which includes a state-of-the-art powder coating system is estimated to cost between \$2 to \$2.5 million and is

Standard Golf expands factory, adds powder coating system

expected to be completed in February 2001.

The new system offers a long-lasting and environmentally friendly finish and since the powder contains no harmful solvents it can be used without pollution control equipment.

at the facility.

"By adding more space and updating manufacturing equipment we are positioning ourselves to serve the golf industry for many years to come," said Peter Voorhees, Standard Golf president.

The expansion will also significantly add to storage space

GolfGM.com rolls out web site

Continued from page 33

components.

"GolfGM's development has focused solely on the needs of buyers and suppliers," said Soderquist. "As the site matures and evolves the buyer will be able to go to one site and compare products and buy from multiple vendors. Vendors will

have an e-commerce channel to compliment sales activities, saving them the cost of building a full-functioning e-commerce presence."

While the site will focus primarily on commodity items such as seed, chemicals, golf shirts and food and beverage products, it will also help facilitate larger transactions. "I don't think anyone is going to go into the catalog and buy a \$30,000 mower, but the RFP and exchange service will give buyers and suppliers an ability to talk to each other," said Soderquist.

The company is ramping up business development and will first go after the suppliers and manufacturers. "We have zero suppliers and zero golf course customers signed up," said Soderquist. "But we are developing the site so that we can show suppliers and manufacturers how everything works."

RACE AGAINST TIME

Soderquist acknowledges that the market segment is changing rapidly and the challenges are many. "One, we have to get suppliers on the site and show that we add value," he said. "Two, we are not going to change the way the industry does business. The Internet will not replace personal relationships. But we can compliment them and improve the way business is done."

The pressures of consolidation will also be a factor according to Soderquist. "There will be a shake out in the next six to 12 months," he said. "Some start ups are going to run out of money. It may happen to us, or it may happen to our competition."

In the meantime, time is of the essence. "We have the people, the idea, the processes and the capital," said Soderquist. "The one thing we can't control is time. We just need to keep our focus and run like a fleet of gazelles." ■



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ProLink

Continued from page 33

a market he estimates at 4,000 courses. "Only 10 percent of these courses have GPS systems right now," he added.

The two companies are also developing software and hardware that would bring the ProLink technology to turf maintenance equipment. "ProLink will be working with the product management of turf vehicles and looking at applications that will help superintendents improve efficiency and equipment utilization," Robson said. ■

Simplot deals

Continued from page 1

fairway fertilizers to its product line. "How we integrate those products is being looked at right now," said Whitacre. "But we are committed to continuing to serve Lange-Stegmann's customer base and distribution network."

The acquisition by Simplot T&H marks the end of Lange-Stegmann's nearly 70-year run in the professional turf business. "We really enjoyed the turf business and we are proud of our accomplishments," said Mike Stegmann. "We are confident that we could continue to grow the business but at the same time you see the industry tightening up with fewer customers and fewer suppliers. It does leave you with some questions about the access to proprietary active ingredients in the future. So there are some uncertainties. It wasn't the fear of those that caused the decision, but they were a contributing factor."

Stegmann will remain with the company through the transition process and does not rule out future involvement with Simplot T&H. "There might be some other things that we are involved in," he said.

INTER-MODAL EFFICIENCIES

Lange-Stegmann's production facilities and inter-modal infrastructure give Simplot T&H an efficient and instant entry into the heart of the country. "The economics of barges is phenomenal," said Whitacre. "We have the raw products sitting right there in these huge storage facilities, so we don't have to duplicate those facilities. We can just haul it across the street."

According to Stegmann, having access to the inter-modal facility brings cheaper shipping costs. "For a run from New Orleans to St. Louis, a barge costs five dollars per ton, while rail costs \$20 per ton. That is a dramatic cost savings," he said.

Simplot T&H will also be making improvements at the production facility. "We had an engineering crew in last week," said Whitacre. "And we will upgrade the facility for increased capacity and various quality enhancements."

Whitacre also said that the company would be looking for similar locations in the East and possibly the Southeast and Texas. "Our interest is to build the infrastructure we need to become a national distribution company," he said.

LANGE-STEGMANN'S FUTURE

Lange-Stegmann will retain its agricultural and inter-modal business and will be starting up a company called Agrotain International.

"Agrotain is an active ingredient that causes regular urea to

act in a very different way and it can be an extremely efficient source of stabilized nitrogen which in some ways competes with slow release fertilizers," said Stegmann. "It has applications in both turf and agriculture so we hope to stay close to the turf business through Agrotain."

EXPANDING THE POLYON DEAL

At press time, Simplot T&H was also close to signing an ex-

panded agreement with Pursell Technologies Inc. (PTI) to market POLYON controlled-release fertilizer in all of its professional turfgrass fertilizer products in the majority of the Midwest and eastern United States.

"We are very interested in using POLYON under our label on almost a national basis," said Whitacre. "POLYON will be our coated controlled-release nitro-

gen that we will use in our Simplot-branded products."

"This deal matches up their direct selling machine with our technology," said PTI president David Pursell. "So we don't have to ramp up and put 150 sales people in the field. This allows us to focus on cutting-edge capital resource things such as our FarmLinks project and controlled-release pesticide research."

Previously, Lange-Stegmann had been PTI's Midwest POLYON distributor and Turf Partners (which Simplot T&H also bought out) was its distributor in the East. "Simplot has been rolling up some companies and one good thing that has worked well for us is that we have not had to go cut anybody off, because Simplot is buying our existing relationships," said Pursell. ■

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Increase in beginner golfers leads to more golf-related personal injury and liability cases

Continued from page 1

design, and a club professional who may have been supervising play at the time of the accident.

A partner in the Manhattan law firm D'Amato & Lynch, where he heads up the casualty defense department, Lang has represented golf courses in liability lawsuits.

In his article – "Lawsuits on the Links: Golfers Must Exercise Ordinary Care to Avoid Slices, Shanks and Hooks" – he warns that the risk of injury is greater today than ever. Legions of new golfers, intrigued by the Tiger Woods phenomenon, have taken up the game. Some three million Americans tried golf for the first time last year, he said.

"Given the increased number of golfers," Lang writes, "now typically armed with technologically advanced multi-metal woods, irons promising to produce explosive power due to revolutionary breakthroughs, and with minds crowded with diverse 'swing thoughts,' crowded golf courses can give rise to potential liability for personal and property damage that may be the result of the seemingly inevitable off-line shot."

ACCIDENT RATE GROWING

The actual number of personal-injury lawsuits filed against golf clubs or players is unknown. "I looked into that [for the article]," Lang said. "A lot of them are settled through insurance coverage. I did find, however, that there are more and more incidents on golf courses now, and people are taking them more seriously."

Given the highly litigious nature of our culture, he added, the instinct is to file suit. "The feeling people have is that, I'm not really suing you [the player/defendant], I'm suing your insurance company, or the club, or the course. Someone should pay for my medical bills, for my pain and suffering."

Most courses have insurance coverage for this kind of action, Lang said, but golfers would be wise to have their own coverage. "In a general sense, I always encourage my clients to have an umbrella policy, because you don't know what catastrophe is going to strike you, or for which you might be held responsible. It's possible in some cases to lose your house, all your savings. So people ought to have umbrella coverage. It doesn't cost that much."

NEGLIGENCE HARD TO PROVE

In Lang's lengthy essay in the NYSBA Journal, he explores case law surrounding golf course mishaps and liability.

By and large, he concluded, most court rulings are favorable to the golf courses. "There is this oddity in golf that, although it's negligent to hit a bad shot, bad shots are part of the game," said Lang, who himself carries a 14 handicap that he admits is "sometimes questioned." The important thing, he added, is "to show due care, so that before you hit the ball, you make sure people are out of your intended path."

A good example came in a case called *Jenks v. McGranaghan*. The defendant had driven a golf ball from the 8th tee at Windsor Golf Course, in California, without warning to players standing near the 9th tee, adjacent to the 8th fairway. The ball, as Lang explains, struck one of the players in the eye, causing blindness. Members of the defendant's threesome shouted "fore," but the plaintiff did not hear the warning.

The court observed that "there is no fixed rule

regarding the distance and angle which are considered within the foreseeable danger." Significantly, at the time that the defendant drove the ball, the plaintiff walked out from behind a screen where he had left his golf bag. The Court of Appeals fastened onto that fact, Lang writes, "pointing out that, at the time the defendant was preparing to drive, the plaintiff was still behind the protective fence."

The court wrote thusly: "A golfer cannot be expected to break his concentration while addressing the ball the instant before he hits to look and see if someone has stepped into the danger zone."

The court went on to conclude that there was therefore no duty to yell "fore" before hitting. A unanimous Court of Appeals found that the defendant did not breach a duty to the plaintiff, Lang explained, and dismissed the complaint.

HOOK TO THE PATIO

In another case, a man was relaxing on the patio behind his house, which backed up to the 13th hole of a course in New York's Nassau County. A 15-year-old player – not a club member but actually a trespasser on the course – fired a severe "hook" that struck the unwary homeowner in the head, inflicting a concussion and hospitalizing the man for a month. The victim filed suit against the country club and the golfer.

According to Lang, "the plaintiff's wife conceded that no golf ball had previously struck their home, although balls were found in the bushes and fence area. Using language that suggests a social commentary," Lang writes, "the Court of Appeals observed that 'these inva-

sions are the annoyances which must be accepted by one seeking to reside in the serenity and semi-isolation of such a pastoral setting.' "

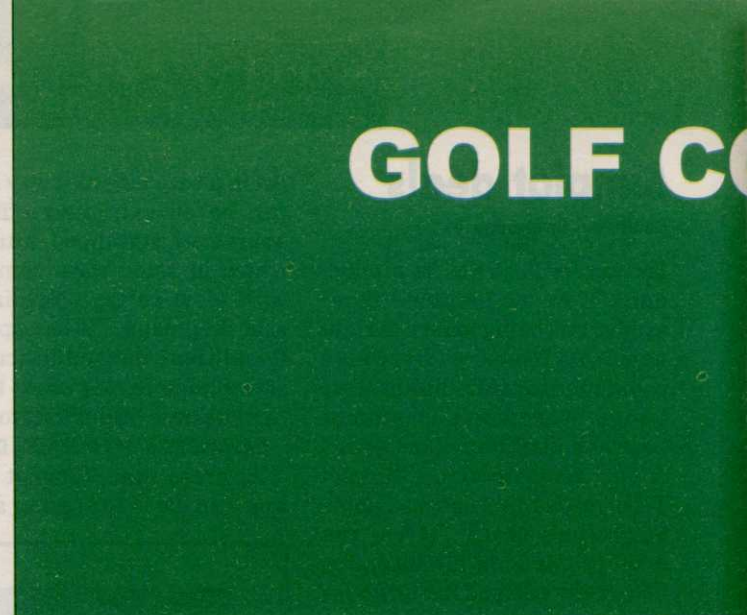
The failure of the youthful player to shout "fore" was irrelevant, the court said, because the plaintiff, living so close to the course, would hear numerous warning shouts all day, from one player to another, and could be expected to ignore them.

THE MULLIGAN MENACE

Lang advises that the basic rule imposes no duty on the golfer to warn persons who are not in the intended line of the ball's flight. Spectators, for their part, assume the risk that even the best golfers will occasional hook or slice a shot. But courses can take steps to promote safe play and save on legal fees, he said.

"First, it's very important to have a rule, and to enforce the rule, about mulligans," Lang explained. "Say I'm playing and I hit a bad shot, and you're playing with me. You hear me hit my ball so you walk off to find yours, and I decide to hit a second shot – not because my ball is lost or provisional but just because I'm upset and want to make sure I can hit a 6-iron correctly. All of a sudden, you've gone from a position where you are out of range to one where you are in range. I'm upset about my shot, so I don't bother to look around to see if you're safe. Next thing you know, the ball is in the air."

Lang also advises clubs to remind members about course safety, so more experienced players can keep tabs on newer golfers. "Some people's idea about course safety is to hit the ball, and when it's really off line, they yell out 'fore.' That doesn't do a hell of a lot of good, especially when the wind is blowing against you." It's better to observe fundamental safety points, he said, "so we may all enjoy a round of golf without a request for judicial intervention." ■

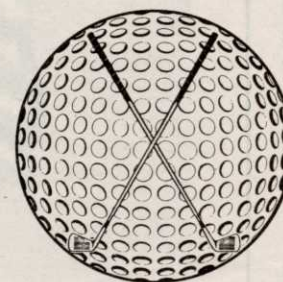


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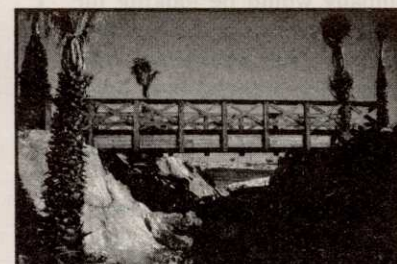
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6-9 — West Virginia GCSA's Turf Conference and Trade Show 2000 in Morgantown. Contact 304-243-4154

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.

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

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Golf Partners

Continued from page 31

and as a consultant," said Grigg. "Whether it be helping someone build a maintenance facility or helping someone renovate or grow in a golf course. I have always enjoyed that more than golf course maintenance."

As Golf Partners gets off the ground, French rules nothing out. "We will look at anything," he said. "Ownership is a possibility if it is the right situation — none of us wants to be tied to one piece of property. "As far as new projects go, the strongest market is in the Northeast. An owner that can put a project together up there is going to have a full golf course. We also will be exploring our international contacts and opportunities." ■

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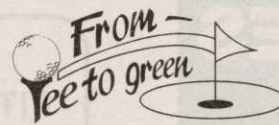
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