

GOLF COURSE NEWS

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MACCURRACH GOLF ON A WINNING STREAK

MacCurrach Golf Construction claimed its second Golf Course News Large Builder of the Year Award at this year's show in Dallas. Glase Golf Construction won the top prize for the Small Builder of the Year. For these stories and a show wrap-up see page 27.

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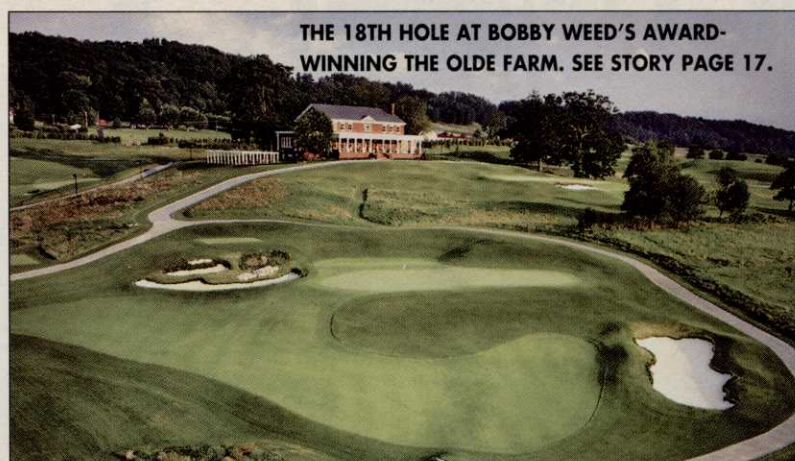
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PERIODICAL



THE 18TH HOLE AT BOBBY WEED'S AWARD-WINNING THE OLDE FARM. SEE STORY PAGE 17.

Club Car and E-Z-GO enter adaptive golf car market

By ANDREW OVERBECK

AUGUSTA, Ga. — Citing a need to make golf courses more accessible, both Club Car and E-Z-GO have unveiled plans to enter the adaptive golf car market. The market for such adaptive cars is potentially huge according to the golf car manufacturers. Of the 50 million disabled people in the United States, four to seven million are potential golfers.

Versions of the companies' adaptive cars were rolled out at both the PGA show in Orlando and GCSAA show in Dallas, much to the delight of fellow competitors in the niche business who feel the entry of the "big two" will help to validate the need for the vehicles.

"For the past five years, I have

been saying that courses need to be purchasing these cars," said Nick Pike, president of Mobility Solutions in Southington, Ohio. "With Club Car and E-Z-GO getting involved, people will take more notice of the needs of handicapped golfers."

CLUB CAR

While the other companies in the market are primarily start-ups or spinoffs from larger mobility scooter concerns, both Club Car and E-Z-GO have formed strategic alliances to get an immediate foothold in the market.



A prototype of Club Car's 1-PASS in action

Club Car's 1-PASS vehicle will be manufactured by Englewood, Colo.-based SoloRider Industries, which has nearly eight years of experience in the field.

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Ex-PGA president Addis launches Medallion Golf

By JAY FINEGAN

SAN DIEGO — Tom Addis III, president of the PGA of America in 1995 and '96, has teamed up with 14 other golf industry professionals to launch Medallion Golf, a full-service management firm. The new company, based here in San Diego, will train its marketing sights on California, Arizona, Nevada and Utah.

"My main goal is to have four to six facilities in our portfolio in the next two years, courses that we either own, lease or manage," said Addis, Medallion's president and operations chief. "We don't want to spread ourselves too thin while we're getting established. We plan to take a very hands-on approach to every project."

Addis has decades of salient experience.

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Tom Addis

Developer bulldozing new Greg Norman course

By JAY FINEGAN

SCOTTSDALE, Ariz. — In one of the weirdest reversals ever seen in golf development, a brand new Greg Norman-designed layout here, Stonehaven Golf Course, will be bulldozed back to raw earth and rebuilt virtually from scratch under a plan by Tom Fazio.

Indeed, nearly everything about the property is changing — the owner, the developer, even the name. The new course is being called Mirabel Golf Club. Where Stonehaven was a daily-fee facility, Mirabel

Continued on page 24



View of Norman's Stonehaven, a course never to be played

Florida drought approaching crisis

By JOEL JOYNER

TALLAHASSEE, Fla. — In its third year of drought, the moisture-starved state of Florida has learned that the worst is yet to come.

Expecting little rainfall before May, as hot and dry weather patterns sweep across the region, golf courses in central Florida

will encounter more dry lake beds and harsher water restrictions.

"When the national drought people show a map of the continental United States, there's a huge bulls-eye that covers Florida from northern Orlando to

Continued on page 11





Number 18, Country Club of Detroit
Grosse Pointe Farms, Michigan
Dan Marco, CGCS, Superintendent
Bogey, resident Labrador retriever
H.S. Colt and C.H. Alison, Architects

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Royal Kunia course, longtime political football, may open at last

By JAY FINEGAN

HONOLULU — A political deal has been reached that could enable Royal Kunia Golf Course to finally open. The Robin Nelson design was completed in 1994, but the 163-acre layout has lain dormant, primarily because the owners have paid only \$12 million of a \$25-million "impact fee" to the city.

According to the *Honolulu Star Bulletin*, a resolution signed by all nine members of the city council calls for the elimi-

nation of the remaining \$13-million charge. Instead, course owners and creditors have agreed to a \$2.5-million payment, plus one dollar per round for the life of the course. Another stipulation is that at least half the tee times be reserved for public play.

JAC Hawaii, the major financier to course owner Liongain Hawaii, has been negotiating the deal with city council chairman Jon Yoshimura.

The course, originally developed by

Royal Oahu Resort Inc. and Halekua Development Corp., has been a political football since its completion.

"The mayor of Honolulu decided to impose a \$100-million impact fee to get a golf course open there," said Nelson, who has designed 10 courses in Hawaii. "It was negotiated down to \$25 million. This was at the height of the Japanese interest in golf, but now nobody can swing it. Nobody can pay the \$200 green fees you'd

Continued on page 5



View of the Royal Kunia Golf Course

Eco-terrorists hit Canadian course with turpentine

By JAY FINEGAN

COURTENAY, British Columbia — Another golf course has come under attack from environmental extremists, this time here on mountainous Vancouver Island.

The championship Crown Isle course, at Crown Isle Resort and Golf Community, sustained damage to seven greens, seven fairways and a number of tee decks. The vandals also destroyed ball washers and flags, and spray painted club signage with slogans about "class warfare."

"It's physical damage, it will come back, and it's not much worse than a hydraulic leak, except to the extent they did it," said superintendent Dave Creamer. "They applied what we think was turpentine and killed off the grass. We're using different nitrogen sources to break down the hydrocarbons and get the soil ready to support new growth."

The attack took place last October but only recently came to light. Club management tried to keep the story out of the press, for fear of inspiring copycat attacks. But in late January a group identifying itself as the Earth Liberation Front (ELF) sent a communique to the local *Comox Valley Record*, claiming responsibility for the damage. The story broke from there.

"The usual vandals gouge up greens or throw the pins in the lake or steal tee blocks. Most golf courses get that kind of thing on a fairly regular basis," Creamer said. "Your biggest fear is that somebody comes out and dumps fuel all over your greens. Most places have been pretty lucky that way, when I talk to other superintendents. But now it's happened, and I don't want to give anyone ideas. That's why we tried to keep it out of the press as much as possible."

DENOUNCING 'THE RICH'

In their communique, the ELF warned developers not to build any more "upper class housing" next to the golf course, continuing the theme from their "turpentine writing" on the greens denouncing "the rich."

The attack, the ELF said, "is in protest of Crown Isle's destruction of green space."

The Crown Isle course is an 18-hole, 7,000-yard layout, designed by Graham Cooke & Associates and ranked as the 33rd best course in Canada. A "resort-style" daily-fee facility,

Continued on page 5

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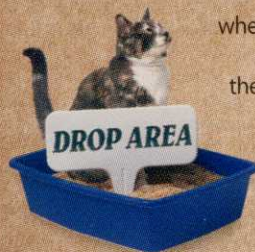
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Palmer Golf pulls out of Harding Park contract

By ANDREW OVERBECK

SAN FRANCISCO — After investing close to \$1 million and spending more than a year struggling to get renovations underway at Harding Park Golf Course, Arnold Palmer Golf Management has decided to pull out of its contract with the City of San Francisco Parks and Recreation Department. In addition to Harding Park, Palmer Golf terminated its management of the city's Lincoln Park and Golden Gate golf courses.

Palmer Golf was scheduled to start a \$15-million renovation at Harding Park this month to upgrade the dilapidated track for the 2003 PGA Tour Championship and boost the course's earning potential. The city is now in contract talks with KemperSports Management, which finished second in the bidding process, in hopes of keeping the tour date. According to the city, if talks go well, work could commence as early as November.

RISKS EXCEEDED REWARDS

Citing economic risks, stringent environmental standards, and the inability to manage unionized city workers, Palmer Golf president and CEO Tim Tierney decided it was in the company's best interest to leave the project behind.

"At the end of the day we felt very uncomfortable about our ability to operate the course with the quality that we needed," said Tierney. "You have to have the right conditions in order to generate \$100 rounds, and there were some environmental hurdles. We thought that it would be best to stay conservative in regards to everything else that is going on in the industry right now and withdraw."

In order to recover the upfront cost of the renovation and the yearly lease of \$2 million, Palmer Golf planned to charge non-residents higher greens fees.

Under the plan mandated by the city, resident golfers would be charged \$25 greens fees and non-residents upwards of \$100. Further complicating matters, 65 percent of Harding Park's 86,000 annual tee times had to be reserved for resident golfers.

However, in order to implement this pricing scheme, course conditions and agronomic practices needed to be improved. When it became clear that they would not have control of the unionized city staff of gardeners, the risks began to exceed the rewards.

"These workers would have their own superintendent and they would not report to us," said Chris Hamill, vice president of development. "It took more than five months to effect small changes."

Equity concerns also cropped up. "It is a difficult marketing game," Hamill said. "You have a foursome of \$25 players in front of you in cut offs and tank tops and

you have \$100 golfers behind them."

ENVIRONMENTAL CHALLENGES

Environmental pressures from local activists and city regulations played a large role, as well. Palmer Golf fought a long battle to get the use of Roundup approved to kill off the old turf, but ultimately faced more debilitating battles.

"The city has an intense inte-

grated pest management program," said Hamill. "If you had an outbreak of *pythium*, you would have to put in a request that could take upwards of a week to get approved before you could go treat the problem."

According to Becky Ballinger, public relations director for the Parks and Recreation Department,

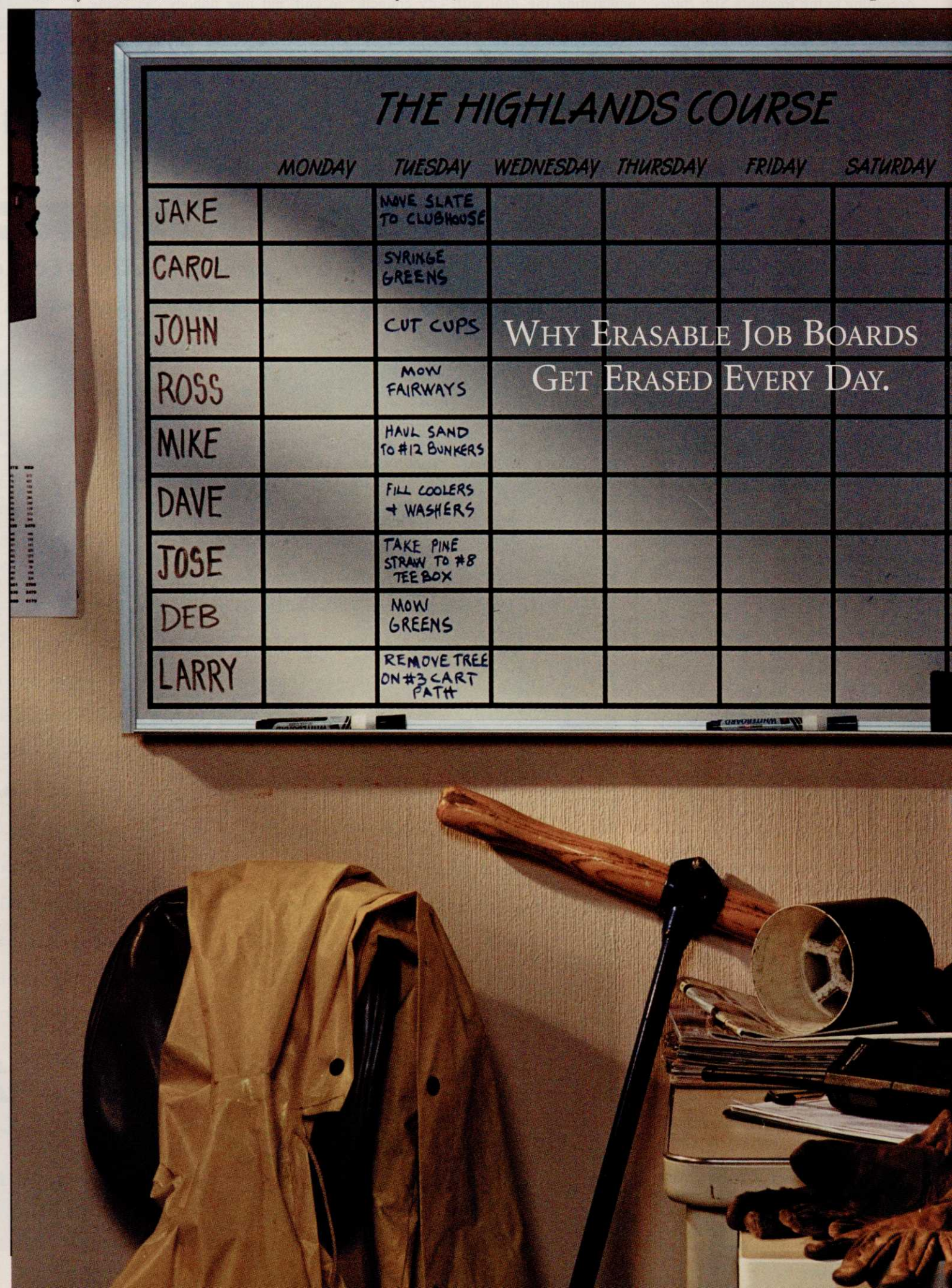
Palmer Golf knew all these things going into the deal.

"In the request for proposal, one of our requirements was that city workers remain maintaining the golf course," she said. "You also have to apply to the Commission on the Environment for a permit to use chemicals."

"We also did financial feasibil-

ity to make sure that we were not asking any more than someone could get a return on," Ballinger added. "According to the information that we gathered, someone can make a lot of money on this, but there are also a lot of restrictions."

The city is pressing ahead with the negotiations with KemperSports Management and hopes that they will take over the renovation project and management contract at Harding Park.



WHY ERASABLE JOB BOARDS
GET ERASED EVERY DAY.

Eco-terrorists

Continued from page 3

opened in 1993, the club has hosted the Canadian Tour and other major championships. With 11 lakes, views of the Beaufort mountain range and verdant fairways, the course has won numerous awards and is in the front ranks of British Columbia golf facilities.

The 40,000-square-foot clubhouse is equally impressive, with

a dining room, a members' lounge, a gym and many other amenities.

Club members and guests were "upset and disappointed" by the attack, Creamer said. "They didn't understand why someone would do this. To go out and damage a golf course doesn't make a lot of sense. To go damage buildings is one thing. That can be repaired. But it's tough to repair turf that

quickly. It's not something we could go out and resod very fast."

DELAYED-REACTION DAMAGE

The attack came at night and involved more than one person, according to Creamer. "The damage didn't show up for four or five days, then the grass started to die off," he said.

The course, however, remains open for play. "It's not to the point where it even affects the

ball roll," the superintendent said. "The greens are open. Apart from damaging the aesthetics, the real costly part was breaking up the ball washers and flags."

"We have stepped up security," Creamer added. "We now have a night watchman and a security truck that drives around."

The Royal Canadian Mounted Police are investigating the attack. The Earth Liberation Front is



18th hole at the Crown Isle course

an underground environmental group that specializes in sabotage and arson. Many ELF attacks have been joint operations with the Animal Liberation Front. The FBI lists both groups as terrorist organizations.

Golf courses in the U.S. Northwest have been the target of eco-terrorism assaults in recent years, but strikes against Canadian clubs have been rare. ■

Royal Kunia

Continued from page 3

need to charge to make the numbers work. That pretty much killed the industry in Hawaii, and then the Japanese bubble burst."

BIZARRE FATE OF A SUPERB COURSE

Over the past five years, because of the \$13-million "underpayment," the city has explored a number of options for Royal Kunia, including condemning the course either to use as a public facility or to sell to a third party for a profit that would finance the construction of public courses elsewhere on the island.

In arguing to get the course open, the city council said it would create jobs and tax revenues, and it also would serve as a buffer between the Waikale Naval Magazine at Laulaulei and the Royal Kunia subdivision. It also could absorb potential flooding.

The bizarre fate of the course has been a disappointment to Nelson. "This course would have put my name on the map," he said. "It's got commanding views of Diamondhead and downtown Honolulu, and it looks out over Pearl Harbor and the ocean. It's quite spectacular, and it's a real shame it isn't open."

Nelson added that the course remains in "pristine condition," tended by a skeleton crew. "The owner has paid, out of the goodness of his heart, to have it maintained, but there's nobody playing it," the architect said. "Now there's some talk that the PGA Tour and the governor of Hawaii would like to turn it into a focal point for golf on Oahu, and perhaps turn it into a PGA-owned course."

According to Nelson, the course plays at 7,100 yards from the tips. "It will play really well for the pros," he said. "But I designed it quite wide because of the wind, so it should be playable for people of all skill levels." ■



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California unplugged

Much of the buzz at the GCSAA Conference and Show in Dallas swirled around the current hot topics, namely the labor shortage and water issues. The California contingent arrived with those worries and one other big concern – the state's energy fiasco and its impact on California golf operations.

It's nearly impossible to wrap your arms around the electricity mess that has taken some of the shine off the Golden State. But it's easy to pinpoint the problem areas as they relate to golf. Exploding operational costs seems to be generating the most trouble.

"I'll tell you what," said Dan Farrar, branch manager for Club Car in Southern California. "There is tremendous concern amongst the golf courses, especially in the San Diego area, which deregulated before Southern California Edison did. I spoke with one course, and they told me the cost of charging up their fleet of electric golf cars could range anywhere from \$35 to \$35,000 – per day – depending on the spot price of the market.

"If they had to use energy at noontime, when demand is peaking," he said, "they'd be paying such exorbitant amounts of money that it wouldn't be worth having people out on the golf course."

WILD RATE SWINGS

It is this unpredictability that drives folks crazy. Scott Austin, an energy management specialist for Club Car, said the company's WattMiser system has been a godsend to courses that have it installed. The WattMiser takes advantage of time-of-use rates. If you recharge your battery-powered cars overnight, for instance, you're entitled to substantial rate reductions. By programming the WattMiser to run from 10 p.m. until early morning, he said, you can save as much as 80 percent from peak-power rates.

But, he added, "it's very difficult for me to put an identification on what the savings will be, when I'm with a potential customer, because the rates are changing weekly or monthly. People just wait to get their bill and see what they're paying that month."

FROM \$30,000 TO \$150,000 A MONTH

Rick Mansur knows what he's paying. Mansur is general manager of Rancho Bernardo Inn & Country Club in San Diego. He's also senior vice president of operations for JC Resorts, a LaJolla-based company with six golf courses, including those at JC's resort hotels.

As Mansur sees it, freestanding golf courses are such small energy consumers that they're not taking huge hits. "The way it works," he explained, "is that, unless you peak at more than 100 kilowatt hours – if you're a small user – the rate is capped at 6.5 cents per KW hour. That's up from four cents before, but it's still not bad enough to force a major hardship.

"The golf resorts, however, are getting blasted, because the cap doesn't apply to them," he said. "At one of our properties the monthly power bill has gone from \$30,000 to \$150,000. Those are the ones getting killed."

TURNING OFF THE LIGHTS

Finally, we come to Mike Flanagan, director of golf at Doubletree Golf Resort San Diego, about 20 miles north of the city. He's turning off lights and cutting consumption wherever possible, because his electricity rate has jumped from 6 cents per KW hour to anywhere from 14 to 19 cents. "We're looking at roughly a 300-percent increase for our golf operations," he said.

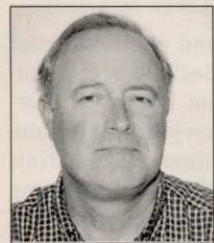
"We have a clubhouse, a bar and restaurant, and we're reducing lighting there as we can," he said. "But we have air conditioning and we also have heat, and that's a major concern because our energy costs are going through the roof."

PASSING ON THE COSTS

The course at the Doubletree Golf Resort charges green fees of \$50 on weekdays and \$70 on weekends, including carts. Until recently, the club absorbed the added power costs and hammered expenses down to the bone. "But now I'm looking at raising our rates because the cost of electricity is just so high," he said. "It has to be passed on to the consumer at some point. I assume other clubs will look at their energy costs and do the same."

Adding insult to injury, Flanagan's 80 golf cars are all electric. "We were forced by the state to switch to electric because of smog," he said. "Given the price of gasoline, it seemed like a smart move. But now it costs us three times as much as before to operate them."

It might be years before California sorts out its energy mess. But in the short run the upshot seems clear – more expensive golf. And that ain't good.



Jay Finegan,
editor



Accessibility issues perplexing to golf courses

The Americans with Disabilities Act has once again moved to the forefront in the golf industry. The United States Supreme Court will provide a final ruling this year in the Casey Martin's lawsuit against the PGA Tour. Both Club Car and E-Z-GO unveiled adaptive golf car lines at this year's PGA and GCSAA shows (see story page 1). And later this year, the U.S. Access Board (which makes ADA recommendations to the Justice Department) is set to finalize accessibility requirements for new golf course developments.

While the possibility of adding an estimated four to seven million handicapped golfers is undoubtedly good for the game, what will this mean for the business of golf?

The accessibility requirements for course design ought not prove too troublesome. The regulations mandate that all new courses (including renovations) provide access to one tee on every hole as well as access to greens and every point in between. The rules do not include access to bunkers and other hazards and thus should not impair golf course design.

WILL COURSES HAVE TO PROVIDE ADAPTIVE CARS?

The biggest issue will be whether courses will be required to provide adaptive golf cars. If so, how many cars will be required at each course? Regardless of the low psi of adaptive cars on the market, how will superintendents balance the requirement to provide access to tees, fairways and greens while at the same time providing excellent golf course conditions?

The answers to these questions are murky at best, and further complicating matters are the lawsuits that will inevitably threaten golf courses even though there has been no final action from the Justice Department.

These issues are currently being hammered out.

"We are working with the Justice Department right now to form a policy that makes sense for the golf course industry," said Mike Hughes, executive director of the National Golf Course Owners Association (NGCOA). "We need to assess how you provide access and how many [adaptive] cars are required to fill market need."

FORM AN ADA POLICY

In the meantime, GCSAA president Tommy Witt recommends that superintendents study the issue.

"How superintendents look at this issue is very important," he said. "We need to balance complying with the ADA rules and maintaining the expectations that players and owners have of us and the asset that we manage."

George Renault, former GCSAA president and member of the golf subcommittee for the U.S. Access Board, noted that creating a course-wide policy to ADA issues is the best approach.

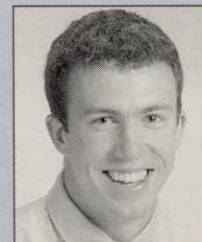
"This is going to be a reality and you can not be discriminatory," he said. "But if you are going to keep them [adaptive cars] off the course for some reason [wet turf, weak rootzones] you need to have a good written plan. If you just say that the course is too wet, that is not going to fly. But if you have a written plan that shows guidelines, you are in better shape."

USGA RESOURCE CENTER

These issues will continue to be kicked around in the coming months. The United States Golf Association has launched a resource center for individuals with disabilities which will serve as a national clearinghouse for information for disabled golfers who seek the opportunity to learn and play golf.

In April the sixth National Forum on Accessible Golf will be held at Clemson University to identify education strategies to enhance the accessibility of the game of golf. And the NGCOA is continuing to press the Justice Department to resolve the issue and create a formal policy on the use of adaptive golf cars.

Stay tuned.



Andrew Overbeck,
managing editor

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Facing pressure from architects, Allen's IAGCA changes name

WEST PERTH, Australia — After objections from American, European and Australian architect associations, Stephen Allen, executive director of Golf World Group, rebadged his latest venture, the International Association of Golf Course Architects (IAGCA).

In order to reflect the com-

mercial nature of the organization, the group is now known as the Golf World Course Designers and Contractors Group (GWCDG).

"We felt the name insinuated that it [IAGCA] was a professional society of golf course architects," said



Stephen Allen

Paul Fullmer, executive secretary of the American Society of Golf Course Architects. "The operation is really a marketing and commercial venture to identify prospects who are interested in developing golf courses. We felt that the name

was entirely misleading, as did

'We felt the name was entirely misleading'

-Paul Fullmer, ASGCA

our counterparts in Europe and Australia and quite a few of our

members."

The aim of the GWCDG, which is a for-profit commercial business, is to facilitate business introductions to designers around the world to prospective clients. Membership costs \$2,500 and a five-percent brokerage fee is charged for work explicitly delivered by the organization.

MAILBAG

LINKSCORP WAS NEVER FOR SALE

Gentlemen,

Let me first say I think you have a great publication and I look forward to reading it on a monthly basis. It is both objective and accurate, something you cannot say about other golf publications.

It is for this reason I am writing you. In your February issue there is an article called "Courses on the Selling Block are Finding Buyers Scarce, Prices Sliding," where you say, "LinksCorp, out of Chicago, faced the same situation when its 24 courses went on the block" when talking about golf companies for sale.

I have no idea where you got this information, but it is completely false. The company has never been put up for sale; in fact, our current investors recently increased their equity investment in the company by funding an additional \$12 million, earmarked for new acquisitions. We are actively out in the marketplace looking for deals and have a business plan to buy \$50 million of properties in 2001. I would appreciate a clarification in your next issue if possible. Thank you.

Ben Blake, president and CEO

ADDING VALUE TO YOUR COURSE

To the editor:

I read with interest your commentary in the February issue ("If you build that new course, will they come?") Good article, and unfortunately very accurate.

Something that may interest you: At our recent National Golf Course Owners Association conference in Orlando, we did a session on "Re-engineering your Golf Course Operation," something that many owner/operators need to do with the oversupply. Two associates of our firm, Morgan Burkett and Cortland Dusseau of Hawthorn Suites Golf Resort hotels, presented on the potential and means for adding a hotel and/or conference center element to existing golf facilities. It's the quintessential "value added" scenario. They were a big hit and the response has been very good.

Arthur Jeffords

Lighthouse Golf Group



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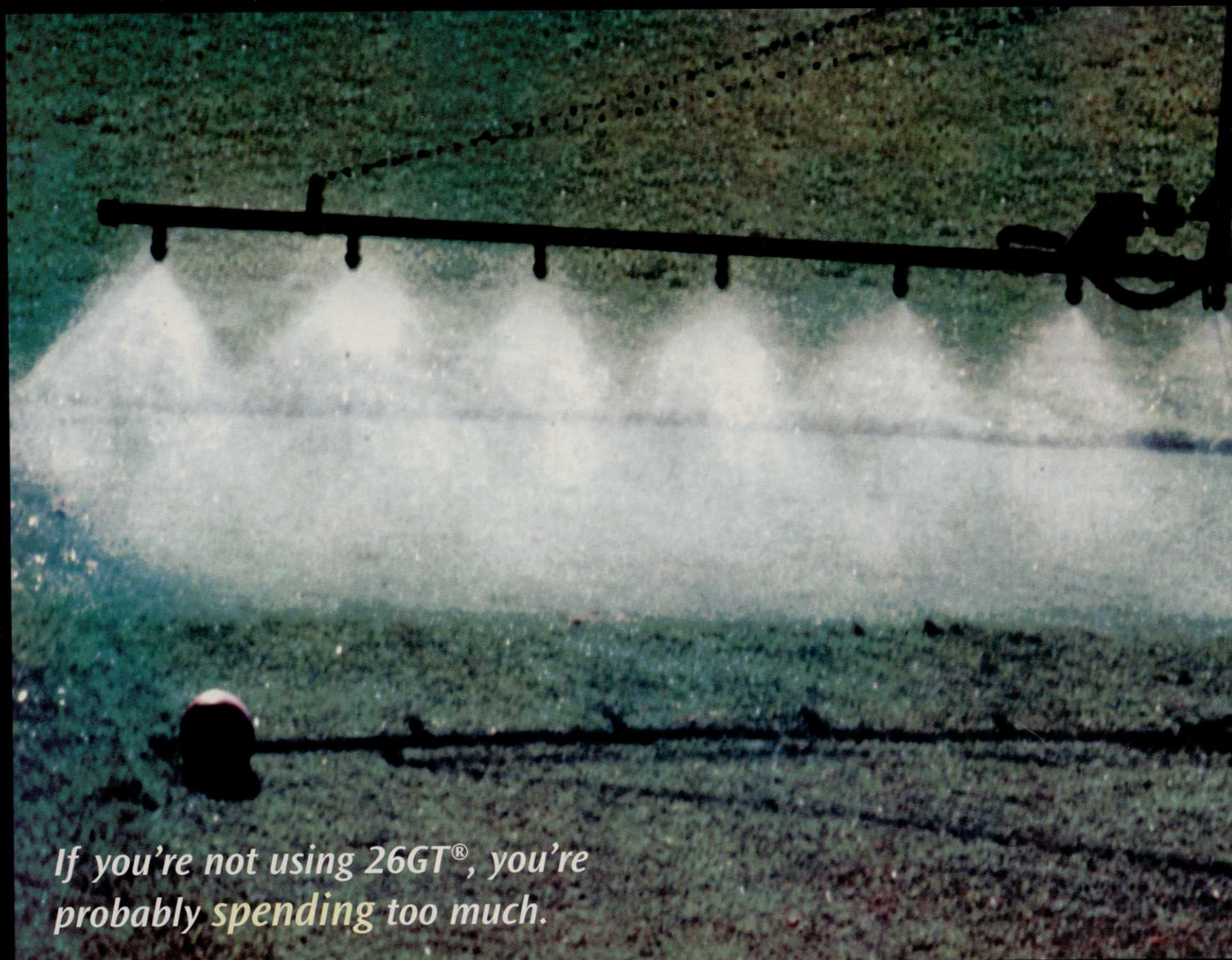
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BRIEFS

12 SUPERS JOIN SOFTSPIKES BOARD

ROCKVILLE, Md. — Softspikes Inc. has named 12 golf course superintendents to its advisory board. They will assist with future product development and will meet as a group to discuss matters relevant to plastic cleats and golf course agronomy.

The 12 members of the Softspikes' Superintendents Advisory Group are: Patrick Cooper, Royal Oaks Country Club, Dallas, Tex.; Shawn Emerson, Desert Mountain, Scottsdale, Ariz.; Dean Graves Chevy Chase Club, Chevy Chase, Md.; John Kopack, The Legacy Club at Alaqua Lakes, Longwood, Fla.; Tony Mancuso, Bellerive Country Club, St. Louis; Jim Nicol, Hazeltine National Golf Club, Chaska, Minn.; Steve Potter, Woodholme Country Club, Baltimore; Steve Renzetti, Quaker Ridge Golf Club, Scarsdale, N.Y.; Mike Sauls, Butler National Golf Club, Oak Brook, Ill.; David Stone, The Honors Course, Chattanooga, Tenn.; Jim Wells, World Woods Golf Club, Homosassa, Fla.; and Virginia Woulfe-Beile, Rock Spring Golf Course, Alton, Ill.

DISNEY COURSES WIN AUDUBON NOD

ORLANDO, Fla. — Audubon International has awarded Certified Audubon Cooperative Sanctuary status to all five courses at Walt Disney World Resort. "We're excited to have all of our championship courses designated as sanctuaries," said Gary Meyers, manager of sports turf and golf course management. "We have a strong commitment to maintaining the balance between the game of golf and the environment. The wildlife our guests will see during a round of golf are equally as valuable as the course itself." Disney World courses include Palm and Magnolia, the two oldest courses; Lake Buena Vista; and the Bonnet Creek complex, with two 18-hole layouts, Osprey Ridge and Eagle Pines.

ROBERTS SEED EXPANDS SALES STAFF

TANGENT, Ore. — Roberts Seed Company (RSC) has hired Megan Prine as a sales representative. A recent graduate of Oregon State University with a bachelor's in crop and soil science, Prine was active in the college of agricultural sciences, serving two years with the Ambassadors for Agriculture, Forestry and Natural Resources. She will report to Denise DeHart, sales manager at RSC.

In battle against Canada geese, superintendents wield new weapons

By JOEL JOYNER

PALATINE, Ill. — For years, superintendents have used trained border collies to chase Canada geese from their greens and fairways. But there are new and improved methods of dispersing the big birds, and they don't require dog food.

Canada geese, protected by the Migratory Bird Act, have grown to an army of 3 million strong in the United States. Mowed turfgrasses are like a smorgasbord to these grazing beasts. When they descend on a course in big numbers, they are capable of destroying — and defouling — large sections of a layout. A single goose can produce one to three pounds of feces a day, creating an unsightly situation when a gaggle of 100 decides to leave its calling card.

Jim Bland, director of Integrated Lakes Management in Gurnee, Ill., reported that a single 100-acre lake in northern Illinois was home to an estimated 12,000 Canada geese as part of a wintertime superflock. "Lawns can be carpeted with feces," he observed.

Golf course superintendents know the

drill: fireworks, whistles, shotguns, visual threats and chase and scare tactics. The geese, however, are just as stubborn and territorial. But to combat this growing invasion, new products and strategies are available, such as lasers, GooseChase and FlightControl.

'LASER GOOSE-DISSUADER'

The experimental laser device, also known as a "laser goose-dissuader," has been tested along Lake Galena in Pennsylvania, where an estimated 17,000 geese liked to roost.

U.S. Department of Agriculture's (USDA) wildlife services demonstrated the \$3,500 "flashlight" in January this year and successfully terrified the geese into searching for a new home. "The laser beam



Canada geese patrolling a course

shaved the geese off the lake like a razor on black stubble," said Matthew Blanchard, a writer for the *Philadelphia Inquirer*.

Powered by AA batteries, the laser cleared approximately 95 percent of the birds from the lake. "When they see the red light, they are terrified," said Chris

Continued on page 12

Houston-area clubs facing stiff rate hikes for water

By JOEL JOYNER

SPRING, Texas — Water is getting tight in Texas. Pricier, too.

Here on the northern edge of Houston, the water authority has hit golf courses with a nasty punch. Not only are water rates escalating, but courses have been "encouraged" to slash their use of fresh water.

The North Harris County Regional Water Authority (NHCRWA) has doubled the cost of water to 25 cents per 1,000 gallons.

The idea, of course, is to conserve an increasingly precious resource. The costs are expected to increase again — and again — to as much as \$2, soon.

"Nobody's real happy," said Richard Kane, assistant superintendent here at the Willow Creek Golf Club. "In the past, as recently as 1999, all you had to pay for was the well permit. It's been hot and dry here in the state of Texas for the past few summers, so these fees will effect everybody."

Golf courses use between 35 million to 200 million gallons of water per year to keep their turf playable. New courses, trying to get their turf established, typically use up to 150 million gallons. At \$2 per 1,000 gallons, those new courses will be paying about \$3 million to irrigate their layouts.

"The water authority's goal is for golf



Continued on page 13

Wallace joins Turf-Seed, to handle N.E.

HUBBARD, Ore. — Victoria ("Vickie") Wallace has joined Turf-Seed and Tee-2-Green Corp. as an agronomist and Northeast professional sales representative.

Since 1983, she has served as an agronomist and was involved with professional turfgrass sales and marketing with the former Lofts Seed Co. In her new position with Turf-Seed and Tee-2-Green, she will support turfgrass managers and distributors in the Northeast from her base in Exeter, R.I. She will promote Turf-Seed and Tee-2-Green products to golf course and landscape architects, superintendents, turfgrass sod producers, sports turf managers, and landscape professionals.



Victoria Wallace

Wallace will also lend support to both Turf-Seed and Tee-2-Green Corp.'s marketing divisions in Hubbard. She will also represent both companies at national and regional trade shows.

Wallace holds a bachelor's degree from Penn State and a master's from the University of Rhode Island.

Turf-Seed products include the new Kentucky bluegrass varieties Blackstone, Brilliant, Moonlight, and NorthStar.

'Super' Bermudagrass does star turn on sports fields

TAMPA, Fla. — The New York Giants weren't the only ones taking a pounding on Super Bowl Sunday this year. The turf here at Raymond James Stadium was fine enough to putt on before the game, and tough enough to take brutal hits from 300-pound linemen and slashing linebackers.

The GN-1 hybrid Bermudagrass turf was imported to the field from Greg Norman's turf farm in central Florida's Avon Park. In total, 65,000 square feet of turf were transported to the field on Jan. 11, where frigid



Greg Norman on GN-1 Bermuda at his turf farm

night temperatures and even some ice gave cause for concern. "We had a few delays in putting it down because of frost," said George Toma, the NFL's long-time turf consultant. "But this turf is tough. It's more aggressive than other Bermudas."

Toma said that the field was cut to 5/8th of an inch, the lowest ever for a Super Bowl, and that iron and plenty

of water were added to "green it up" before the game. "It made it through with flying colors," he said of the GN-1 turf that has made its second Super Bowl appearance in the past three seasons.

GOING ON GOLF COURSES

In Corona, Calif., plans are also underway for the installation of GN-1 sod

at the new Trilogy at Glen Ivy Golf Course. Dave Mastroleo, superintendent at the course and at the Tierra Rejada Golf Course in Moorpark, said he chose GN-1

for Trilogy based on its performance at the Tierra Rejada course that opened in December of 1999. "The turf is a deeper green than other Bermudagrass varieties," said Mastroleo.

"It holds its color longer into fall and winter, it has a tremendous recovery rate, and is easier to seed into because it's less tight than other turfs," he said.

Tools of the Trade...at Kip Tyler's Salem Country Club

PEABODY, Mass. — With this summer's U.S. Senior Open fast approaching, superintendent Kip Tyler is nailing down the last details of a refurbishment program that began seven years ago. The Donald Ross course here at Salem Country Club, built in 1926, has gone through a major facelift.

"The membership voted in 1994 to have the bunkers restored," Tyler said. Architect Ron Forse and contractor Jerry Deemer of Country Golf renovated 56 bunkers on the course and removed any bunkers not installed by Ross.



Kip Tyler

All 18 tees have been revamped and replaced with new bentgrass sod. Also, a new irrigation system, with the main lines running along the rough, was installed in the last couple of years. "All the cart paths here were reviewed, too," Tyler said. "Many were repaved with asphalt or crushed stone, and some were rerouted away from play."

The 47-year-old superintendent ex-

plained the level of detail involved in getting the layout ready for the Senior Open, an event already sold out. "New chipping areas were created," he said. "The left portion of the 15th green was also enlarged to provide an additional hole location just over the left bunker. We have heavily topdressed the tees and green approaches to firm them up."

Fairways will be cut to 3/8ths of an inch, and the greens will measure right around ten and a half on the USGA Stimp meter. "Fairway widths will average between 29 and 38 yards in the landing zones," Tyler said.

The staff will strive to hit peak condition as the event unfolds. "Our equipment needs will increase dramatically for championship week," said Tyler. "I typically have four people walking the greens with mowers. We hope to use 12 that week. We'll mow the greens at least twice each morning, and possibly roll them as well. Then we'll cut again, and possibly roll them in the evening."

The nines will be reversed for the tournament in order to provide better spectator viewing. "This week will require extraordinary caution, since the whole golf



1962 Cushman Turf-Truckster, Tyler's oldest piece of equipment

world will be watching. It's a pretty awesome responsibility, but we welcome it," he said.

A 1977 agronomy graduate of Ohio State, Tyler arrived at the club in 1982 after working as an assistant superintendent at the Medinah Country Club in Medinah, Ill.

Greens mowers: 6 Toro 1000, 2 Jacobsen Greens Kings V

Tee mowers: 5 Toro 1600, 1 Jacobsen Greens King IV

Fairway mowers: 4 Toro 5000 Series
Rough mowers: 1 Ransomes 250AR, 2 Steiner 230

Riding bunker rake: 1 Toro Sand Pro (for habd raking)

Turf utility vehicles: 6 Club Car Turf II, 6 Cushman Turf-Trucksters

Verti-cut reels: Jacobsen

Aerifiers: 3 Ryan Greensaire 24, 1 Ryan GA-60

Topdressers: 1 Turfco SP-1530, 1 Turfco F12d

Grooming reels: Jacobsen

Tournament speed roller: 1 Salsco, 1 GreensIRON 3000

Reel grinder: Neary Spin-matic II

Bedknife grinder: Neary model 250

Irrigation pump station: Flowtronex 1,200 gpm

Irrigation system: Toro LTC Plus

Golf car fleet: 80 Club Car (electric)

Flagsticks: Standard

Computer & accessories: Pentium II

Primary herbicide: Barricade 65WG

Primary insecticide: Mach II

Primary fungicide: Daconil Ultrex

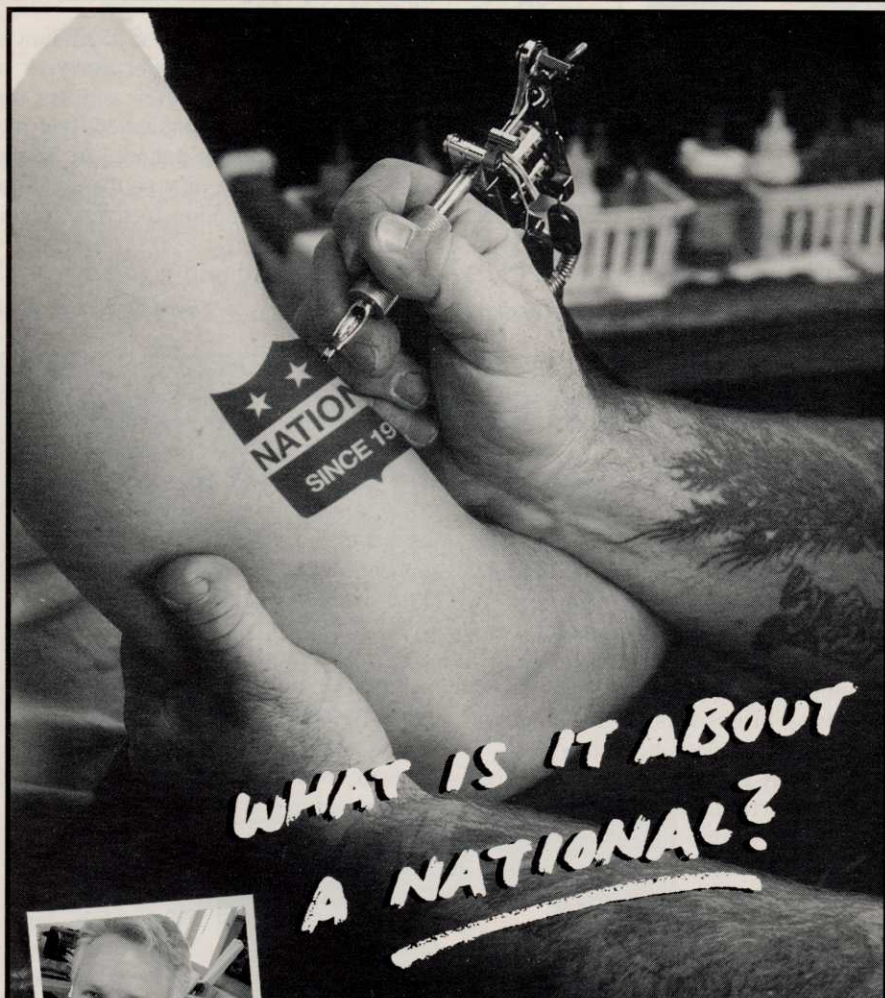
Primary slow-release fertilizers: Polyon

Cannot live without: My wife, Mary Lou, and sons, Ben and Christopher

Oldest piece of equipment: 1962 Cushman Turf-Truckster

Total square footage of maintenance building(s): 12,200 sq. ft.

Annual rounds of golf: Approximately 30,000



Scott Wilke
Superintendent
Firethorne Golf Course
Lincoln, NE

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Hocutt creates free job-hunting Web site

By JOEL JOYNER

PAWLEYS ISLAND, S.C. — Tired of dishing out the cash and dealing with the hassles of finding the perfect job? Sam Hocutt, the superintendent here at the Pawleys Plantation Golf Course, has now made it a bit easier for those in the job market these days. And best of all, it's free.



Sam Hocutt

Hocutt discovered that fellow superintendents were not finding the jobs available in different locations without having to pay service fees. "The only service that listed jobs free of charge was Turfnet," he said. "I thought Turfnet was only a forum to discuss turf topics. It occurred to me that the more you offer, the more people sometimes overlook certain services you offer. That's when I did a Web site name search and registered the name www.golfcoursejob.com."

The site name was established in Janu-

ary. "I received many e-mails about how good an idea it was, but one stuck out," Hocutt said. "It was from Clayton Hoyt, a 1999 graduate of the University of Minnesota in Crookston. He earned a B.S. in plant industries management with a horticulture emphasis and had aspirations of becoming a golf course superintendent."

"Hoyt is currently employed as an assistant superintendent at the Thief River Golf Club in Thief River Falls [Minn.]," said Hocutt. "He offered to help, and that's when I decided to go for it. He was instrumental in helping me get it started, so I offered Clayton a small part of the Web site."

SPONSORSHIPS PAY THE BILLS

Buying additional programs and finding a server, Hocutt developed the site in about seven days. "I put a sponsor form on the site for anyone interested in helping to keep the site up, and to keep it free." He said. After only a week, two companies showed interest in sponsorship — Smith Turf and Irrigation and Wilbro. Smith Turf and Irrigation is a Toro distributor and Wilbro is a distribu-

Continued on page 12

Florida drought

Continued from page 1

the Everglades," said James O'Brien, a Florida climatologist. The situation is little better farther north. The Atlanta region, for instance, is also in the grip of the drought and under tight water restrictions.

After a cool winter that denied most of the state any healthy tropical storms out of the Gulf of Mexico, Florida is once again in the midst of their "dry season" following three years of below-normal rainfall.

"Basically, we need a hurricane or an extremely wet tropical storm to possibly recover from this drought," said O'Brien. "Any golf courses depending on rainfall are probably not going to get it."

"They'll have to spend the money to water courses, and in some places even that may be difficult," he said. "Florida's also gaining about 2,000 more people every day. This increase in population, I think, is a major problem in regards to the water situation."

Indeed, If Florida is adding 2,000 people a day, or 730,000 a year, its population will rise 50 percent over the next 10 years to about 23 million. There is rising concern about the state's ability to handle huge immigration levels in light of the water shortages and falling water tables.

SALT WATER INCURSION

High-stressed locations are evident along the coast, where the burgeoning population drains the aquifers. Greater amounts of ground water are depleted without being replaced with rainfall. As this resource dwindles, ocean water encroachment becomes a major worry for coastal cities like Daytona Beach that have already relocated wellfields inland because of salt water intrusion.

"Water quality is a key issue for superintendents throughout the state," said Todd Lowe at the USGA Green Section. "When we don't have adequate amounts of precipitation, salt accumulates in the soil and in the irrigation source."

"Cultural practices can only go so far to alleviate poor water quality and the turf eventually reaches a point where it cannot survive," Lowe added. "One solution for golf courses here in Florida may be to use Seashore paspalum, which can withstand salt water amounts up to 35,000 parts per million."

An October storm last year that dropped 20 inches of rain in a two-day period in south Florida was not enough to stabilize water levels. As the drought worsens, water prices are expected to climb and water gluttons throughout the state may find

their budgets parched.

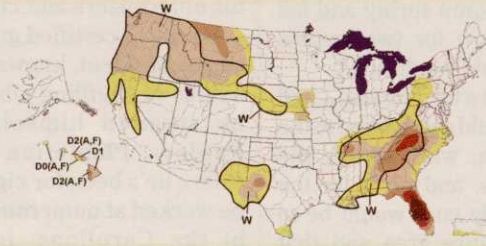
ONE OF WORST IN HISTORY

The state is suffering from one of the worst droughts in its history with no relief in sight.

"Our tropical conditions require serious amounts of water to survive," said Bryan Plummer, superintendent at the Ironhorse Country Club in West Palm Beach. "Last year's rainfall totals were 20 inches below the previous year, and both years

U.S. DROUGHT MONITOR

Red, brown and yellow shades show drought-affected regions



Source: National Drought Mitigation Center, Lincoln, Neb.

were below our normal yearly average.

The Ironhorse course, he said, is under a phase two, or "severe," water restriction. Plummer expects to soon face a phase three, or "extreme," situation.

"We can only water our greens and tees at night," he said. "Our even-numbered fairways and roughs are watered Wednesday

Continued on page 13

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AQUA-AID

Canada geese

Continued from page 9

Crosen, a USDA technician.

The test was a first in an outdoor experiment. Caged herons at the USDA's National Wildlife Research Center in Sandusky, Ohio reacted in a similar fashion when the red dot of the laser struck them.

READY, AIM, SPRAY

Manufactured by Bird-X, GooseChase is listed as an environmentally and ecologically safe product designed to render the birds' food unpalatable. "The geese came in flocks ranging from 20 to 50 birds," said Jay Smith, assistant superintendent at the Yankee Hill Country Club in Lincoln, Neb. "We tried blasting a shotgun over their heads, but it didn't deter them.

"With insufficient snow cover, we have problems with the geese during winter and early spring," he said. "They come in, peck at our short grass, and make ruts and holes in our greens."

GooseChase is a concentrate made from extracts of grapes, the same active ingredient that gives Concord grapes their characteristic flavor. "It worked quickly, and there was a very distinct line of effectiveness between where we sprayed and where we didn't," said Smith.

A 'BIOLOGICAL FENCE'

FlightControl uses the same active ingredient as GooseChase, but with a different formulation and concentration rate. The strength of the formulation determines the length of time the substance remains effective on the grass.

The repellent is described as a "biological fence" to herd geese away from areas where they interfere with human activity. "It works, no doubt about it, but it's just another tool as far as I'm concerned," said Bob Ribbans, superintendent at the Forsgate Country Club in Jamesburg, N.J. "We also use noise makers. It's just like with people - if you annoy them long enough, they'll leave. But if you have water, you'll have geese."

FlightControl has an additional feature: a visual deterrence. Once applied to the turf, the solution absorbs ultraviolet light to make it appear spotted or unsightly, at least to a goose. The chemical apparently alters the visual attractiveness of the turf to discourage geese from stopping by for a snack or perhaps a long stay. If the treated site is not enough to dissuade the geese, the "harmless intestinal reaction" from feeding should dishearten them.

Some superintendents, however, are hesitant to recommend the products. "I don't know about

the practicality of it," said Brad Helms, superintendent at the Palatine Hills Golf Club in Palatine, Ill. "Come spring and fall you can't mow for two weeks, and that would be difficult.

"We gave it a try," he said, "and the geese would eat right up to the sprayed area, walk across the treated grass, and go in to the lake. The only cure would be to spray the entire area and that would be cost prohibitive." ■

Sam Hocutt

Continued from page 10

tor of fertilizers and chemicals.

Hocutt, a certified golf course superintendent, knows the difficulties of shuffling jobs. Before he situated himself at the Pawleys Plantation course, where he's been for eight years, he worked at numerous courses in the Carolinas, including Roanoke Country Club, Marsh

Harbour, Oyster Bay, Heritage Club, Carolina Pines and the Heritage Club.

COMPUTER BUFF

Hocutt used an Apple computer in the early 1980s to track the inventory at a golf maintenance shop. "I moved up to the windows 3.1 as soon as it hit the market," he said. "My fascination led me to take the computer apart just to put it back together again. I crashed my

first IBM about a 100 times just to see if I could fix it. Fixing computers for my friends led me to getting a business license in 1998."

That same year, with a programmer's assistance, Hocutt created a program, Aquatrack, to complement the Sitepro Osmac irrigation program by Toro. It will log all the commands used by radio to let a superintendent view them on the computer. ■

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Smithco Sweep Star V62

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Houston water

Continued from page 9

courses to have an alternative source, other than ground water, in the next seven to 10 years," said Kane. "Increasing water pumping fees is a means to reach that goal.

"We're hoping to get an effluent water source from a development that's on the southside of us," Kane added. "There's a treat-

ment plant already in place, and we'd like to get its effluent. But there's a lot of red tape, with county agencies and such."

Another problem, he points out, is transporting the water. "Who pays the cost there?" Kane says. "It will probably be us. We have plenty of water now, but come next July and August we could be hurting."

CATALYST FOR CHANGE

One course that has already

lined up an effluent supply is the privately owned Raveneaux Country Club, a 36-hole facility also here in Spring. Management has negotiated a seven-year agreement with a local treatment plant that produces some 3 million gallons per day.

"Raveneaux has contracted for up to half that amount," said Randy George, the recently departed Raveneaux superintendent who is now at Pine Forest

NORTH HOUSTON WATER COST PROJECTIONS					
MILLIONS OF GALLONS PER YEAR	50	\$60,000	\$125,000	\$250,000	\$1,000,000
	150	\$180,000	\$375,000	\$750,000	\$3,000,000
	200	\$240,000	\$500,000	\$1,000,000	\$4,000,000
	@	\$.12	\$.25	\$.50	\$2.00
WATER PUMPAGE FEES (PER 1,000 GALLONS)					

Country Club. "Currently, the water will be available at no charge. But the associated cost of infrastructure will be absorbed

by the course.

"Before I left, the pipeline from the facility to the course was estimated to cost about \$300,000," he noted. "The water authority has also discussed the possibility of taxing the use of effluent water, as well. The tax would be a source of income to fund the authority's main objective of securing long-term surface water.

"The water use fee, from my point of view, will turn out to be a positive catalyst for change," he added. "These fees and the increases will motivate each and every course to better manage this limited resource or find an alternative answer."

As water rates keep rising, however, the hard financial reality will be reflected on the bottom lines of golf course balance sheets. ■

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	SMITHCO BIG VAC	VS	COMPETITION
Fan Housing	Lined for longer life, quieter operation		No liner
Construction	Rectangular tube frame for added strength		Channel steel frame
Hopper	ABS plastic, smooth inner surface, no rust		Light-gauge tin
Tires	Fairway type tires - better flotation / easier on turf		Smaller tires - heavier on turf
Clean Up	Port on side of fan housing for complete cleanout		No easy access to fan housing

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	SMITHCO SWEEP STAR V62	VS	COMPETITION
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Hopper	4 plus cubic yards		3 plus cubic yards
Clutch	Electric - quiet operation when vacuum is disengaged - easy cold starting		No vacuum disengagement
Tires	13" wide fairway type tires, softer footprint		10" wide turf tires
Controls	User-friendly controls within driver's reach		Driver must dismount to start/set speed
Hitch	5th wheel or standard tractor hitch		Tractor hitch only

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Florida drought worsens

Continued from page 11

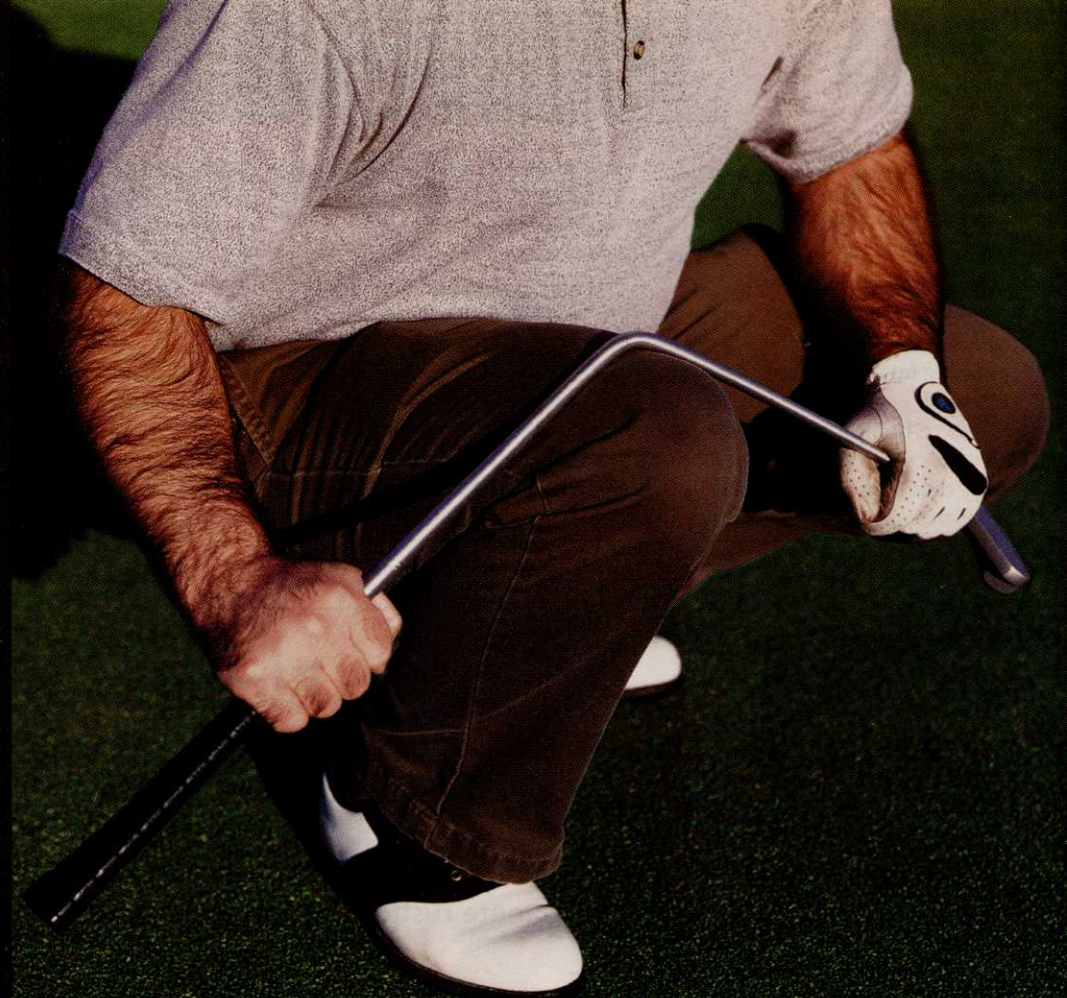
and Saturday nights only, and the odd ones Thursday and Sunday nights only. If things don't improve by spring, we'll be in serious trouble."

LOW LAKE LEVELS

Cool winter temperatures may ease some of the water woes, but turf management adjustments can only be stretched so far. "We certainly do more handwatering," said Plummer. "We have portable sprinklers for mounds and excessively dry areas, granular wetting agents for our mounds, and there's been a reduction in our mowing schedule. The cooler weather enables us to get away with longer periods between mowings on our non-overseeded areas.

"Very low lake levels at this point worry me the most," he said. "Our course is approximately a foot below normal levels. This doesn't sound like much, but we have shallow lakes and only two recharge wells, which are controlled by the county."

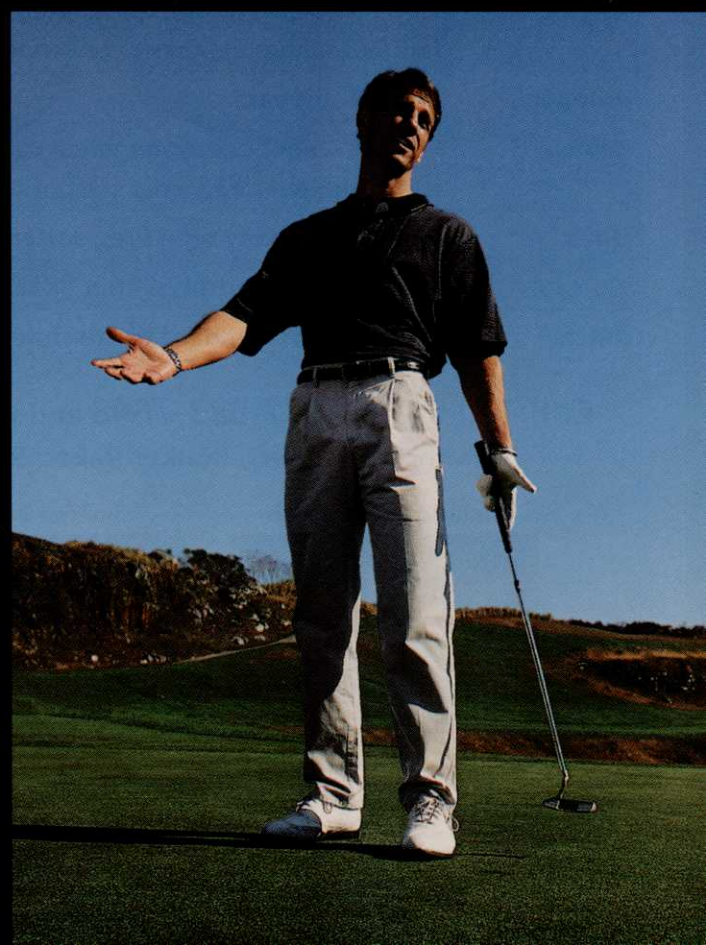
This hard drought, which first hit the state in April 1998, is considered the worst since the 1930s, according to the National Oceanographic and Atmospheric Administration (NOAA), with 2000 as the driest year on record. "We finished low last year," said Tony Steppich, superintendent at the Golf Club of Jacksonville, "and we're not starting off so well this year, either. ■

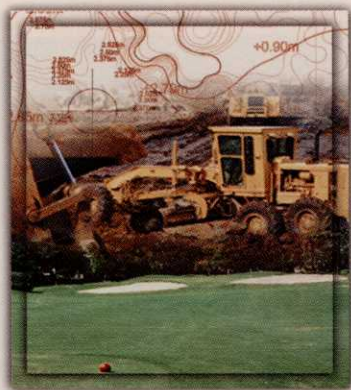


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BRIEFS

LANDSCAPE ARCHITECT GARRITY JOINS FORMA

IRVINE, Calif. — FORMA, a planning and landscape architecture firm based here, has hired Mark Garrity as a director and landscape architect. Garrity is a licensed landscape architect with more than 15 years of experience in golf course and hotel/resort landscape architectural design. His range of experience also includes management of an overseas office in Bangkok, where he completed numerous large-scale resort and golf course projects in Indonesia and Thailand. They include Blue Lagoon, a master-planned resort community in Pattaya, Thailand, and Emerald One, a golf resort and clubhouse complex in Jakarta.



Mark Garrity

RYANGOLF ADDS TWO IN FLORIDA

DEERFIELD BEACH, Fla. — RyanGolf has landed two new construction projects, both in Florida. U.S. Home Corp. has selected RyanGolf to build an 18-hole Arthur Hills-designed layout in Bradenton, to be called The Harborage Golf Club. Completion is scheduled for late summer of this year. In addition, developer Gulf Bay Group has awarded RyanGolf the construction contract for The Creek Course, also designed by the Hills firm. The Creek layout, unfolding in Naples, will feature 16 lakes, rock bridges and nature preserves. It is expected to be finished by October.

FIRST TEE PROJECT UNDER WAY IN KANSAS

BONNER SPRINGS, Kan. — Kansas City junior golfers will be the beneficiaries of a new First Tee facility being developed adjacent to the 18-hole Sunflower Hills Golf Course, west of Kansas City. Joe Louis Barrow, Jr., national director of the First Tee program, presented a check for \$135,000 to Tom Watson and the Junior Golf Foundation of Greater Kansas City toward development of the facility at the TD Waterhouse Championship, a Senior PGA Tour event. Kansas City-based architect Craig Schreiner is donating his design services for the facility, which will feature extensive teaching and practice areas.

Dramatic Doonbeg takes shape on Irish coast

By JAY FINEGAN

DOONBEG, Ireland — Set hard by the Atlantic Ocean on the rugged, windswept coast of southwestern Ireland, Greg Norman's new Doonbeg Golf Club appears destined to match up well to its two fabled neighbors, Ballybunion and Lahinch.

The links layout, sprawling over a mile and a half of beachfront, is unfolding amid a dramatic combination of huge dunes, crashing surf, and a landscape of extravagant gorse and greenery.

Doonbeg is a joint development of Landmark National, of Upper Marlboro, Md., and Kiawah Resort Associates, of Kiawah Island, S.C. The two companies have previously collaborated on high-profile courses. As the major financial partner, the Kiawah group will hold title to the property.

Norman, winner of two British Open titles, is the lead designer, although the design was basically a matter of blazing an 18-hole trail through a nearly perfect linksland. "On the majority of fairways, we literally mapped out where we wanted to go and just brought out lawn mowers," said Bill Norton, public relations director



The first hole at Greg Norman's Doonbeg is framed by the dunes.

for Kiawah Resort Associates.

A soft opening is planned for the fall, with regular play slated to begin in spring 2002.

SUPERLATIVES FLYING

Superlatives start to fly when anyone associated with Doonbeg talks about the project.

"It's like the Grand Canyon," said Charlie Arrington, Kiawah's director of design and planning. "You can see all the pictures you want, but you can't really experience the depth and emotion until you see it. Doonbeg is that type of site. It

Continued on page 22

New 'laboratory course' under way in Nebraska

By GARY BURCHFIELD

NEBRASKA CITY, Neb. — The National Arbor Day Foundation has teamed up with golf course builder Landscapes Unlimited and Arnold Palmer Golf Course Design to build a "laboratory-type" course adjoining Arbor Day Farm on the outskirts of Nebraska City.

According to Landscapes Unlimited's CEO Bill Kubly, the new ArborLinks Golf Course will truly be a practical testing laboratory for golf course design and construction. "We want to demonstrate that you can build a great golf course at reasonable cost, so that more people can afford to play, and incorporate sound environmental features in the process," Kubly said.

While there has been a lot of discussion about golf course contributions to the natural environment, little hard data has ever been collected. The partners involved in ArborLinks aim to change that. Even before construction started last fall, Landscapes Unlimited specialists were taking soil samples across the 300-acre course area and water samples from Table Creek, which runs through the course. Soil and water samples will be taken periodically throughout the construction process and after the layout is completed. Samples will be analyzed at the University of Nebraska's turfgrass laboratory in Lincoln.



Arnold Palmer on site with Landscapes Unlimited's vice president of operations, Brad Schmidt

A LIVING LABORATORY

A variety of turf and landscape plantings are being incorporated into the course, ranging from native species to some exotic plants not native to the Plains environment. "We will actually have different 'plant communities' around the golf course," said Kubly. "Not like a patchwork quilt, but aesthetically designed to

Continued on page 20



The 7th hole at The Tribute, a 466-yard par-4, is called 'Fin Me Oot'

Tripp Davis puts wee bit o' Scotland in Texas

By JAY FINEGAN

THE COLONY, Texas — Golf course architect Tripp Davis is a huge fan of Scottish golf. He's logged lots of time not only playing Scotland's courses but studying their design. So when American Golf Corp. asked him to build a Scottish links-style course here at The Colony, Davis was more than ready.

"They wanted me to take my 18 favorite Scottish holes and build a course that reflects their influence," Davis said. "The idea was to use it as a marketing tool, and that's where they've gone with it. For me, as an architect, it was a dream project."

The recently opened final product, called The Tribute Golf Club — a tribute to Scottish golf — is challenging but plenty of fun. It checks in at just over 7,000 yards from the tips and 5,352 from short pegs, and it features holes inspired by some of Scotland's most storied courses: St. Andrews, Carnoustie, Royal Troon, Nairn, Prestwick and six others. The Old Course at St. Andrews rates four "appearances," and Carnoustie and Prestwick two apiece.

BAR MOVED FROM SCOTLAND

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Continued on page 19



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Weed's rustic Olde Farm golf course 'designed itself'

By JOHN TORSIELLO

BRISTOL, Va. — It sounds too easy. But golf course architect Bobby Weed claims The Olde Farm golf course, located just outside of Bristol, Va., basically designed itself.

"The course was already there," said Weed. "The land was so well suited for a golf course that all it needed was a routing."

The private layout, which opened last year, took only four months to build, said Weed. The course has 160 members and will ultimately top off at 200.

"We went there, looked at the site, grabbed some stakes and a hammer and went about routing the course," Weed said. "We didn't use a surveyor and you could say we laid the course out from the trunk of a car."

Weed said the soil (the course sits on a former working farm) was extremely fertile, perfect for growing the bentgrass fairways, greens and tees.

"The area has great air circulation, and the soil is ideal for growing and maintaining grasses. We put a little bit of bluegrass and fescue in the rough and blended it into the native environment," he said.

Scratch Golf, a subsidiary of The United Company, developed and owns The Olde Farm. The course and its amenities were built for around \$10 million.

The par-71 course, which plays 6,870 yards from the tips, was selected by *Golf Digest* as the best new private course of 2000.

RUSTIC CHARM

Great care was taken to imbue The Olde Farm with a rustic character. A historic log cabin was turned into a caddy shack and a tobacco barn now serves as a rain shelter, restroom facility and half-way house. Another barn between the 10th and 11th holes was renovated and serves as a dining hall for major functions, such as the club's annual Blue-Gray matches. A new building, which serves as a clubhouse and locker room, was modeled after a design by Thomas Jefferson.

The Olde Farm's design has a distinct old-world flavor. Free-form bunkers with sodwall faces rimmed with grass that grow tall and gnarly in the summer dot the course. The layout is open and most greens admit bump and run shots, again reminiscent of Scottish-style courses. A stream, called Sinking Creek, rolls through the course and comes into play on several holes.

Weed said he designed a fair test of golf into The Olde Farm.

"You had better come out of the chute with your 'A' game," he said. The course starts with a long par-5, two long par-4s, and a par-3 that measures 240 yards from the back tee. But there is a driveable par-4, reachable par-5s, and modest length par-3s that follow.

NICKLAUS AND PALMER ARE MEMBERS

Make no mistake about it, The Olde Farm is a golf course made for golfers. Its members, who come from all parts of the country, giving the club a truly "national" flare, include Jack Nicklaus, Arnold Palmer, Blockbuster Video magnate Wayne Huizenga, Wendy's restaurant

chain owner Dave Thomas, and sports personalities Don Shula, Joe Gibbs and Bob Griese. They joined the club for the challenge, intimacy and natural beauty of the land upon which the course was built, said Jim McGlothlin, co-owner of The United Company. There is an initiation fee of \$100,000 with no annual dues or assessments.

Continued on page 25



Weed's The Olde Farm

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Kinloch GC to unveil front nine in April

RICHMOND, Va. — With the back nine of the new Kinloch Golf Club having opened here in late October, all eyes are already on the front nine set to debut next month.

"The reaction has been phenomenal," said amateur golfer Vinny Giles, who co-designed Kinloch with Lester George.

"The standard comment from local people is, 'Never thought anything like this could exist in Richmond.' Nothing else around here has the finished look this golf course has, with bentgrass fairways and bluegrass to the treeline. We have never had a bentgrass fairway in this area."

Many visitors touring the

course felt that "the back nine is spectacular but front nine may be even better," Giles said. "The lake on the back nine gives prettier views. But the front nine is tree-lined all the way around and the sixth, seventh and eighth are probably the best three holes in a row on the course. I don't see a weak hole out there."



The 13th hole at Kinloch Golf Club in Richmond, Va.

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Director of golf Phil Owenby said nearly half the 300 memberships have been filled at the private, invitation-only golf club, which will include peripheral houses.

"People have walked the front nine, which won't open until next spring, and signed on as members without even seeing the back nine," said Owenby. "The word 'spectacular' is being used a lot. It is a spectacular layout that fits the terrain so well. Because the older specimen trees were left, many are saying the course looks like it has been here forever. Lester did a great job, leaving the wetlands, creeks and cliffs, and there are wonderful features and vistas."

'MYSTICAL AND SURREAL'

The front nine is expected to open the Saturday following the Masters — April 14.

"The front nine," said George, "is not as intimate to the water's edge as the back nine. But the front nine has similar dramatic terrain features. From a design perspective, the nines are different-looking but complement each other. One has very, very dramatic features, like the palisade that runs through the sixth, seventh and ninth holes, and the wetlands that adjoins the sixth."

"Now that the front is done, everybody is stunned," he added. "Someone described the series of holes from the third through the ninth as 'mystical and surreal.' They all have different personalities and traits, and I love them all."

FUTURE TOP FIVE IN STATE

"Obviously, the proof of the course is in how well it plays," Giles said. "I will keep Cascades at the top of my list of Virginia courses because of its history and my love for it. I think Kinloch, in a couple of years, will be in the top five, and perhaps in five years I will rate it second, trying to be objective."

Taking credit for only 20 percent of the design, Giles said: "Lester has done a phenomenal job. The grassing pattern is really impressive and the variety is excellent."

The facility also includes a short-game practice area and teaching center. The 3,200-square-foot teaching center is finished, featuring three indoor hitting bays, video equipment and a video room. The short-game area will open in April.

Tripp's Tribute

Continued from page 15

field of 250 acres, builder Landscapes Unlimited moved some 750,000 yards of earth, dozing up some dunes and big mounds.

"Every square inch of the course was shaped," Davis said. "The original ground was completely flat. The challenging thing about building a course in Dallas is to give it some contour, but do it in such a way that it doesn't make it unmaintainable."

The spacious English Tudor clubhouse contributes to the club's theme with a Scottish pub, including a huge wooden bar transported from Scotland and even a photograph signed in 1900 by Old Tom Morris. There, to the plaintive strains of bagpipes, you can rehash the travails of your round over some Scottish spirits as well as American brew. The clubhouse is so comfortable that Davis recently moved his design headquarters to it.

The ever-present North Texas winds add another linksland element to this high-end daily-fee course, as does the large Lake Lewisville adjacent to the layout's western edge.

The construction cost was in the moderate range—\$4.1 million, excluding grow-in.

'CAPE' HOLE ON NUMBER SIX

Davis points out that the holes aren't exact replicas of his favorite 18 from Scotland. "We weren't trying to copy holes," he explained said. "We were trying more or less to create the feel of those holes. We were also trying to build a good golf course, not just a collection of good holes."

"The first hole at Machrihanish, which is our sixth hole, was one of the first 'cape' holes ever designed," he added. "A cape hole basically allows you to bite off as much trouble as you can chew, whether it's a native area or a lake or an ocean."

"On that hole at Tribute," he said of the 423-yard par-4 called "Battery." "The tee sits out on a peninsula, and you hit across a portion of Lake Lewisville, which runs alongside the hole. But the green complex and bunker placement there have nothing to do with the original hole."

The 172-yard number 11 at The Tribute, similarly, takes its cue from the famous 11th at St. Andrews, one of the best par-3s in all of golf. It was here, at the 1921 British Open, that Bobby Jones picked up his ball in disgust and disdain of the course.

"The main thing there is the way the tees are built," Davis said. "There are like six levels of tees, and two big, deep pot bunkers in front of the green. That's what gives the hole its character."

One more example: The 13th at The Tribute—"Sutors"—is a 310-yard par-4 modelled after the 15th at Nairn Golf Club in northern Scotland.

"Nairn's 15th is a short, drivable par-4, but the fairway has just got unbelievable movement to it," Davis said. "What makes it unique is that you can throw a driver out there and have no clue where it will bounce. It can hit a downslope and go 20 yards over the green, or hit an upslope and end up 40 yards short."

At Tribute's Nairn hole, the fairway can send a drive careening in any direction. The green is dominated by a false front that can roll shots 10 yards back into the fairway. If you can control your approach to the shallow green well enough to be on the same level as the pin, you've got a

chance at a bird.

GIVING DUFFERS A CHANCE

Davis had to make some sacrifices along the way, to keep the course fun and playable for the average golfer. The seventh hole, for instance—"Fin Me Oot"—was inspired by the fifth at the Ailsa Course at Turnberry, one of the most dramatic and difficult par-4s on that great course.

"The thing I liked was the strategic placement of the bunkers at Turnberry," the architect said. "But Turnberry is tough. You need a handicap of 10 or better to even play the place."

"We can't do that here," he said. "The whole premise of The Tribute is corporate outings—they make up half of the play. You're going to have some guys out there who can't break 150. So you have to accommodate for that, although our Turnberry hole is still a 466-yard par-4."

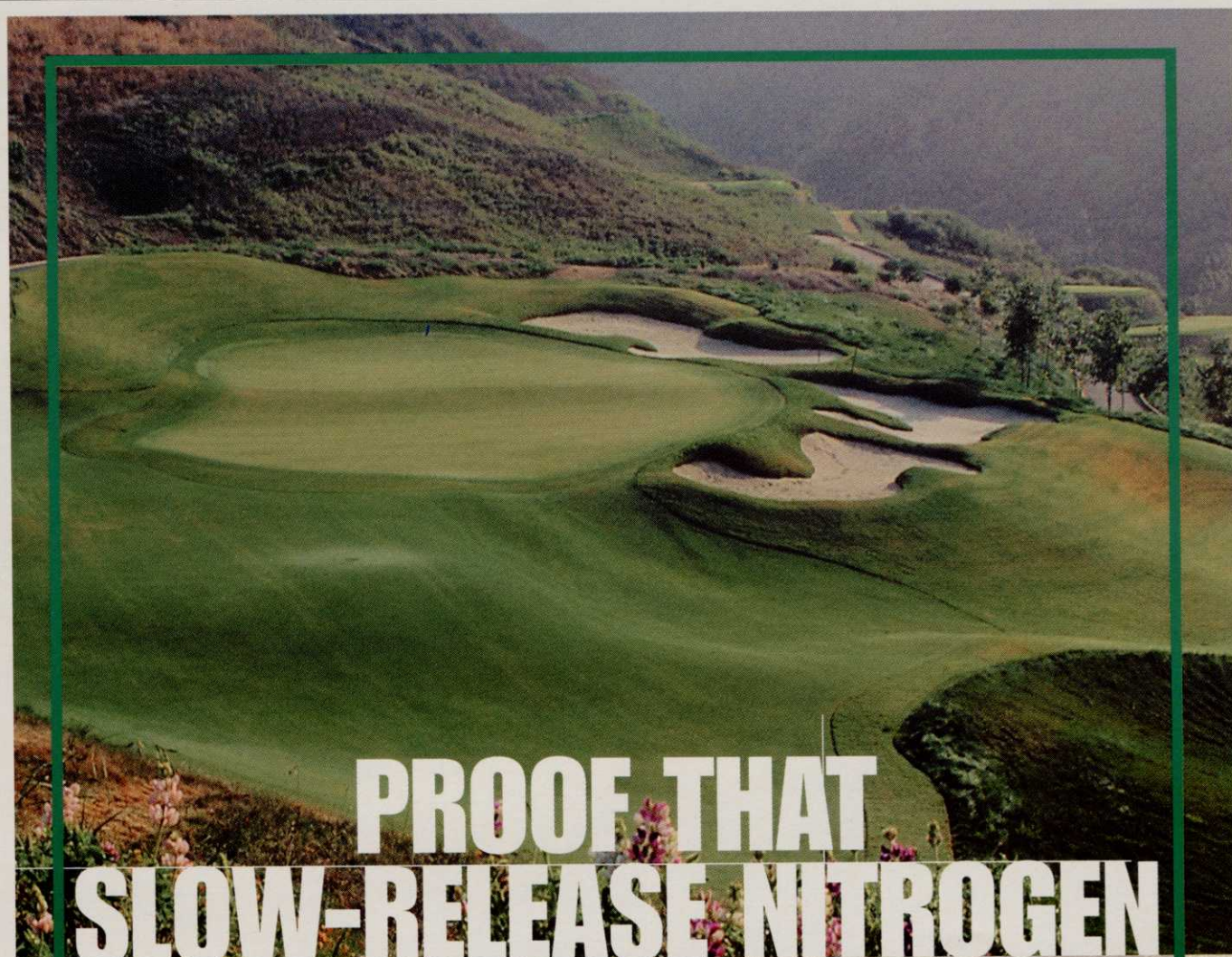
The Tribute is in the process of being certified by Audubon International as a wildlife sanctuary, partly because Davis used eight native grasses to address habitat issues. The primary grasses planted to mimic the famed Scottish gorse and heather were Buffalo grass, Side Oats Grama and Little Bluestem. Fairways

sport 419 Bermudagrass, and 90 bunkers punctuate the layout.

All told, the builders planted turfgrass on 119 acres, including the 17-acre driving range. "So the course was right at 100 acres planted," Davis said, "which is almost double what you usually fund."

SECOND COURSE ON THE WAY

With the club up and running, Davis is designing a second 18-hole course near The Tribute. The new one, set to break ground in July, will meander through a residential area, where American Golf and developer Matthews Southwest plan to build some \$1-million houses. ■



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ArborLinks

Continued from page 15

fit in with the overall landscape. Each area will be carefully studied and details documented on how the plantings do and how well each adds to the environmental habitat of the course.

"We will have a true 'living laboratory' with a variety of as many as 40 or 50 themes for golf course planting and design,"

Kubly said. The intent is to have a golf course that establishes new parameters for environmental considerations — one that other designers, horticulturists and superintendents can visit and learn from.

During early planning, input was sought from National Arbor Day Foundation experts as well as arborists from several locales. Tree consultant Chuck Stewart of Urban Forest Management

Inc., in Chicago, added his expertise during the planning meetings. Most of the native trees already in the area will be left; some will be moved. "We'll use a tree spade to move some good-sized trees to new areas, and document how larger, naturally grown trees handle being moved," Kubly added.

About half the dirt has been moved so far and half the holes are already shaped, according to

Landscapes Unlimited project coordinator Dave Truttman. Plans call for construction to be completed this fall and the course to open for play next spring.

PALMER DONATING SERVICES

Palmer Course Design is donating its design services to the project. Palmer Course Design's vice president and managing director Erik Larsen and design associate Kory Williams are directing the design work.

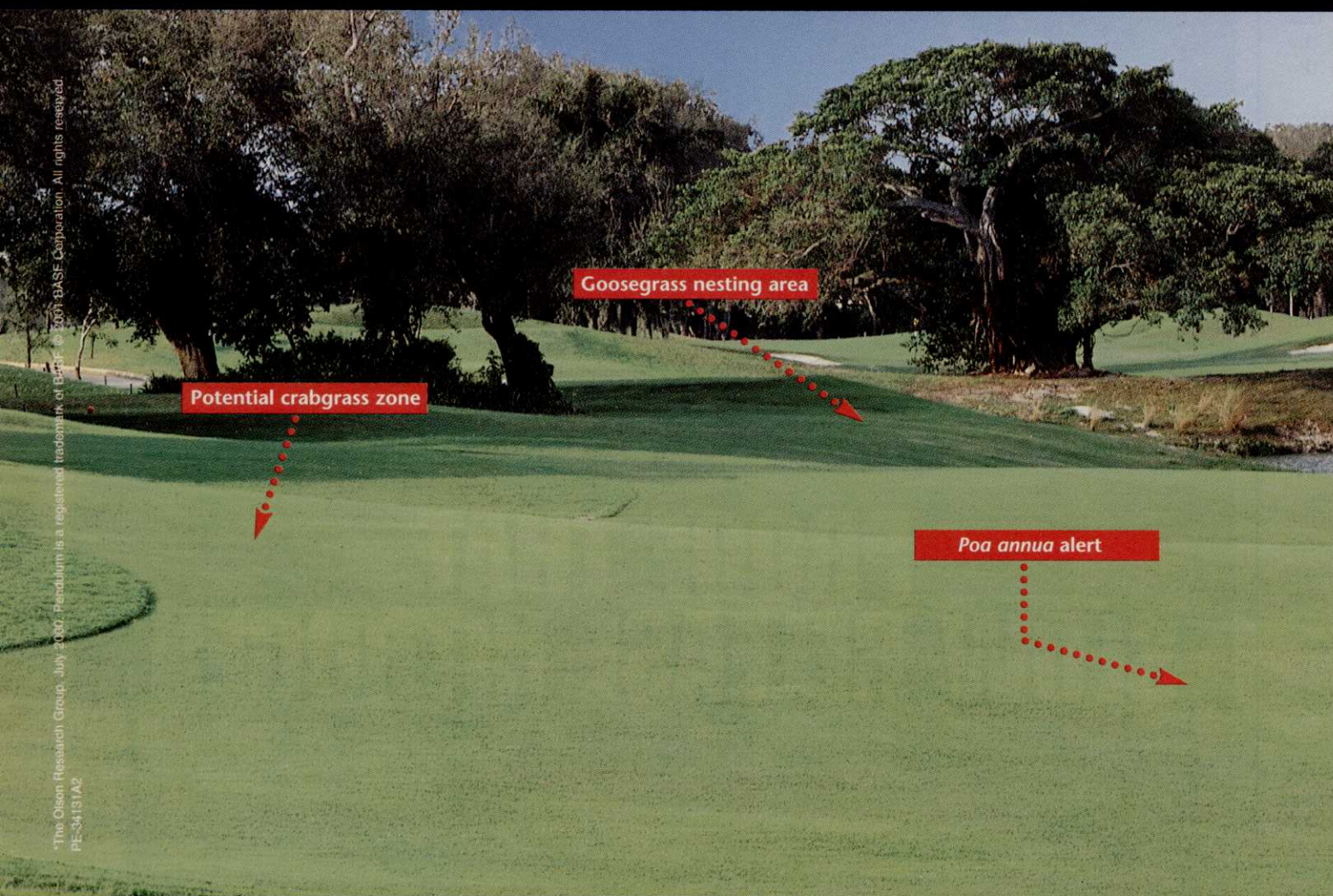
"We expect ArborLinks to become a classroom for everybody in the golf business, as well as naturalists who just want to see how a golf course can enhance the environment," Larsen said.

The National Arbor Day Foundation is leasing the property (now unused farmland) and Landscapes Unlimited will own and manage the course.

The University of Nebraska's turfgrass science team has been involved in the design and selection of plant materials, and will be the lead group in analyzing the data collected during and after golf course construction.

According to Kubly, not only are different plant species being evaluated, actual construction techniques will be tested and documented as well. "We intend this project to be a future guide-

TERMINATION NOT GERMINATION.



"We expect ArborLinks to become a classroom for everybody in the golf business."

— Erik Larsen

line for golf construction as well as design," he said. "We're experimenting with different methods for building greens and bunkers, even trying some different products. Plus, we're keeping track of labor hours for each step in the process."

Not only will different grass types be planted and evaluated over the next few years, but different planting techniques will be tested, as well. Some new tree varieties will be seeded, some will be planted as bare rootstock and some as container-grown trees.

"Together with the agroforestry specialists at Arbor Day Farm, we hope to show that small seedlings can catch up to bigger three to four-inch trees in just a few years. This could be a big savings for golf course construction in the future," Kubly said. "Even different irrigation designs will be tested from one part of the course to another."

Kubly said their goal is to bring the new course on stream, including a new clubhouse, for under \$5 million. "Our investment goal is to test construction and environmental best practices on the ArborLinks project, allowing us to make better business and environmental decisions on future projects," he said.

No housing areas are included in the design for ArborLinks. "We believe we can demonstrate that efficient design and build techniques can get a new course built within reasonable cost levels," Kubly added. "And that a well-designed course can contribute to wildlife habitat and the overall environment." ■

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BASF

Back on West Coast, Robin Nelson still designing in the Pacific

MILL VALLEY, Calif. — Robin Nelson is one of those fortunate souls who knew his destiny almost from the start. A golfer from age 10, he was only 14 when he visited Spyglass Hill Golf Course, in Pebble Beach, Calif. It was 1965. The famous layout was still under construction, and Nelson had an epiphany.

"I walked out there on a cleared fairway," he says, "and it was like the clouds parted and God said, 'This is what you will do for the rest of your life.'"

At the University of California at Berkeley, class of '73, Nelson designed his own program, he says, "all geared at becoming a golf course architect." A native of the San Francisco Bay area, he remained in California after graduation, working for Bob Graves and, later, Ron Fream.

In 1982 he pulled up stakes and moved to Honolulu. Over the next 17 years he designed 10 courses in Hawaii and numerous others throughout the Pacific — Indonesia, Australia, China, Malaysia, the Philippines, Thailand. He and partner Neil Haworth eventually opened a branch office in Singapore. All told, Nelson has more than 100 new or remodeled courses to his name, in 21 countries on six continents.

For family reasons — mainly his children's schooling — Nelson moved back to the Bay area in 1999, setting up shop in Mill Valley. "For golf course architects, it doesn't matter where you live," he says. "It's not like you're going to build a course down the street. You have to travel. And I haven't abandoned my overseas work. I still have quite a few things going on in Hawaii."

Today, Nelson is one of the industry's hottest architects. He was recently named BoardRoom magazine's "Architect of the

Year" for his work in 2000. He opened eight courses last year, including the Creek Course at Moose Run, in Alaska, and The Dragon, in California's Sierra Nevada, listed by Golf Digest as one of the top 15 new layouts.

Nelson's latest designs are moving forward on a number of fronts, from New York State to Louisiana, in California and Hawaii, and on through the South Pacific.

Editor Jay Finegan recently caught up with Nelson at his studio.

GCN: How has your work life changed since moving back to California?

Nelson: We've gone through a transformation recently. I decided I wanted to get small. I used to have five designers, but I ended up being less a designer than an overseer of what everybody else was doing. I like being involved from the first phone call to the opening day — every single decision, every single line on a paper, every single kick of a clod of dirt. So actually I'll be doing less work, but I'll be more involved with it.

GCN: What's the difference between designing courses in Asia versus the States?

RN: The U.S. developer is a lot more sophisticated. The priorities in Asia are different. A lot of times you run into a developer who's just interested in having an image more than the final result. They are primarily interested in having a big-name architect, whereas in the United

States they really care about the golf course, the environment, and what golfers will think and if they will come back.

In the United States, of course, it's a business, but people realize it's all-encompassing, where it's the environment, and reputation, ease of maintenance, and so on. So they will seek out an architect who specifically has done these things, instead of just a big name.

GCN: You've designed some courses in China. Do you have anything in the pipeline there?

Nelson: We've done five courses in China and have three under construction. One of the most fascinating is a

ally handling that one.

GCN: Any other action underway in the Pacific?

Nelson: I have three projects down on some remote islands in the South Pacific. Two are just like Pebble Beach. Those are on Saipan and Tinian. The third one is on Palau, with beautiful views of the Rock Islands. These islands are building up as resorts, and the courses are on magnificent oceanside sites, with coral reef outcrops.

We also did a course in Bali, which is probably the most enjoyable place I've ever been as far as the people, the climate and the working conditions. It's a mystical, magical type of place, and absolutely spectacular. Our course there plays along the beach, goes into a palm grove, and goes up the side of a hill. It commands \$200 a round, and it's always full.

GCN: You do a lot of work on military courses. What's the attraction?

Nelson: I love working with the military. We've done projects on various bases, in Alaska, Florida, Virginia, Hawaii and Osan Air Base in South Korea. It's mostly remodeling. The military courses are all on really nice pieces of property, located strategically around the ocean or someplace remote, and they are usually beautiful sites. And these guys have a definite agenda, usually well thought-out before we get involved. There is some red tape involved, but that's expected.

GCN: How's your own golf game these days?

Nelson: I try to play a lot. I'm a 12-handicap. At one time I was a five-handicap. I can tell people, 'Yeah, I've shot par, but sometimes I still fight to break 100.' So I can see the entire golf course when I play. I can see the middle of the fairway and I can also play from the rough.



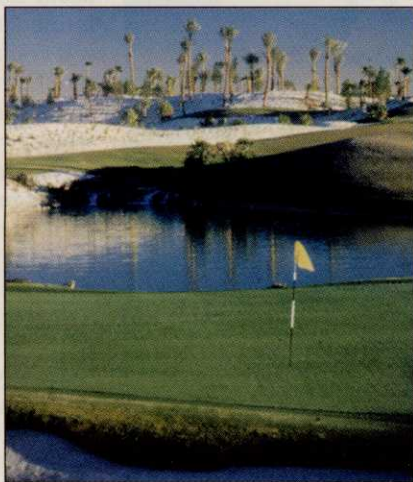
Nelson at Muana Lani South Golf Course on the Big Island of Hawaii

Tropical-themed Bali Hai course debuts on Vegas Strip

LAS VEGAS, Nev. — A desert strip that features the Eiffel Tower, the Great Pyramids and the Manhattan skyline now also boasts a golf course that evokes the idyllic isles of the South Pacific.

Bali Hai Golf Club, a tropical-themed layout, opened here on the famed Las Vegas Strip recently. And in a twist about the month of March, this course comes in like a lamb and goes out like a lion — the drama and challenge build as you go.

Designed by Lee Schmidt and Brian Curley, Bali Hai is a 7,015-yard, par-72 track that sprawls over 145 acres, adjacent to the Mandalay Bay Resort & Casino. Developer Bill Walters, chairman of Walters Golf, didn't scrimp on the landscaping. The course is spectacularly planted, with 100,000 tropical flowers and 4,000 trees, including 2,500



The island green at Bali Hai Golf Club

Continued on page 42

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Doonbeg

Continued from page 15

is one of nature's most stunning gifts.

"Everybody we bring up here, as soon as they come over the hill and see the crescent beach and the view, they just gasp," added Arrington, a landscape architect who is assisting Norman. "It's a question of how

do you set a golf course in there gently and not disturb any of the magnificent beauty. And in that regard, I think Greg has done a great job."

Norman, for his part, doesn't hold back on his enthusiasm for Doonbeg. "Greg says this will be the course he'll hang his hat on," Arrington said. "He has stated publicly that he doubts he'll ever again see a golf course site of the

quality of this one."

PATH FOR SURFERS

The wonder is that no one ever put a course here before. As far back as 1892, the fathers of Lahinch selected this stretch of coastline on Doughmore Bay as their first choice. But while Lahinch was close to transportation and rail service, Doonbeg was truly remote.

Thus, the 400-acre site re-



The treacherous 14th hole at Doonbeg sits on Doughmore Bay.

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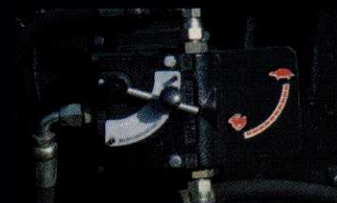
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maintained untouched, save for the local farmers and surfers of County Clare. "The water is beautiful, the waves are much bigger than ours and the wind is much stronger," Arrington said. "We've left a path through the course for the local surfers, because the waves are just phenomenal."

MINIMAL EARTHMOVING

Greg Norman Design is handling the construction, which is unusual in itself.

"Greg doesn't normally work that way," Arrington said. "But on this particular project he felt it needed special attention. He wanted specific shapers and project directors working on this. His concept from the beginning was to build this by finding the green sites and tee sites instead of moving a lot of dirt, and with the exception of holes two and three he has accomplished that. It's a very hilly site, with many spectacular holes and awesome views."

Six holes run alongside the ocean or play right to the ocean, and the water is visible from six or seven other holes. "The site has a lot of drama," Arrington said. "The dunes are immense. You start off the first tee through the dunes and some of the pasture land, and the ninth hole ends at the other end of the property, going again into the dunes."

The largest dunes, nearly 100 feet tall, will be fenced off and protected under a deal struck with Ireland's National Heritage Service.

THE HARROWING 14TH

Doonbeg will play at 6,800 yards, and the wind will make it seem longer. One of the most intimidating shots, for example, will confront golfers on the 14th tee of a treacherous 100-yard par-3. There are days, Arrington said, when it requires a six-iron, such is the force of the wind.

Danger is everywhere on the 14th. "The green is sort of hanging on the side of a dune," Arrington explained. "They put a shelf there and a green, and there is no relief on that little hole. If you miss it right or go over, you will be on the beach – a 30-foot drop – or in the ocean at high tide. If you miss it left, you're on top of a dune. And if you miss it short, you're down in a deep hollow. It's about the size of number seven at Pebble Beach. The green is a little big-

Continued on next page

GOLF COURSE NEWS

Elkington's first design debuts near Houston

SCOTTSDALE, Ariz. — Troon Golf has announced the opening of Fish Creek Golf Club, the newest daily-fee facility in the Houston area.

As part owner of the golf club, veteran PGA Tour professional Steve Elkington designed the 27-hole layout in his first venture into golf course architecture. Elkington was involved in every detail, right down to the rocking chairs on the clubhouse veranda and the color of the carpet.

Eighteen holes are complete, measuring 6,834 yards, with the third nine under construction and slated to open this summer. The course stretches through a heavily wooded area, with Fish Creek meandering through the property and coming into play on a number of holes.

Heritage Links handled the construction.

With wide sweeping fairway undulations, Elkington's layout plays to the natural architecture of the land. Construction required the bare minimum of earthmoving, allowing the course to flow to large, well-bal-

anced green complexes.

"I wanted to see if I could envision the entire project," said Elkington. "It has been a labor of love for the past two years. My plan was to keep everything simple and well-rooted in traditional, classic touches. We chose Troon Golf because they share our appreciation for the tradi-

tions of the game by providing the finest golf experiences available, from the conditioning of the golf course to the service in the clubhouse."

CHALLENGING, NOT RIDICULOUS

Elkington, a native of Australia, drew from years of experience by playing the world's finest golf courses, recalling the

most comfortable aspects of each one he has visited in a style he loosely describes as "country golf."

"I wanted the golf course to be challenging but not ridiculous, and nothing in the look and feel of Fish Creek to be overpowering," he said. "Except for the wafting aroma of barbecue smoking in the cooker between the ninth green and 10th tee, golf at Fish Creek is about relaxing and

enjoying yourself."

The superintendent, John Williams, came here from Troon North, in Scottsdale. His first assistant, Gary Livingston, transferred in from another Troon property in Palm Desert, Calif.



roots® 2001 TURF AWARDS PROGRAM

Norman

Continued from previous page

ger than that, but there are no bunkers to save you. You have to hit the green or else."

The next hole is no cakewalk, either. "The 11th hole at Ballybunion is one of the great golf holes of the world, and our 15th will compare to that," Arrington said. "It plays along the ocean and the tee is up high. You hit to a plateau, and the green sits down low, completely surrounded by dunes, like an amphitheater. There's a little opening that you can see into. It's a terrific golf hole — a 420-yard par-4 into a prevailing wind."

SHORT HOP TO SHANNON

Doonbeg Golf Club will be a daily-fee facility with some private elements, similar to Ballybunion and Lahinch. The clubhouse will feature some hotel-like rooms, along with a restaurant and pub. Four-bedroom golf cottages will also be built.

"This is a rural area with not many accommodations," said Arrington. "We see an opportunity to provide that housing. From here you can easily travel to Ballybunion and Lahinch, and Shannon International Airport is only 35 miles away."

"It's going to be great for this part of Ireland," he added, "because it will give it more quality courses. There will be wonderful competition and draws from Ballybunion, Lahinch and Tralee, who will send people to us and vice versa." ■

GOLF COURSE NEWS

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Norman's Stonehaven to become Fazio's Mirabel

Continued from page 1

will be an upscale, invitation-only private club. And where Stonehaven was designed as a rather tough course, Mirabel will be configured in a "member-friendly" fashion.

A COURSE NEVER TO BE PLAYED

We'll never know much about Stonehaven. Although the

course was completed and playable, it never had a chance to officially open before a shift in ownership and strategy sealed its doom.

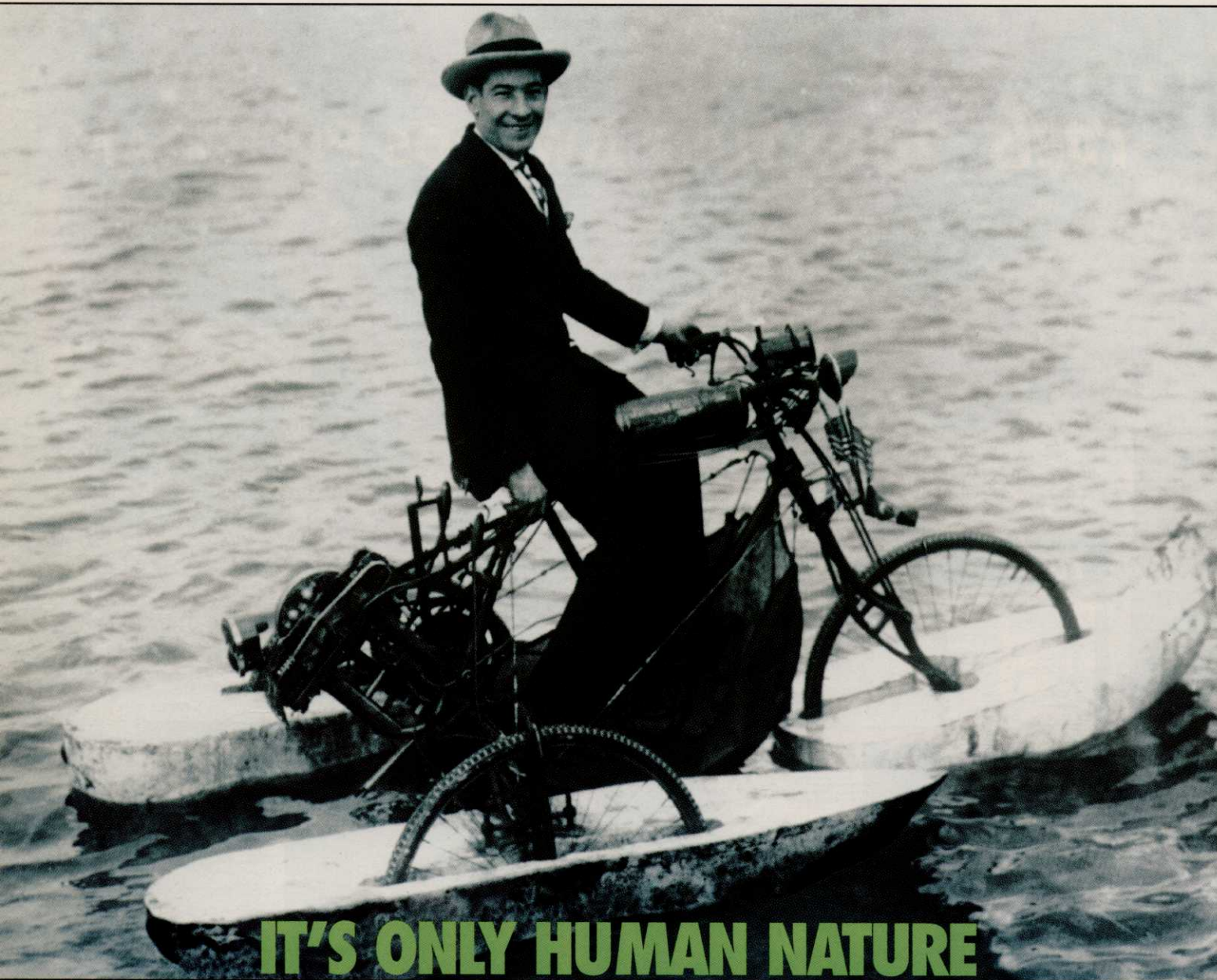
Apparently, however, it was a fine course – "a great test of golf with tremendous beauty," said Michael Meldman, CEO of San Francisco-based Discovery Land

Co., the new developer.

The original owner, the New York investment banking firm Lehman Brothers, also seemed happy with the final product. "Greg produced an exceptional course at Stonehaven," said Bob Turner, a Lehman vice president. "We wanted a challenging daily-



Norman's Stonehaven, to be transformed by Fazio



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delivered on our requirements."

At the Greg Norman Golf Course Design Company, in Jupiter, Fla., there's some sadness over the demise of Stonehaven. "We're disappointed that a great course will never be played," said spokesman John Story. "Greg has officially opened every golf course he ever built. Not this time. But a developer is entitled to do what they want with that project."

Norman himself took the news stoically. "We understand and respect the new owner's change in philosophy," he said.

MAXIMIZING THE REAL ESTATE

Evidently, none of Stonehaven's attributes mattered to Discovery Land officials. "We bought the property as if there was no golf course there," said Bob Lomax, director of sales for Mirabel. "Basically, we'll bulldoze the Norman course and start over. The aim is to make the highest and best use of the property. It's not Greg Norman's fault."

The odd chain of events was set in motion when Lehman Brothers sold the property to Terrabrook, a Texas-based manager of pension funds with \$3 billion under portfolio. Terrabrook in turn contacted Discovery Land, a developer of such heralded golf clubs as Estancia, also here in Scottsdale, Iron Horse in Montana, and Blue Oaks in California.

"When Terrabrook called us in to look at the project, we immediately thought the value of the real estate would be maximized by the high-end private-club concept, mostly because of the quality of the land and the extraordinary views," said Meldman. "The golf course Greg Norman designed would have made a terrific daily-fee facility. However, a private golf club demands a different style of play. Its members will likely have higher handicaps and play the course almost daily."

The land itself, 713 acres of gently rolling desert terrain, is in north Scottsdale's high-rent district. The Desert Mountain Club—home of five Jack Nicklaus courses where building lots fetch up to \$10 million—lies right across the street. The property sits at an elevation of 3,000 feet, high above the Valley of the Sun, with panoramic views of Pinnacle Peak, the Bradshaw Range and

Continued on next page
GOLF COURSE NEWS

Norman course

Continued from previous page

the McDowell Mountains.

DOUBLING THE COST

To fit Mirabel's new requirements, Discovery brought in Tom Fazio to design a new course. The cost is estimated to be nearly double the amount spent on the original layout. Discovery Land and Fazio have teamed up before on Iron Horse, Estancia and three other projects.

"It's not that we thought Greg Norman couldn't come in and make the changes," Lomax said. "It's just that we had a lot of confidence in Fazio. He recently opened a Scottsdale office, so working with his group would be very convenient." And as Meldman put it, "We need a fresh perspective on the entire project."

Landscapes Unlimited, builder of Stonehaven, has been called back to deconstruct its original work and sculpt out the 7,200-yard Mirabel track. Sprinkler heads and other in-ground hardware are being removed in preparation for the earthmoving.

"Bulldozing the golf course is not a big deal," said Lomax. "There's a lot of stuff there – the pumps and lakes – that we can reuse, so it's not a total throw-away. But we do have to till up the turf that's there and so on."

Fazio will be tasked with designing a more forgiving course than the one Norman produced.

"There are 37 forced carries on the Norman course. We don't think that's appropriate for member-friendly play," Lomax explained. "We'll have ways for

high handicappers to reach the greens without having to fly over bunkers. We'll also have nice wide fairways with bigger landing areas and contouring that will allow the balls to stay in play. Right now, if you miss it slightly, the ball kicks into the desert.

"Just like we did at Estancia," he added, "we'll have a course that can be challenging from the

back tees. But with multiple tees, if you want to fire from a little further forward, it will be enjoyable for golfers of all levels."

REAL ESTATE COMPONENT

Discovery plans to sell 375 memberships and offer some 310 custom homesites, ranging up to three acres and priced anywhere from \$250,000 to \$600,000. Forty-five golf villas also will be built close to the "desert-lodge"

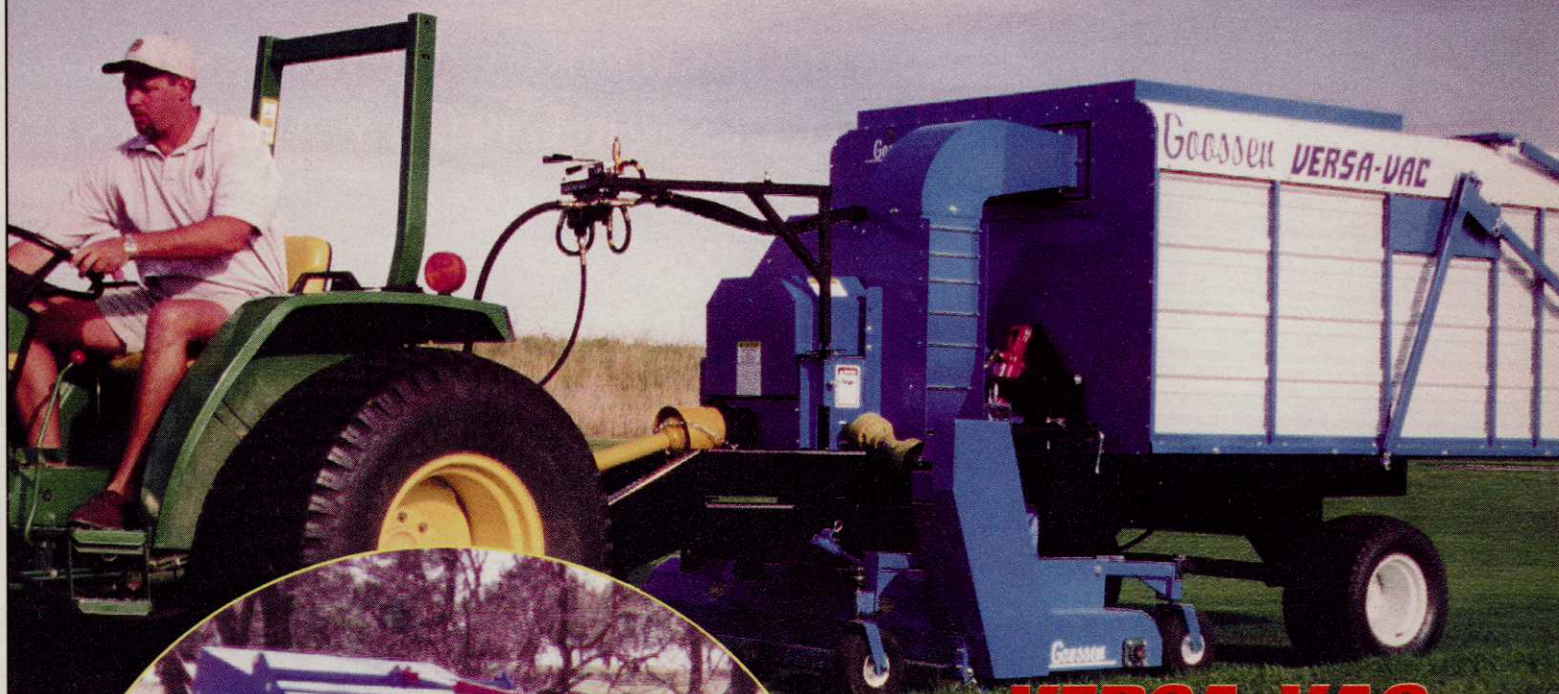
style clubhouse and other amenities, such as tennis courts and swimming pools.

Initiation fees will run \$85,000, according to Lomax, with monthly golf dues in the \$650 range and social dues yet to be established.

Discovery officials predict a strong demand for the club. "There are a lot of people coming to Scottsdale who want to

buy a second home," Lomax said. "And there's a certain demographic that wants a smaller, more intimate facility – a place where they know all the members, where the staff knows them, and where they'll be well taken care of. It's hard to do that at Desert Mountain, with 2,500 members. We're positioning this the same way as Estancia, which is now sold out." ■

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Olde Farm

Continued from page 17

"We wanted to build a club that is true golf," said McGlothlin on the genesis of The Olde Farm. "We wanted an upscale place for the person who loves golf, its history and tradition. The Olde Farm is totally private—no homes, no development. We have several members of Augusta National and Pine Valley who are members here."

McGlothlin said the fact that The Olde Farm is not the primary club for its members and the decision to limit the number of members enhances the feeling of exclusivity and privacy at The Olde Farm. Last year the course averaged about 19 rounds a day.

The course is already working to exceed expectations.

"We hope to keep improving and make the top 100 courses in America," said the club's general manager, Bill Miller. "Everything went like clockwork with this course. We've got a strong staff. Our head pro [Rob McKenzie] and superintendent [Mark Eubanks] and the people who work for them are very dedicated." ■

GOLF COURSE NEWS

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MacCurrach lassos Big Builder title

By ANDREW OVERBECK

DALLAS, Texas — Consistency is king. MacCurrach Golf Construction has followed up its successful 1999 campaign by winning the 2000 *Golf Course News* Large Builder of the Year award. Allan MacCurrach accepted the honor here at the Golf Course Builders Association of America's annual dinner Feb. 15.

MacCurrach Golf scored a 79.63 out of 80 points for his five projects in 2000.

Other participants in this year's contest were: Shapemasters, Quality Grassing and Services, Landscapes Unlimited, SAJO Construction, Barbaron, Frontier Construction, SEMA Golf, Niebur Golf, and RyanGolf.

AT THE TOP OF THEIR GAME

Jacksonville-based MacCurrach Golf Construction has been at or close to the top for the last five years. MacCurrach won the Small Builder award in 1996, placed second in 1997, and placed second in the Large Builder in 1998, before taking over the top spot for the last two years.

What's the secret to his success?

"Luck and great clients," said MacCurrach. "We also have the same staff that we had last year. The core of the company really takes a lot of pride in the work they do. There are 185 guys out there that are going to be excited about the fact that beyond their paychecks they truly have satisfied clients in their wake."

With the 1999 Large Builder title under his belt, MacCurrach noticed his clients' expectations ratchet up in 2000. "The demands they placed on us were awfully high," he said. "They were expecting the best in price, quality and



MacCurrach Golf's team at work at the Tim Liddy-designed Hickory Stick Golf Club in Greenwood, Ind.

schedule when they brought us on board. To know that we met or exceeded those expectations for another year is really gratifying."

MacCurrach Golf completed five projects in 2000: The First Tee at Brentwood in Jacksonville, Fla.; St. John's Golf and Country Club in St. Johns County, Fla.; Camp Creek Golf Club in Panama City, Fla.; Hickory Stick Golf Club in Greenwood, Ind.; and Harbour Town Golf Links in Hilton Head, S.C.

RETOOLING DYE'S HARBOUR TOWN

Among his favorite projects of 2000 was working with Pete Dye at Harbour Town Golf Links. "It was an honor," said MacCurrach of the opportunity to do the renovation work on the 1969 Dye layout. "It was like working on a

Continued on page 29



Team Glase: (left to right) Neil McMannus, Darwin Sharp, Jim Glase, Mick Martin, (kneeling) Alberto Barba and Jody Mosley

Glase grabs Small Builder award

By ANDREW OVERBECK

DALLAS, Texas — While the 2000 Large Builder competition saw a repeat winner, the Small Builder title goes this year to a first-time winner. The 2000 *Golf Course News* Small Builder of the Year was awarded to Glase Golf Construction here at the Golf Course Builders Association of America's annual dinner Feb. 15.

Glase Golf took home the top prize this year with a score of 77.69 out of 80 on the two projects that the company completed in 2000.

Also placing high on this year's list were: Reed H. Berlinsky, Mid-America Golf and Landscape, Pennick Arrimour Golf, Golf Course Construction, C.E. Carter and Associates, Course Doctors, Golf Development Construction,

and Furness Golf Construction.

A REGIONAL BUILDER

Jim Glase started Naples, Fla.-based Glase Golf Construction in 1997. Glase, a long-time veteran of the golf course industry, began building golf courses working with Wadsworth Golf Construction in Toledo, Ohio in the late 1960s. He also worked for architect John Bulla and builder Nick Seaman.

In 1997, Glase started the company for a simple reason: he needed money. "I couldn't make enough money working for somebody else, so I started my own business," he said. "I was also tired of traveling. I have three kids and I decided that it was time to stay in one spot."

In addition to other repair and minor renovation work at area courses,

Continued on page 29

Highlights of GCSAA Show & Conference

DALLAS, Texas — Exhibitors, superintendents and educators turned out in strength at the Golf Course Superintendents Association of America's (GCSAA) 72nd International Golf Course Show and Conference. Here are a few items of note:

- A total of 727 exhibitors covered an all-time high of 275,000 sq. ft. of floor space.

- Educational seminar attendance was estimated at 7,616, just shy of the record 7,903 established last year in New Orleans.

- The unofficial show attendance was 20,584, marking the sixth year in a row that the 20,000 figure has been eclipsed.

- A GCSAA bylaw amendment requiring additional qualifications for Class A members passed with a 75 percent of the vote at the association's annual meeting.

- Elected officers: Tommy Witt, president, The Kiawah Island Club, S.C.; Michael Wallace, vice president, Hop Meadow Country Club, Simsbury, Conn.; Jon Madden, secretary/treasurer, Elk Ridge Country Club, Atlanta, Mich.

- Elected directors: Robert Maibusch,

MG Hinsdale Golf Club, Clarendon Hills, Ill.; Tim O'Neill, Country Club of Darien, Darien, Conn.; Mark Woodward, Dobson Ranch/Review Golf Courses, Mesa, Ariz. Sean Hoolehan at the Wildhorse Golf Club in Mission, Ore. was appointed to serve a one year term on the board.

- The "Investing in the Beauty of Golf" endowment campaign has reached \$4.5 million with a goal of \$5 million (increased from the original \$3.5 million target).

- Penn State University claimed the title at the seventh annual Collegiate Turf Bowl competition, beating out Iowa State (A), Iowa State (B) and Rhode Island. The winning team included

Dan Brickley, Bob Raley, Sean Jordan and Joe Maloney.

- Patricia Cobb, a retired turfgrass insect specialist, was awarded the 2001 USGA Green Section Award.

- GCSAA membership topped the 21,000 mark for the first time last fall. Membership growth from 1994 (13,000 members) has been 58 percent. The GCSAA's 73rd International Conference & Show is set for Feb. 4-10 in Orlando, Fla.



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GCSAA SHOW WRAP UP

Clodfelter edges Williamson at GCSAA tournament

SAN ANTONIO, Texas — Mitch Clodfelter, superintendent at Cowans Ford Country Club, in Stanley, N.C., won his first Golf Course Superintendents Association of America (GCSAA) national championship, squeezing out a one-stroke victory over Sam Williamson, superintendent at Ojai Valley Inn & Spa.

The two-day championship tournament, a popular feature of the annual GCSAA Conference and Show, played out at Pecan Valley Golf Club and Canyon Springs Golf Club, both located in the San Antonio area.

Clodfelter posted consecutive rounds of one over par to win the 2001 title. On the first day he fired a

72 at Pecan Valley, and he followed up with a 73 at Canyon Springs. He was tied with Williamson going into the second and final round.

A two-hour fog delay forced a shotgun start at Canyon Springs, so players didn't always know where they stood against the competition. With Williamson already in the clubhouse at 146, Clodfelter

came to the 387-yard par-4 18th, needing only a par for the win. His tee shot sailed wide right, but after chipping out of some deep rough back to the fairway, he knocked his approach shot to within three feet of the pin, and sunk the putt for par and a 145.

Clodfelter received a USGA "travelling trophy" at the

conference's opening night festivities in Dallas, a trophy he'll keep at his club for a year. It cycles to each year's winner. He will also receive a Bobby Jones trophy, which is his to keep.



Mitch Clodfelter

760 PARTICIPANTS

A total of 760 players entered the tournament, playing on seven different courses. Qualifying for the championship rounds is based on handicap. "We take the best 120 handicap indexes and that makes the championship group," said Jeff Graham, a communication specialist at GCSAA who worked on the event.

The entry fee for the tournament was \$380, plus another \$120 for the Sunday four-ball, a two-man team competition.

"We end up utilizing the golf courses for five days," said Graham. "We have practice rounds on Friday and Saturday, the four-ball on Sunday, and the championship on Monday and Tuesday. So we need to find seven courses that can give us their courses for that period. It can be tough, because February is high season at some clubs. Next year the conference is in Orlando, so finding courses will be more difficult."

For the past six years, the GCSAA golf championship has been presented in partnership with the Toro Co. Toro helps to staff the event, contributes tee prizes and hosts numerous social events for participants. The company also makes donations to the GCSAA Foundation in the name of individual flight and team winners.

Schwarzkopf opens show

DALLAS, Texas — At the opening session of the Golf Course Superintendent Association of America's annual conference, the Gulf War leader, retired U.S. Army general H. Norman Schwarzkopf, was the keynote speaker here at the Adam's Mark Hotel.

"Confidence," belted Schwarzkopf, "is one trait required to be a leader. But anybody can be confident. Confidence is useless without character."

There were two rules, stated Schwarzkopf, instilled in him during his tenure at the Pentagon. "Rule #13 - When given command, take charge. A leader needs to step up to the plate and make things happen," he said. "Rule #14 - Do the right thing."

He continued by stating that leadership is not management. "A good manager does not guarantee a good leader," said the general. "Give ideas, create deadlines, make high standards, establish goals, but don't tell people how to do their job."

GOLF COURSE NEWS



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Glase Golf

Continued from page 27

Glase Golf completed work at the Arthur Hills-designed Quail West Golf Course in Naples, and Jerry Pate-designed course at The Colony in Estero. Glase is also working to complete the GLS Golf Course Architects-designed Grande Oak Golf Club in Estero.

The company operates out of its Naples base and nearly all the

work it has done has been within a 10-mile radius. Glase said this is the reason for the company's success.

"My clients are happy because I only work in this area," Glase said. "If they need something right away, we can do it."

"For example, we built a green at the Colony and they didn't like it. We sent people over with the sod cutter, regraded the green and put the sod back down and

got it done in one day," he continued. "They were happy and half the members didn't even know that it had happened."

QUALITY STAFF

Staying local also helps in terms of maintaining a high-quality staff. "My key guys – construction superintendents Darwin Sharp III and Mike Martin, shapers Jerry Clark Jr., Jody Mosley, and Neil McMannus, and irrigation foreman Alberto Barba – have all been

with me since nearly the beginning," said Glase. "They get a lot of credit for our high finish quality and they deserve a lot of credit for what they do. My job is to go out there and find the work."

Finding the work has certainly not been a problem of late, but Glase has noticed that the lead time on projects seems to be increasing. "With permitting and financial problems cropping up it seems like it takes twice as long as

it used to and that puts the pressure on us," he said. "If construction was supposed to start in January and doesn't start until March, the client still wants the course finished by December."

Looking ahead, Glase Golf will be wrapping up work at Grande Oak, adding nine holes at another Arthur Hills layout at Miramar Lakes and Golf Club in Estero and starting work at Robert Cupp's Mirasol Golf Club. ■

MacCurrach

Continued from page 27

Donald Ross course with Donald Ross there."

MacCurrach rebuilt all 18 greens complexes at Harbour Town, in addition to replacing retaining walls and cart paths.

"It is an active development, so we had to be organized," he said. "Since it was an old course, every bucket yielded a new surprise and there was more pressure from all the arm chair architects that came walking out of the men's grill."

In addition to working with Dye, MacCurrach also had the chance to work again with Tom Fazio and Tim Liddy and for the first time with Clyde Johnston and the PGA Tour. "Architects are pleased when they can recommend you with confidence," said MacCurrach. "The reason they bring you to another project is because the last one went well."

MacCurrach is also a repeat performer for Arvida Community Sales, who hired MacCurrach for the Camp Creek and St. John's projects and is using them again for the construction of the Ron Garl-designed Victoria Park in Deland, Fla.

Other key projects on the board for 2001 are the Arthur Hills-designed Marshall Creek in St. Augustine, Fla., Fazio's Squire Creek in Ruston, La. and the renovation of Dye's Long Cove Club in Hilton Head.

COMPETING LOCALLY

Most of MacCurrach's work continues to take place close to home. "We have done most of our work east of the Mississippi River," he said. "You have to watch out for the families in addition to the employees. The guys on the traveling show take on a lot, so we have to do what we can to stay competitive regionally."

Looking ahead, MacCurrach doesn't see rapid expansion. "We will keep doing five or six projects a year," he said. "This year looks great and there is no reason that we shouldn't be able to exceed our performance. We are a better company today than we were a year ago, and I expect us to be a better company 12 months from now than we are today." ■

GOLF COURSE NEWS



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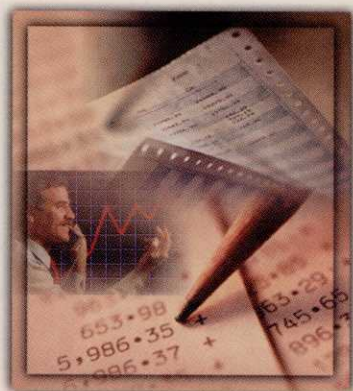
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BRIEFS

HERITAGE NAMES PLUSQUELLEC

SAN DIEGO — Heritage Golf Group has appointed Alan Plusquellec as general manager of Washington National Golf Club in Auburn, Wash. Plusquellec most recently was golf operations manager at Washington National. As the new general manager, he will carry the primary responsibility in managing and overseeing daily golf operations. Prior to Washington National, he was golf professional/first assistant and group services manager at Langdon Farms Golf Club in Aurora, Ore.



Alan Plusquellec

AMERICAN GOLF UK SHUFFLES STAFF

BERKSHIRE, England — American Golf (UK) Ltd.'s managing director, Geary Leathers, will be returning to the United States office to handle regional operations in the East. Leathers will be replaced in the U.K. by David Seidl, a 15 year American Golf veteran. Seidl started his duties in February and Leathers will return to the U.S. this month. Seidl will head American Golf's expansion in 2001 with opportunities in Spain, Portugal, France, Germany and Switzerland.

BAYMARK SELECTS STEVENSON

VIRGINIA BEACH, Va. — Baymark Construction has named Tom Stevenson director of golf for its new Arnold Palmer signature golf courses in Virginia Beach and Cape Charles. Stevenson will be responsible for membership relations, professional standards and marketing and promotion at Baymark's The Signature at West Neck and Bay Creek Golf Club.

GOODMAN TAKES KEY POST AT TROON

SCOTTSDALE, Ariz. — Jim Goodman has joined Troon Golf as regional director of sales and marketing. With over 12 years of golf and resort marketing experience, Goodman makes the move from Mammoth Mountain Resort in California, where he held a similar position. His responsibilities will entail the positioning and promotion of the Troon Golf brand to enhance the image and operations at each Troon Golf property.

GOLF COURSE NEWS

Total Golf adds three courses in Michigan

By JAY FINEGAN

MILFORD, Mich. — Total Golf Inc. has boosted its portfolio to 11 courses with the addition of three new management contracts. All of the company's courses are in Michigan.

Total Golf has assumed day-to-day management of Boulder Lakes Golf Club, in Chesterfield Township, along with Sleeping Bear GC and Kings Challenge GC.

Sleeping Bear and Kings Challenge both are in Cedar and are part of the Sugar Loaf Resort in northern Michigan, representing Total Golf's first foray into the Upper Peninsula. Specifically, both clubs are on the Leelanau Peninsula.

Boulder Lakes is a private country club, with a clubhouse large enough to handle more than 200 guests for weddings, retirement parties, family reunions and the like. The other two facilities are daily-fee.

The new clubs are in for sweeping changes in their top ranks, according to Jim Dewling, Total Golf's founder and president. "We usually clean house when we take over a course," he said. "We start with a whole new management team, unless there is someone who's sacred or who knows the physical plant. The superintendents are the ones I'd usually qualify as sacred, because they bring a lot of local knowledge."

MICHIGAN GRAND GOLF TRAIL

Total Golf markets its courses under the Michigan Grand Golf Trail moniker, which rewards frequent play. Participants win prizes and awards for completing the entire "trail" in one



The 18th hole at Boulder Lakes Golf Club

year. "Our winners from last year are going on a vacation to Myrtle Beach," said Dewling.

The trail is getting longer now as Total Golf grows. "This year we'll have 10 courses on the trail," Dewling said. "Boulder Lakes will remain a private club and won't be part of that. We'll seek to expand its roster of selective membership during the coming months."

Founded in 1986, Boulder Lakes offers 18 holes of championship golf, a PGA professional staff, a first-rate pro shop, a teaching facility and the large clubhouse. The club will offer a special "senior" (over 65) and senior family membership program this year.

Continued on page 34



The 18th hole at Redlands Mesa

RBI to manage Redlands Mesa

LITTLETON, Colo. — RBI Golf Management has been awarded the management contract for The Golf Club at Redlands Mesa, a new Jim Engh design in Grand Junction, Colo.

"We're excited to be involved in a project of this magnitude," said Bill Winfield, RBI's director of golf. "Everyone on the Western Slope has been talking about Redlands Mesa."

The course, scheduled to open this summer, is set in a canyon and backs to the spectacular Colorado National Monument. Golfers will find themselves winding up and down the canyon as they progress through a round. Each hole is more challenging than the last, with rugged terrain and a 200-foot drop to the fairway from the 17th tee.

RBI constructed the course and the infrastructure of the adjacent residential community. "It's wonderful being able to deal with one company for course construction, grow-in and management," said James Eller, principal owner of Redlands Mesa Development LLC. "We didn't have to take the time to reeducate

a new contractor, or worry about being on the same page. It was clear that we were all working towards a common goal."

RBI, based here in Littleton, will be in charge of day-to-day operations of the course, including the grand opening ceremonies, staff selection and supervision, marketing, financial management and maintenance.

"Redlands Mesa will be an upscale, daily-fee course that will be a great addition to the Grand Junction area," Winfield said. "Golfers at all levels will find a challenge, and the scenery will make up for any bad games that might occur."

The Redlands Mesa contract brings RBI's full-service management portfolio to two. It also manages Coyote Creek Golf Course in Ft. Lupton, Colo. RBI is known for such award-winning courses as Red Hawk Ridge, in Castle Rock, Colo. — another Engh design — and Dove Valley Ranch Golf Course, a Robert Trent Jones Jr. design in Phoenix. It also built The Golf Course at Wente Vinelands, a Greg Norman design in Livermore, Calif.

Palmer Golf refocuses efforts on core strengths

By ANDREW OVERBECK

ORLANDO, Fla. — On the heels of its decision to pull out of its contract with San Francisco's Harding Park Golf Course, Arnold Palmer Golf Management has announced a renewed focus on its core strengths.

Palmer Golf, which grew 10 percent in 2000 as other companies' profits declined, considers itself fortunate in an industry that is in flux. As a result, the company plans to remain conservative.

"With declining rounds at daily-fee courses, increased competition from new courses, and companies like Golf Trust of America and American Golf selling off golf courses, it is an interesting environment," said president and CEO Tim Tierney. "The aggressive approach of buy, buy, buy has hurt some folks and we have to stay disciplined."

CORE BUSINESS

Tierney plans to focus on Palmer Golf's successful strategy of turning around distressed properties.

"We have had our most success taking dated assets that have gone many years without maintaining quality conditions and going in and repositioning the club," he said. "These opportunities are becoming harder to find, but they are still out there." According to Tierney, the Northeast and Mid-Atlantic regions represent the biggest markets for repositioning clubs.

In addition to these plans, Palmer Golf

Continued on page 35

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Freeman backs off acquisitions, rolls out new services

By ANDREW OVERBECK

BETHANY BEACH, Del. — With the acquisitions and development markets constricting, course owner and operator Carl M. Freeman Golf has expanded its golf services to include third party management contracts, course development management and maintenance

outsourcing. The company also will consider entering into leases and joint venture agreements at existing courses and those under construction.

"In evaluating our strategy for 2001, we have decided to sit on the sideline as far as acquisitions are concerned," said Tom Tipton, director of new business.

"We are guessing that prices will keep coming down. In the meantime we have taken the team that we use to run courses and will be selling our management and development skills."

TARGET CUSTOMERS

Tipton has targeted three market areas for the new spread of services that the company will

offer. "With courses changing hands, banks don't want to run courses. Also, there are a lot of homeowner associations out there that don't know what they are doing," Tipton said. "And finally, we can offer money-saving solutions to municipal parks and recreation departments."

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Freeman will look to add staff when new deals materialize. "We have the management team in place, but if we pick up a couple of third party deals, we will hire a district manager," said Tipton.

According to Tipton, the company will first focus on its core market along the Eastern seaboard. "After that, we will target major golf markets," he said.

MORE DEVELOPMENT

In addition to rolling out expanded services, Freeman also has two development projects on the horizon in the Washington area.

"We are still trying to figure out the D.C. metro area," said Tipton. "Competition is tight, but we have four raw-land properties on which to develop courses."

Tipton expects to break ground this fall on a Jack Nicklaus layout at Americana Bayside in Fenwick Island, Md., and possibly another in northern Virginia.

Tipton remains cautious, however. "We are weighing all the options," he said. "We don't want too much development and not enough cash-generating business. These new services should help to balance the cash flow."

KemperSports to operate Cobblestone CC

NORTHBROOK, Ill.—Cobblestone Country Club in Palm City, Fla., has signed a contract with KemperSports Management to manage its 18-hole private club. KemperSports began operations Feb. 1.

The course was designed by British golf architect Roy Case to work environmentally with the 512 acres of natural preserve and wetlands that it is set in. The landscape is reminiscent of the Carolinas, with soft, towering pines and colorful native foliage. Players of all levels can pick from one of six sets of tees.

Practice facilities include a driving range, pitching and chipping area, practice bunker and two putting greens. Certified golf professionals are on hand to provide lessons, camps and clinics, and it is the winter home of the David Glenz Golf Academy.

Architect Smyers forms management firm, buys Kokopelli

MARION, Ill. — Golf course architect Steve Smyers and a group of investors have bought Kokopelli Golf Club here and created a management company that will operate the semi-private, Smyers-designed facility, which opened in 1997.

William Troyanoski, CEO of the newly formed Smyers Golf LLC, will oversee operation of Kokopelli and development of its management team. Troyanoski, who will continue as general manager at the 36-hole Smyers-designed Royce Brook Golf Club in Hillsborough, N.J., said the Smyers group will pursue purchase or management of "marquee properties."

Smyers, who has three golf courses listed among the top 80 modern designs, feels Kokopelli fits the marquee description, calling it "one of our stronger designs."

MEMBERSHIPS 50 PERCENT SOLD

"We are the only championship golf course in the lower third of the state. Kokopelli is head and shoulders above any of the courses in this area from a layout standpoint," said Aaron Fisher, head professional since Kokopelli opened. "Smyers' bunker style is very distinctive, and there are 96 bunkers on the course."

The Smyers group purchased the course from Marion Golf LLC, which is comprised of a group of 25 local investors.

Heritage portfolio grows to nine

SAN DIEGO — Heritage Golf Group has acquired White Columns Golf Club in Alpharetta, Ga., from Summit Pointe Partners. White Columns, located 35 minutes from downtown Atlanta, is known for the beauty of its pristine setting and continues to garner accolades for its design and premium golf course conditioning.

Designed by Tom Fazio, the 18-hole golf course, which opened in 1994, plays to a par of 72 and measures 7,000 yards.

"White Columns Golf Club is truly a world-class facility, and the quality of this property simply underscores our mission to acquire and operate the finest golf facilities in the country," said Bob Husband, Heritage's president and CEO. "Based on the number of awards it has received, we're obviously not the only ones who feel that White Columns Golf Club is very special."

White Columns was voted sixth-best new course in America by *Golf Digest* in 1995 and placed 27th in *Golf Magazine's* "Best Among the Top 100 Courses" to play in America.

Kokopelli is a core golf course, with 135 homes on its periphery.

The club is halfway toward a projected 400 members, and Fisher predicted 27,000 to 32,000 rounds will be played at the facility, which is open all year.

"The memberships are structured financially to open it up to people of all ages, genders and

caliber golfers," said Smyers. Public play will no longer be available to residents within a 25-mile radius of the club. Upon achieving membership goals, qualifying public play will then be limited to Mondays and Tuesdays at moderate greens fees. A family membership runs \$1,725 per year.

AFFORDABLE GOLF

"Owning a course has always been something I want to do," Smyers added. "I have always wanted an active role in a golf course. I also saw the need at Kokopelli. I built the course for Gary Mayer, who became a close friend. He and the other investors wanted to focus on the residential component of the development.

We felt it would be a good marriage if I focused on the golf.

"Kokopelli, I think, is perfect," he allowed. "It is exactly what golf needs today. It is affordable. And with distances ranging from 7,200 to 5,315 yards, it is friendly to women and kids as well as being an all-world golf course."

Troyanoski will assemble the management team at Kokopelli to join Fisher and course superintendent Pete Ferguson.

Tools of the Trade

The advertisement features a central image of a golf course with trees in autumn, viewed through an open doorway. In the foreground, inside the doorway, are several containers of Nutramax products: a large blue barrel of QUELANT®-Ca, several white jugs of QUELANT®-K, and several red and green jugs of MACRO-SORB® (radicular and foliar). The products are arranged on boxes. The Nutramax Laboratories logo is at the bottom center.

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Landmark National broadens horizons to third-party clients

UPPER MARLBORO, Md. — Landmark National has made a strategic decision to offer its course development and operation expertise to third-party clients through management and consulting arrangements.

This marks the first time the firm has made its professional staff available to outside course

owners and operators.

"We have a unique combination of talents to offer and we look forward to sharing those talents in the creation of great golf experiences throughout the United States," said Chris Cole, president of Landmark's new golf management division.

The firm's specialists can pro-

vide know-how across a full slate of golf issues — economic feasibility, planning and approvals, course design, construction management, cost control, daily operations, merchandising and marketing.

Cole said that professionals on the Landmark staff range from land planners and golf architects to construction managers, law-

yers and agronomists. "Clients can now consult with the company professionals on any or all aspects of golf development and operation," he said.

Cole, a member of the PGA for the last 25 years, has managed Landmark properties at Oak Tree Golf Club (Okla.), Palm Beach Polo and Country Club

(Fla.) and Kiawah Island's Ocean Course, in South Carolina.

LOST CANYONS AND DOONBEG

Landmark National, headed by Gerald Barton, is credited with the development, management and/or operation of more than 75 golf courses and 40,000 acres of golf-related communities. The firm's top projects include Kiawah Island, Mission Hills Country Club (Calif.) and LaQuinta Hotel Golf and Tennis Resort, also in California.

In addition, the company has recently opened a number of new courses around the country, perhaps most notably the first 18 of 36 holes at Lost Canyons, in Simi Valley, Calif., designed by Pete Dye. It is currently developing a new Greg Norman course, the Doonbeg Golf Club, on the southwest coast of Ireland, between Ballybunion and Lahinch. "People told us that was the last great piece of linksland on the Irish coast," Cole said.

stellar performance...

Total Golf

Continued from page 31

ECONOMIES OF SCALE

Total Golf's courses span the state from Detroit to Traverse City and now into the north country. The company owns all or part of eight of its facilities — its owns Highland Hills and Winding Brook outright — and Dewling said he derives numerous benefits and economies of scale by keeping his fold entirely in the state.

"It's great from a marketing aspect as well as the overall administration," he said. "If you keep a perspective on your region and the local knowledge that you develop, that's a big part of it. We know the Great Lakes market and feel that this is where we want to be."

Dewling's formula seems to be working. Total Golf recently put its marketing strategy to use at the private Metamora Golf & Country Club, situated north of Pontiac, and increased membership by 20 percent.

"We see a bright future," Dewling said. "I think everybody in the recent boom times has felt that it's been real easy. But there's a glut of golf courses around here, and that might create some turnaround situations for us. When courses begin to struggle, that's when they look for professional management. I think more opportunities will come to us — courses we could improve through cross-marketing and volume buying."

Total Golf has taken an aggressive stance towards new business development through membership in the PGA of America and the Golf Association of Michigan, Dewling said. "It's a total effort to promote the game of golf here in the state," he said. ■

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ClubLink terminates GolfNorth alliance

KING CITY, Ontario — ClubLink Corp. has received \$4,229,000 in consideration of the sale of the GolfNorth Properties Inc. debenture it acquired last March. In connection with the sale of the debenture, ClubLink and GolfNorth have terminated their strategic alliance.

The debenture was originally

acquired in consideration of the sale to GolfNorth of the nine-hole Canterbury Common Golf Club and \$1,329,000 in cash. ClubLink also agreed to assign to the purchaser of the debenture the option it held to acquire all of the shares of GolfNorth held by Al Kavanagh, GolfNorth's founder and President.

"GolfNorth remains a strong operator and we believe will continue to do well in the mid-range daily-fee golf market in southern Ontario," said Bruce S. Simmonds, president and CEO of ClubLink. "However, after a full season of operation, we feel that ClubLink will not recognize, in the longer term, the

operating synergies or benefit from the broader market penetration to the extent we had originally hoped would result from this alliance.

"Accordingly," he added, "when GolfNorth approached us with an opportunity to sell our debenture for cash in connection with its recently announced recapitalization and to terminate the strategic alliance, we were prepared to do so."

Last September, ClubLink announced a normal course issuer bid to purchase up to 1,040,541 common shares of ClubLink commencing October 5, 2000. As of January 17, 2001, ClubLink has repurchased for cancellation 488,075 shares for an aggregate purchase price of \$3,098,000.



Palmer focuses

Continued from page 31

will also be looking to set up third-party management contracts and lease agreements.

"We are going to get more involved with third party contracts this year in management, development and construction services," said Chris Hamill, vice president of development.

Tierney also said that the company sees opportunities at municipal courses. "We'd like to go in and do renovations, bring the course and clubhouse up to standards and in exchange get a longer lease agreement," he said.

FULL PLATE

In the meantime, 2001 is shaping up to be a busy year. Palmer Golf will open three more University Clubs of America facilities this year in Alabama and Kentucky in addition to opening the renovated Links at Victoria Park municipal golf course in Los Angeles County.

The company also has the management agreement for Star Ranch in Austin, Texas, which is owned by its financial backer, Olympus Real Estate Corp. In addition to three other management contracts, Palmer Golf is also working on deals in Florida and Louisiana.

More acquisitions also are a possibility. "We will immediately focus on the management side," said Hamill, "but we are waiting to see how things play out in the acquisitions market. We may make some portfolio plays instead of buying one or two courses and grow our business a little quicker along that channel."

GOING FORWARD

Going forward, Palmer Golf, which was on the blocks just last year could be the subject of consolidation talks, Tierney acknowledged. "There may be other merger talks and sales talks, but that is the nature of today's industry," he said.

However, Tierney also has set strong goals for growing the company. "We will have six new third-party agreements and five projects in the ground this year," he said. "In 2002 we aim to have three to five equity investment acquisitions and three to five third party contracts. We would like to keep adding 10 courses a year."

The firm currently has 30 courses in its portfolio.

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Medallion Golf

Continued from page 1

From 1969 to 1998, he served as director of golf at Singing Hills Golf Resort, a 54-hole complex in El Cajon, Calif., which hosted an average of 190,000 rounds per year. A career highlight was his two-year presidency of the PGA of America, a group that includes 24,000 golf professionals and Tour pros.

MULTI-DISCIPLINED TEAM

For now, Medallion consists of an association of consultants and business partners across the country, who specialize in every major aspect of golf course operation. Their areas of expertise range from design and construction to daily operations to marketing and food service.

Other disciplines covered by the team include hospitality, professional training and development

and start-up and transition operations. Two members of the team – Dave Downing and Dave Fleming – are certified golf course superintendents, and Fleming is a golf architect and licensed pest-control advisor as well.

KEY PERSONNEL

Rick Moeller, a California-based real estate broker, will serve as Medallion's vice president for acquisitions. Brad Nemeth, whose law firm handles

taxation issues, contracts, and general corporate matters, will head up the legal squad. CPA Lisa Thayer, whose San Diego practice deals heavily with golf facility accounting practices, will honcho accounting operations. And architect Larry Gabriel will handle clubhouse design and project management.

Addis's son, Tom Addis IV, currently building courses in Asia for Nicklaus Design, will

serve as chief shaper, design coordinator and construction manager, including construction personnel management.

"We're looking to team up with course owners and developers who want a hands-on approach to management, where we can come in and really be a partner with them," Addis said. "Some people have called it boutique management. A client can look at the list of professionals we have, and can pick from that menu of business people. We can help your operation in every regard, from consulting about food service to running the entire club, from top to bottom. We have that kind of talent on board."

'LIGHT AND FLEXIBLE'

Besides total ownership or management of courses, Addis also expects to pick up a lot of renovation work.

"We can assist with upgrades to make sure a course is operating at peak efficiency," he said. "It might be irrigation or drainage or playability. For example, if you need help with irrigation, Dave Fleming or Dave Downey or I would do a complete on-site analysis of the golf course, and we'd design a plan. If the owner or operator wants to go forward, we'd set up the timeline and provide whatever they'd need, including staffing. If the owner wants us to run the whole project, we'll do that. It might even involve financing of the equipment."

Golf management is not as crowded a field as many people believe, Addis said. "I think there are about 900 companies, and they manage a total of about 1,100 courses out of more than 17,000 in the country. There's a lot of opportunity."

"Our competitive advantage," he added, "is that we're light and flexible. We're not loaded with a big support staff we have to pay. And we can move fast. People really like that approach, that we can bring in experts quickly, based absolutely on need and on a cost-effective basis."

ACQUISITIONS IN PROGRESS

Addis said response to his new company has been "very positive." He already has one client on board, an 80-tee golf learning range in San Diego – Hodges Golf Improvement Center. All other properties in the portfolio, he said, will be full-fledged courses. He's currently negotiating to buy three clubs.

Addis should have plenty of potential business contacts, thanks to his PGA involvement. First elected to the organization in 1972, he garnered several major awards, including the group's highest – PGA Golf Professional of the Year – in 1989. A member of the Southern California PGA Hall of Fame, he is one of very few PGA members who has served at every level of PGA governance – chapter, section and national. ■



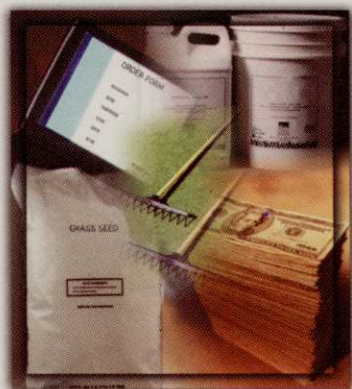
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BRIEFS

PARCAR APPOINTS CRAMER

Reedsburg, Wis. — Columbia ParCar Corp. has appointed Duke Cramer to regional sales manager in the Midwestern states of Wisconsin, Minnesota, Iowa and northern Illinois. Duke Cramer will be responsible for Columbia ParCar's fleet and individual golf car sales as well as sales of their new Neighborhood Electric Vehicle (NEV) product line. Cramer has been with the company almost since its inception in 1984. Previous to his new assignment, he was the company's production manager and east coast regional sales manager.



Duke Cramer

PAR AIDE ACQUIRES ACCUFORM BRAND

ST. PAUL, Minn. — Par Aide Products Co. has acquired the Accuform brand of golf course bunker rakes from Midwest Rake Co. LLC of Warsaw, Ind. "Accuform, with the introduction of their short tine bunker rake design in 1988, literally changed the look and function of bunker rakes in the industry," said Steve Garske, president of Par Aide. "This acquisition provides Par Aide with a full line of Accuform branded maintenance tools for our superintendent customers."

Midwest Rake is a leading manufacturer of high quality tools for turf maintenance, as well as epoxy, cement and asphalt coating applications.

LOFTS NAMES RUSHE, EVERHART

MADISON, Ga. — Lofts Seed, a division of Pennington Seed has appointed Scott Rushe and Jeffrey Everhart as territory managers for the Professional Products Group. Rushe and Everhart will be responsible for the sales and marketing of Pennington's professional turfgrass varieties through a network of professional turfgrass distributors in the United States.

EWING OPENS ODESSA BRANCH

PHOENIX, Ariz. — Ewing Irrigation Products has opened its 89th branch location in Odessa, Texas. Paula Holguin, who has more than 15 years for industry experience, will manage the new branch.

GOLF COURSE NEWS

Andersons launches new branding strategy

By A. OVERBECK

DALLAS, Texas — One year after announcing its acquisition of the Scotts Co.'s professional turf business, the Andersons Co. has introduced a new branding strategy to market the combined product portfolio.

While the new brand of products, Andersons Golf Products, combines the Anderson's Tee Times and the Scotts' Pro Turf brands, the formulations remain unchanged.

"We are changing the name and the bag," said Tom Handel, vice president and general manager. "The product inside the bag is not changing." The new packaging will be phased in over the next few months.

A majority of the product line is being produced at the Andersons production facilities, although some of the products dependent on Scott's proprietary technology will continue to be produced by

Scotts as part of a long-term supply agreement.

The Andersons sales, technical, customer service and marketing staffs are already in place to support the new brand.

"We have assessed the new and different needs of the market," said director of sales Allen Figley. "We have 30-

plus sales people in the field in addition to three technical service managers."

The distribution channels also have been sorted.

"We are committed to a strong independent distribution network," Figley said. "We have filled all the voids to make our network complete."

ONLINE TOOLS

Distributors also have a new online ordering tool at their disposal. The system, which was rolled out March 1, allows distributors to order products directly from the company's Web site. Once an order is sent, the distributor receives

Continued on page 40



UHS set to expand business

By A. OVERBECK

DALLAS, Texas — Following a year that saw profits surge 18 percent, United Horticultural Supply (UHS) is primed to continue expanding. The fertilizer, chemical and seed distributor has grown to 77 sites in 37 states and has 143 full-time sales representatives.

At the company's 10th annual supplier breakfast at the GCSAA Conference and Show, business manager Terry Boehm outlined UHS's expectations for the coming year.

CONSOLIDATING DIVISIONS

The company will start with the reorganization of its two northern divisions. The Great Lakes and Midwest divisions will be consolidated to form the massive Central division that will stretch from Colorado to Ohio. Former Midwest manager Bob Flynn will head the new division and former Great Lakes division leader Russ Mitchell will take on the responsibilities of the newly created

Continued on page 41

Toro locks up Disney World deal

By JAY FINEGAN

ORLANDO, Fla. — The Toro Co. has scored a major coup in terms of sales and visibility by locking up an exclusive deal with Walt Disney World, the most popular vacation destination on earth.

The agreement covers all facilities at Disney World, from theme parks and hotel grounds to the five golf courses on site. Landscapes within the resort are equivalent to some 3,000 football fields and are cared for by a staff of 650 horticulture and landscape professionals.

As part of the deal, new Toro irrigation systems will be installed this year. The Magnolia Course will be completely renovated this spring, including installation of a brand new irrigation system. The Palm Course will undergo renovation later this year.

AGROTAIN Int'l ready with UMAXX technology

DALLAS, Texas — Lange-Stegmann Co. has launched AGROTAIN International, a new subsidiary that will manage the sales and developments of the Agrico Turf II and SuperU products that the company acquired last July from IMC-Agrico.

The company's UMAXX urea nitrogen product will be marketed to turf professionals. UMAXX contains a urease inhibitor that prevents volatilization into the atmosphere for 14 days and a nitrification inhibitor that stops the conversion of ammoniacal nitrogen to nitrate nitrogen for up to 16 weeks. The chemistry maximizes urea nitrogen efficiency by virtually eliminating the risk of nitrogen loss to the environment.

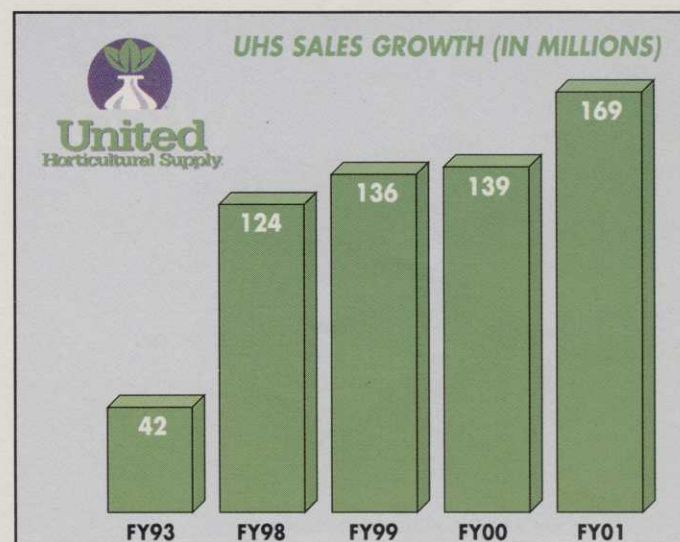
"The stabilized nitrogen prevents volatilization and nitrification protecting the environment from potentially harmful nitrogen losses and provides plants with ammoniacal nitrogen for 12 to 16 weeks," said Alan Nees, vice president of turf and ornamental sales for Agrotain International. "Extending the life of urea nitrogen also means fewer applications and less expense per acre. It is one of the best performing, most economical nitrogen sources available to the turf industry."

Simplot Turf and Horticulture will be the primary marketer of UMAXX, although it is a non-exclusive agreement.

"We are still in the early stages as far as distribution is concerned," said Michael Stegmann, who sold Lange-Stegmann's specialty products division to Simplot last September.

The UMAXX technology will be marketed to the Lange-Stegmann customer base that Simplot now serves as a result of that acquisition, and through Simplot Partners in selected areas. The new ingredient will be formulated into select products under Simplot's BEST and Lange fertilizer brands.

— Staff reports



Pennington enters Chinese market

MADISON, Ga. — Pennington Seed has signed an exclusive distribution agreement with Beijing-based China Turf and Forage Co. for Plantation turf-type tall fescue in China. Under the terms of the agreement, China Turf and Forage will promote and market Plantation to the growing Chinese turf market.

"China is one of the last growth markets in the world," said Dave Holman, director of international sales for Pennington. "The privatization of the seed industry and the growing interest in both turf

products and erosion control and stabilization provides a lot of opportunity for grass seed in China."

China currently imports 4,000 tons of seed per year from Oregon alone, said Holman. "It could eventually grow to five or six times that," he said.

According to Holman, Pennington will be evaluating other turf seed for export to China and expects to have another three to four varieties in China in the next couple of years.

— Staff reports

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Dow joins Bayer's Accolades program

DALLAS, Texas — Dow AgroSciences has teamed up with Bayer Professional Care to include portions of its product line in Bayer's Accolades rewards program.

The alliance, which is purely a marketing agreement between the two companies, will increase the benefit of the rewards program by

allowing professionals who purchase products from both companies to accumulate points faster and earn rewards sooner.

It also allows Dow to have access to a rewards program without spending time and money developing its own system.

"Bayer has invested a lot of money to create a database to

gather information about golf courses and superintendents and their culture practices and how they go about managing their businesses. That information has value to us," said Scott Eicher, senior product marketing manager for Dow Agrosciences. "Rather than starting from scratch and building a new pro-

gram, we decided to join up with someone who has already started down that path."

Dow products in the Accolades program include Conserve, Confront, Lontrel, Gallery 75 DF, Snapshot 2.5 HG, Surflan, Team and Team Pro.

— Staff reports



Deere Turf nets ISO 9000

RALEIGH, N.C. — After an 18-month qualifying process, the John Deere Turf Care facility here received ISO 9000 certification.

ISO 9000 standards for manufacturing facilities cover multiple elements, from paperwork and tracking systems to parts inventory and the assembly process.

"ISO certification ensures the repeatability of product and process quality with an emphasis on continuous improvements to support genuine value for stakeholders," said Michael Rebilas, quality manager at the Turf Care facility.

Turf Care officials said they are preparing a project plan to upgrade the current certification to ISO 9000:2000. John Deere Turf Care has been manufacturing golf and turf equipment since July 1997.

Andersons

Continued from page 37

e-mail confirmation.

"This allows them to place orders 24 hours a day," said marketing manager Michael Bandy. "It is convenient, increases accuracy and is easier to use."

Online support for end users has also been improved, according to Handel. A portion of the company's site has been enhanced to provide specific information on professional turf products. The section includes seasonal tips, technical reports, industry links and product information, in addition to contacts for technical representatives and distributors.

While these Internet services are aimed squarely at product support, e-commerce initiatives are being evaluated. "We are interested in how the Internet and e-commerce will evolve," said Handel. "We are looking at it."

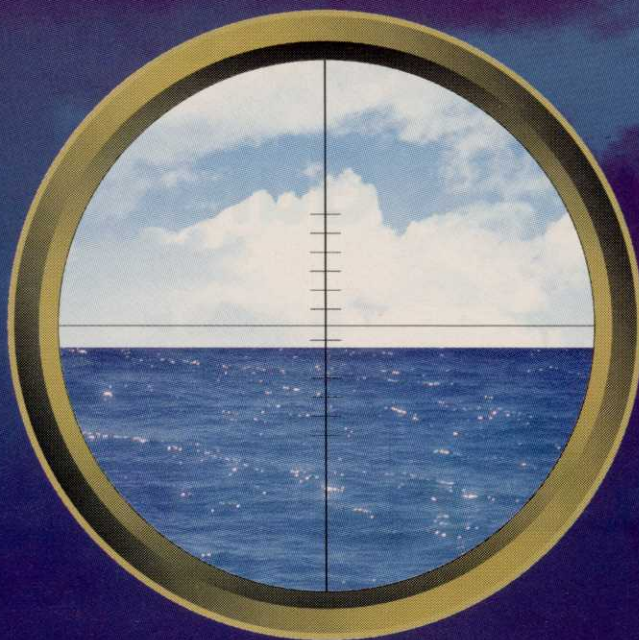
NEW PRODUCT DEVELOPMENT

In addition to working to improve the efficacy of current molecules, the company is set to unveil new products in the next couple years. According to Handel, controlled release technology promises to be the company's focus on the new products side.

The Anderson's newest product, Fertilizer plus Talstar is one example. The new formulation combines slow release fertilizer ingredients and turf insecticide in a granular product. The product allows superintendents to control certain pests while making a fertilizer application.

"We are going to keep making changes and look to acquire new technology," said Handel. "We have \$1 billion of resources behind us." ■

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Simplot Partners adds facilities out west

SAN DIEGO — Simplot Partners has acquired the U.S. operations of Vancouver, B.C.-based distribution company Evergro.

Evergro's three U.S. locations will enable Simplot Partners to better serve customers in the Pacific Northwest, said vice president and general manager Nick Spardy.

"We have 22 sales and distribution centers in the West, Midwest and East," he said. "This acquisition allows us to increase our focus on marketing to turf and horticultural customers in the Pacific Northwest."

Evergro will continue to dis-

tribute turf and ornamental products to its customers in western Canada.

ON THE MOVE IN CALIFORNIA

In addition to the Evergro acquisition, Simplot Partners has also taken over Turf Solutions, based in Oxnard, Calif. The distribution center has custom seed blending capabilities of more

than 50,000 pounds of production per day, as well as a separate blender for specialty grasses, such as bentgrass or Bermudagrass blends.

Michael Sommer, general manager and senior turf consultant for Turf Solutions, will join the Simplot Partners as a seed specialist.

Profile purchases Wood Recycling

BUFFALO GROVE, Ill. — Profile Products LLC has purchased the hydraulic mulch business of Wood Recycling Inc., the manufacturer of Re-Fiber and Hydroblanket brand products.

"Profile has distributed Re-Fiber products for several

years so this is a natural fit for us," said Mark Lewry, president of Profile Products.

Re-Fiber wood-based mulching products rapidly absorb moisture to create homogeneous slurry in hydraulic mulching equipment.

UHS rolling

Continued from page 37

technical services position.

Personnel, not market conditions, drove the decision, according to Boehm. "We had the opportunity and the personnel in place," he said. "They [Flynn and Mitchell] wanted to do it."

UHS TO TRIPLE SEED BUSINESS

UHS entered the seed business earlier this year with the creation of United Seed Production and plans a full-scale rollout of its national seed program this year.

"We intend to triple our seed business," said Boehm. "We believe that we have the best product line-up in the business." Varieties on offer include Palmer III perennial ryegrass, Crenshaw creeping bentgrass, Apollo Kentucky bluegrass and Shenandoah II tall fescue.

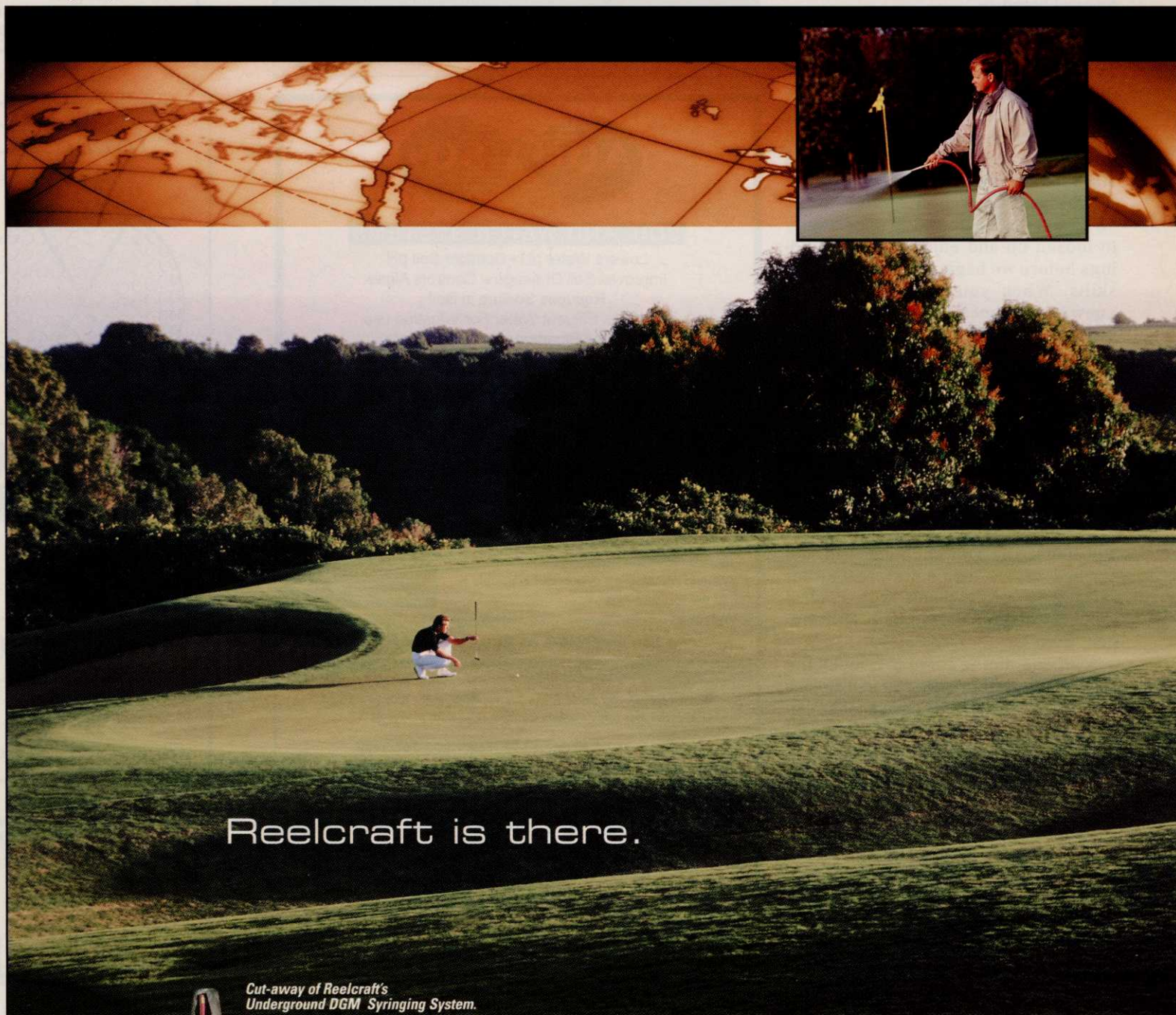
DIVISION GOALS

The new Central division endeavors to double its golf business in the coming year and open a new Chicago office. "We will also centralize purchasing and streamline the product mix," said Flynn.

The Western division will also be working to build market share, said manager Mike Thurlow. "We grew 20 percent last year, and had \$70 million in sales, which is 40 percent of UHS's business," he said. "We will work this year to establish Signature brands and the seed line and take advantage of the weak competition." The division also will look to add facilities in Sacramento and San Francisco.

After spending a year investing in facilities, the Southern division is also looking to grow the new seed business. "We want to grow sales 30 percent and double our seed business," said manager Steve Jackson. In order to meet these goals, Jackson will be adding staff in Houston, Austin, Tampa and Memphis and adding capacity in Oklahoma City and Memphis. ■

GOLF COURSE NEWS



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REELCRAFT

DEVELOPMENT

Bali Hai opens in Las Vegas

Continued from page 21

towering palms.

"This golf club will be more than just a place to play golf – it will be a sightseeing adventure unto itself," said Walters. "We have incorporated some very authentic touches into the design of this club that will virtually transport our guests to a tropical paradise."

ISLAND GREEN

Seven acres of water features, including an island green, help foster the atmosphere that Schmidt and Curley strove to create – of being on a South Pacific island. Another touch: transition and out-of-play areas will be accented with Augusta white sand and black volcanic rock outcroppings.

"This is a fun course," said Curley. "We want to give guests an opportunity to loosen up and enjoy the surroundings before we begin challenging their skills. When you're finished, you'll know you've been tested, but it won't beat you to death. It's the kind of golf course you could play day after day and never tire of its charms."

POLYNESIAN CLUBHOUSE

The playing surface will consist of Bermudagrass overseeded with rye everywhere except on the greens, which will be bentgrass.

A stylish, Polynesian-like clubhouse, designed by Hayermagnus Architects, will house the golf shop and Cili, described as an "exquisite" restaurant serving a gourmet menu "with tropical accents" at breakfast, lunch and dinner.

A private dining room overlooks the 16th green. At more than 30,000 square feet, the Bali Hai clubhouse also has an outdoor pavilion and a tropical boutique. ■

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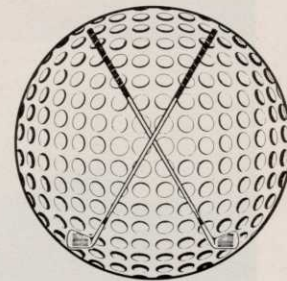
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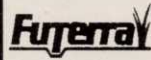
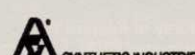
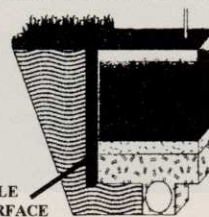
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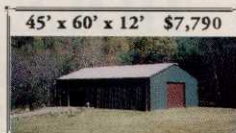
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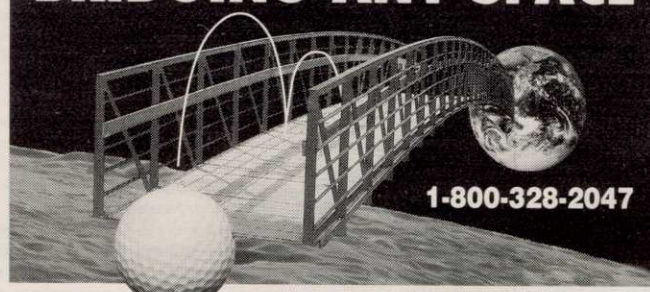


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18-21 — *Crittenden's 2001 Golf Inc Expo, Phoenix, Ariz.* Contact (800) 211-1697.

20-22 — *Atlantic Turfgrass Conference & Trade Show, Halifax, Nova Scotia.* Contact www.tscentral.com.

30 — *ASGCA Remodling University, North Shore Country Club, Chicago, Ill.* Contact (312) 372-7090.

APRIL

2-4 — *American Chemical Society Expo, Spring.* Contact: (202) 872-4553.

5 — *Cactus & Pine GCSA Annual meeting, Arizona.* Contact lynn@cactusandpine.com

9-13 — *PDA West Coast Chapter Symposium, Courses & Exhibitions, San Francisco.* Contact (301) 986-0293.

20 — *ASGCA Remodling University, Aronimink Golf Club, Philadelphia, Pa.* Contact (312) 372-7090.

25 — *ASGCA Remodling University, The Olympic Club, San Francisco.* Contact (312) 372-7090.

MAY

5-9 — *TOCA 12th Annual Meeting, Phoenix.* Contact (612) 758-6340.

14 — *Field Day at University of Arizona Karsten Turf Research Center.* Contact lynn@cactusandpine.com.

19-23 — *18th Annual American Society of Irrigation Consultants Conference, Savannah, Ga.* Contact: (925) 516-1124.

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Adaptive car market ready for Club Car, E-Z-GO

Continued from page 1

"We had been looking at accessibility solutions over the course of the last year and we tested a lot of the vehicles on the market to get an understanding of what the needs and requirements were," said Gary Stough, director of marketing for Club Car. "The SoloRider vehicle was the safest and most stable car out there."

Roger Pretekin, president of SoloRider, began researching the needs of disabled golfers in the early 1990s. The company's first shot at an adaptive golf car was a modified mobility scooter which simply was not stable or powerful enough. After further development, SoloRider rolled out the AteeA, which was specifically designed to tackle golf course terrain.

"The car exceeds ANSI standards and has an independent four-wheel suspension that transfers only six pounds of pressure per square inch," said Pretekin. "It also accommodates a wide variety of handicaps."

The vehicle features ergonomic hand controls, a multi-position, lockable 360-degree swivel seat, rear-wheel manual traction control, regenerative braking, and six-inch ground clearance.

"These are the bare minimums," Pretekin said. "We also developed a standing seat option that raises the player into the standing position where they can execute a shot."

The standard 1-PASS vehicle will retail for \$6,995 and the standing seat option will cost \$2,000. The first shipments of the car will begin this month and Pretekin said his factory is capable of producing 2,000 units a year.

As part of the deal, Club Car will supply SoloRider with sales, marketing, sourcing and engineering assistance. "We have already made alterations to the vehicle," said Stough. "It now has a 36-volt charger and a new transaxle designed like ours that will make it easier to service."

E-Z-GO ALLIES WITH EAGLE

E-Z-GO has entered the market in a similar agreement, forming an alliance with Augusta-based Eagle Parts and Products. In addition to manufacturing golf car accessories, Eagle produces electric shopping buggies.

"More and more courses are becoming aware of accessibility issues," said Ron Skenes, communications manager for E-Z-GO. "Courses will certainly not need 60 of these vehicles, but at some point every golf course will need to have these adaptive cars. This is a good niche market that made sense for us to expand into."

In developing the E-Z-GO product, Eagle started from scratch.

"We began with a clean sheet of paper," said Eagle president Frank Dolan. "We used the same controller technology but we have beefed up the car."

"The trick here is to appeal to fleet sales," he continued. "We are developing a car that will handle the lion's share of disabilities. We are not addressing quadriplegics, but primarily people who are inconvenienced."

As a result, the car will retail for about \$4,000 and focus on the low end of the market. Features on the car include a low center of gravity, three braking systems, a built-in 24-volt charger and a footprint of eight psi. The car will enter production this July.

MARKET REACTION

With the E-Z-GO car in the prototype phase and Club Car producing a higher-end car, other adaptive car manufacturers are convinced that there is still plenty of opportunity in the marketplace.

"I am glad that Club Car and E-Z-GO are in the market. It proves that we are making a legitimate product," said Don Labowsky, president of eMotorsports and maker of the Golf Xpress adaptive golf car. "We are going after 7 million people and I'll

take my chances."

While both E-Z-GO and Club Car have established distribution channels direct to golf courses, both eMotorsports and Mobility Solutions are optimistic, reporting that some Club Car dealers have shown an interest in their vehicles.

"We fit into the low end of the market," said Pike, "Yet we offer a patented anti-tip safety frame, dual throttle controls, regenerative braking and a swivel seat. The car appeals to owners who don't want to spend a lot but need a car that is safe and will not damage the course."

Mobility Solution's Solo Sport retails for \$3,200.

IMPROVING MODELS

Long-time players Fairway Golf Cars (formerly a division of Ortho-Kinetics) and eMotorsports are also working to improve their adaptive car offerings.

"We have spent three years working on the Spirit," said Fairway Golf Cars president Ed Gaffney. "The new car will have more power, a new drive axle, a slip-proof transaxle and a lower center of gravity."

The Spirit will retail for around \$3,995 and will be available in April.

A new model of the GolfXpress is also in the works, based on data and information gathered over the past six years said Labowsky. The car will retail

for \$4,495 and feature offset tires with staggered tracking to lessen the car's impact on the turf.

MARKET ACCESS

While the established players have traditionally marketed their products via word-of-mouth and made sales mostly to individual golfers, the challenge now will be to broaden their market appeal and break into fleet sales to golf courses.

This is where both Club Car and E-Z-GO have the advantage.

"Before SoloRider teamed up with Club Car, we had little access to the market and service and distribution were problems," said Pretekin. "Now that is solved. Without our agreement with Club Car, there is no one out there that can properly maintain these vehicles and provide parts. Club Car provides service in every state and they have financing programs that make it very easy for courses to step up and support accessibility by purchasing these cars."

The little guys, however, said they are up to the task. "We have a high quality and high performance golf car," said Jeff Mattheson, director of sales and marketing for Fairway Golf Cars. "They may have the direct and immediate access to accounts, but that is part of our challenge. We have to get out there and let people know that there are alternatives in the market." ■

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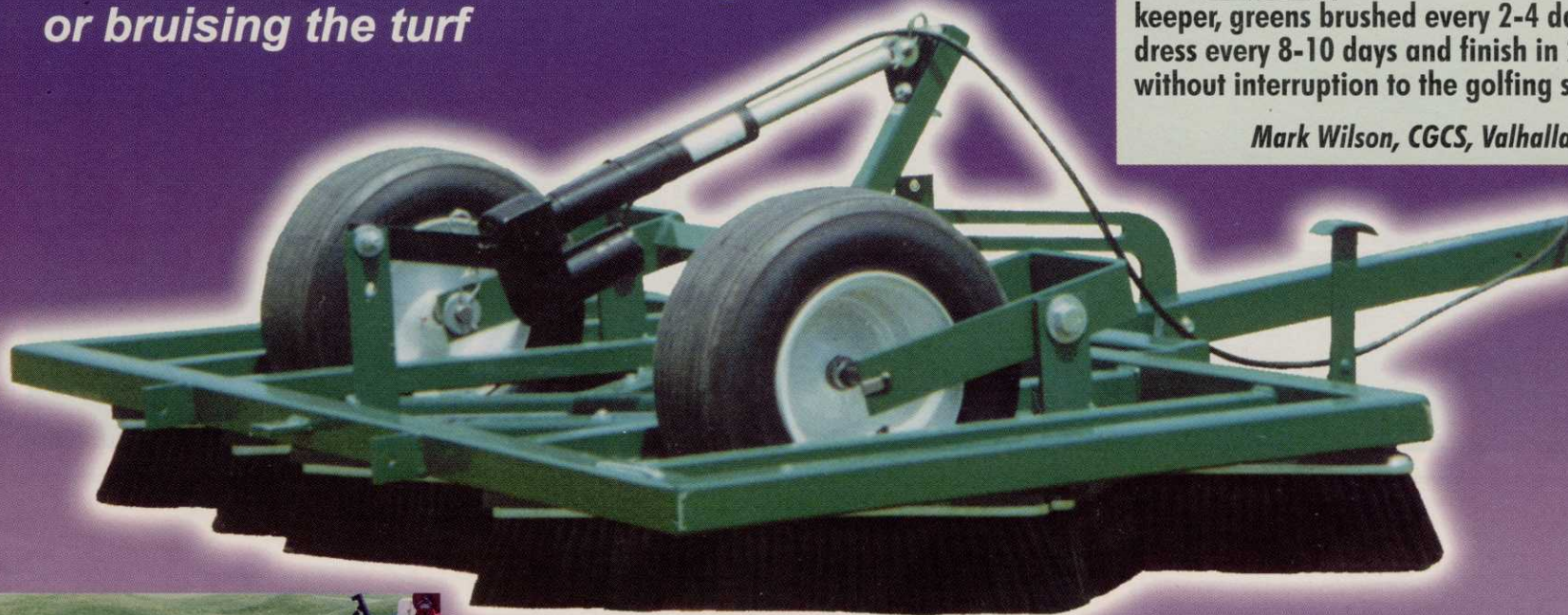
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