

GOLF COURSE NEWS

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OPEN: 30

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Source: National Golf Foundation

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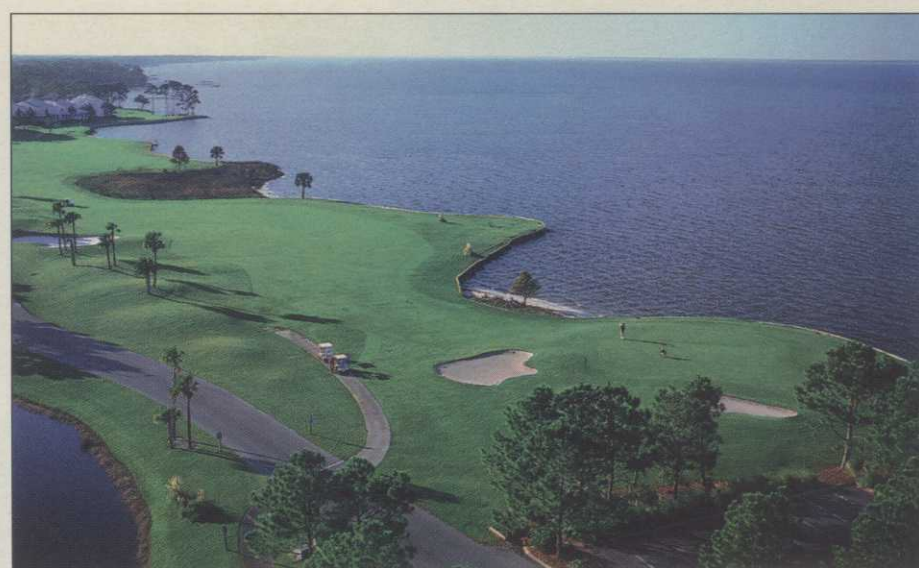
By A. OVERBECK

STRASBOURG, France — Merger mania continues unabated in the agrochemicals business.

After announcing its intention to divest its CropScience division in November 2000, Aventis has reached an agreement to sell the business unit to Bayer AG in a deal worth approximately \$4.9 billion including \$1.7 billion in debt. Schering AG, which owned 24 percent of CropScience, also signed off on the deal. The agreement was announced Oct. 2.

Aventis, which had been in exclusive talks with Bayer since July, has made a strategic shift to be a pure-play pharmaceutical

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Intrawest Golf's Raven Club at Sandestin

Intrawest launches aggressive strategy to expand Raven brand

Company to add to Raven stable through third party contracts

By ANDREW OVERBECK

SCOTTSDALE, Ariz. — Intrawest Golf is moving full steam ahead with its plan to bring its Raven Golf "brand" to every key market in North America.

While the company owns and manages 19 golf resorts, only five sport the Raven brand. However, that will soon change as the company implements a strategy to add to the Raven stable through third party management contracts.

The first of many anticipated third party deals was announced in late September, with the company taking charge of management at Cabo San Lucas Country Club in Mexico.

"There has been a lot of third party interest in the Raven brand," said Jeff

Stipec, senior vice president for Intrawest Golf. "Courses have approached us because they see the value of being associated with the Raven brand that we have

built. The Raven has become synonymous with great service, which allows us to attract a more discerning customer."

A MONEY MAKER

Attracting loyal, more discerning customers has paid large dividends for the company, which has been enjoying a good run since acquiring the

original Raven course in 1998. All of the clubs are high-end, daily-fee facilities that charge \$95 to \$185 green fees.

"As everyone was going through a really tough year last year," Stipec explained, "our

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Jeff Stipec

Farris to make design debut in South Dakota's Black Hills

By ANDREW OVERBECK

RAPID CITY, S.D. — Architect Ron Farris is hard at work here on what he considers his official U.S. design "debut." One could think of few better places to launch a career as a golf course architect.

The Golf Club at Red Rock, set amidst the rolling Black Hills of South Dakota, is the perfect setting for golf, accord-

ing to Farris. "We are taking a minimalist approach to the design," he said. "It will be a natural course, we are going let it be what it is."

The layout covers undulating hills and dramatic elevation changes and will feature native grasses and stands of pine trees.

"We are working towards the clas-

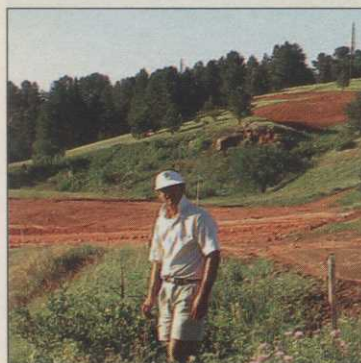
sical style," noted Farris. "The bunkers will be rugged like Sand Hills with native grasses on the outer edges.

"The elevation changes on the course don't allow us to use long, sweeping lines," he continued. "So we will have more pot-style bunkers."

BUILT FOR LESS THAN \$3 MILLION

The course, which is being

Continued on page 27



Ron Farris on-site at Red Rock

Pesticide residues in grass clippings raise concerns

By JOEL JOYNER

MANATTAN, Kan. — Over a billion pounds of pesticides are sold in the United States annually.

Though an estimated 70 percent are applied for use on agricultural foods and products, golf courses often are targeted when pesticide use issues develop.

While federal legislation is currently focused on regulating pesticide usage at public schools, some golf course superintendents and courses are taking a proactive approach on the issue, particularly with grass clippings, before the government sprays them with new regulations.

One of the main subjects being addressed is the proper disposal of turfgrass clippings that have been



Continued on page 13

Penn A-4: something to
look forward to at
Wooden Sticks

Number 2, Wooden Sticks
Uxbridge, Ontario
Brian Haus, Superintendent
Ron Garl, Architect

“Penn A-4 is picture perfect for our Wooden Sticks greens.”

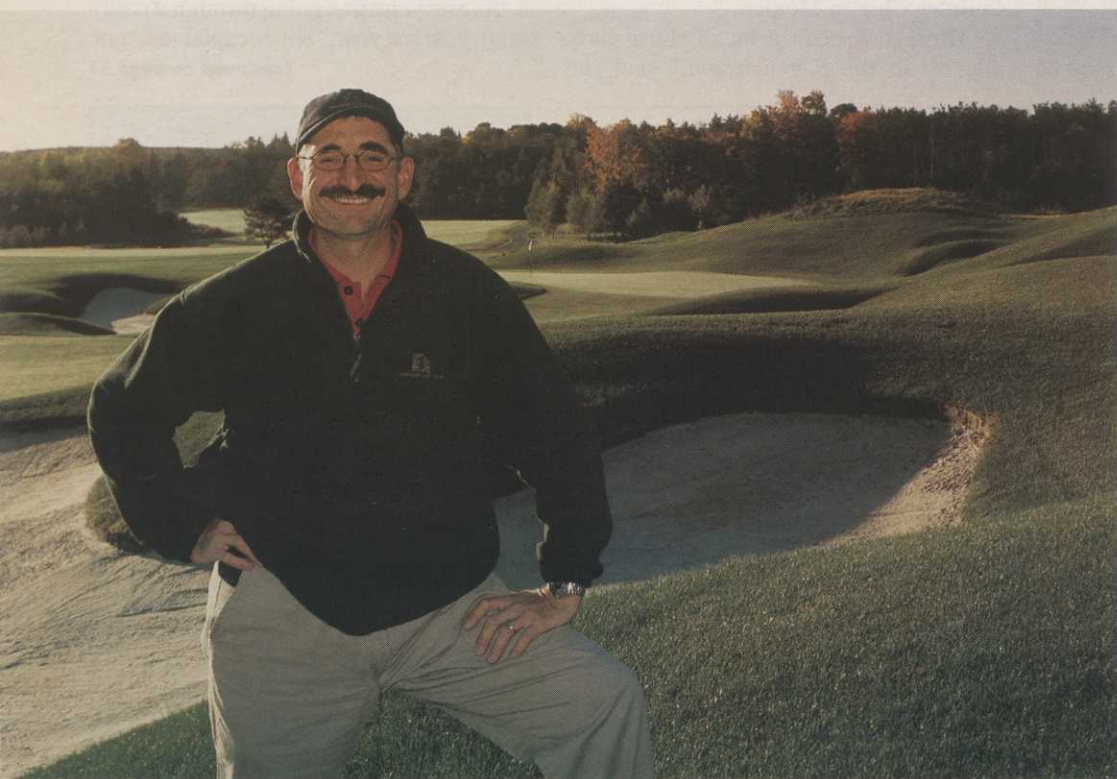
“The **Wooden Sticks** experience has golfers of all skill levels arm pumping, cursing, and coming back for more. Eight holes on this unique course draw inspiration from

“Number 2 hole is a truly unique design with bunkers surrounding the green. From the elevated tee, it’s possible to land on the target with a well-placed shot, but to miss short or right could mean a day at the beach.

“Penn A-4 is just right for our greens at Wooden Sticks. With the variety of putting surface sizes, shapes, and contours we have, Penn A-4 is asked to do a lot of things including: grow in deep shade, adapt to our severe climate changes, repair scuff and ball marks resulting from public play, and to be the reward at the end of some challenging approaches.

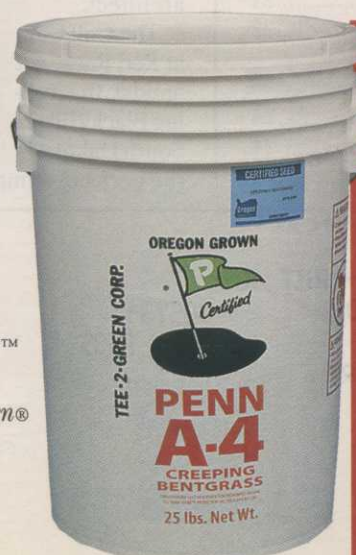
“The new Penn A-4 creeping bentgrass does it beautifully.”

Brian Haus, Superintendent



well-known tracks worldwide, and our greens range in size from the 3,000 square foot ‘Postage Stamp’ at Troon to a 25,000 square foot likeness of the finishing hole at St Andrews, complete with upfront swale.

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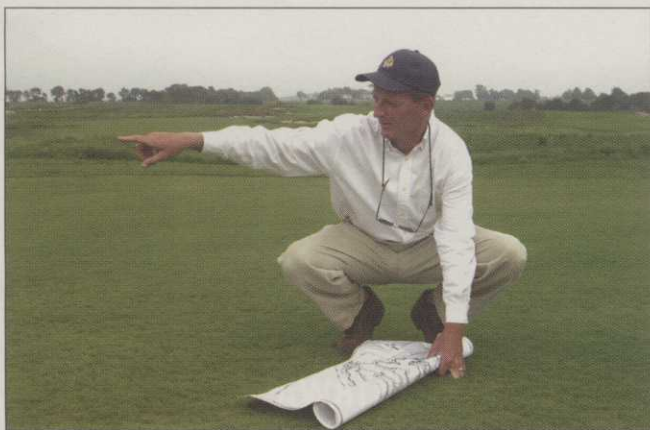
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Esler's first nearing completion at the all-male Black Sheep GC

SUGAR GROVE, Ill. — Preparations are nearing completion here on the new 285-acre Black Sheep Golf Club. The 27-hole, all-male facility is founded on the "golf-only" principal established centuries ago — and still alive today — in England, Scotland and Ireland.

"We are a golf club, pure and simple,"



Esler makes adjustments in the field at Black Sheep GC

layout marks golf course architect David Esler's debut. Esler designed all 27-holes as well as the driving range, a short game practice area and a large, two-acre putting green.

NATIVE LANDSCAPE

The lack of tree protection on the links-style course means that the notorious Chicago-area winds are sure to be a factor during most rounds. "The natural contours and elevation of the property meant that we didn't have to move very much dirt during the construction process," said Esler. "The grand scale of the land we had to work with enabled us to incorporate a great deal of strategy into the design."

Each of the three nines will play a par 36 and be between 3,300- to 3,800-yards long. There will be no real estate development around the club as the Kane County property is surrounded by farmland zoned for agricultural use. "It's going to be an eye-opening place," Esler said. "It is a course that is very much married to the native Illinois landscape."

Wadsworth Construction in Plainfield, Ill., was brought in to handle the building of the course. The club will plant 140 acres of native prairie grasses and create 15 acres of wetlands in an effort to restore the property to the pre-settlement landscape of Native Americans.

MEN ONLY, NO DISTRACTIONS

An equity membership at Black Sheep is priced at \$85,000 and is by invitation

Continued on page 5

ClubCorp creates accessibility guidelines

By ANDREW OVERBECK

DALLAS — ClubCorp has created a set of guidelines in an effort to improve communication between all levels of golf course management on the issues of accessibility and the Americans with Disabilities Act.

Michael Quimbey, ClubCorp's vice president for environmental affairs, developed the guidelines with cooperation from leading industry and disabled golfer organizations.

"I delivered the guidelines at the sixth National Forum on Accessible Golf in April," said Quimbey. "The guidelines are meant to bring all the industry efforts together."

"The Golf Course Superintendents Association of America was speaking to the superintendents, the PGA was speaking to the golf pros, and the American Society of Golf Course Architects was speaking to the architects," he continued. "No effort was being made to include everyone in the process."

According to Quimbey, the guidelines are a tool for the golf industry, for golfers with disabilities, and the organizations representing them. He hopes that the guidelines will encourage recreational play by golfers with disabilities as well as encourage the golf industry to embrace these golfers.

The guidelines closely follow the ex-

pected path of accessibility guidance that will be put in place by the U.S. Department of Justice in the next 18 to 24 months.

Among some of the issues covered in the guidelines:

- A disability is defined as a physical or mental impairment that substantially limits one or more of the major life activities of such individual. There are an estimated four to five million disabled golfers in the United States.
- Accessible routes for golf cars would be required throughout the course. All new golf courses and those undergoing alterations would have to comply with these new standards. However, access to bunkers is not specifically required.
- Existing courses would have to meet ADA requirements by removing architectural barriers throughout the course "where it is readily achievable."
- Courses need to develop unified and consistent rules and regulations for situations when access by golf cars would be limited.

For a full copy of the "Golfers with Disabilities: Recreational Golf Guidelines," contact Michael Quimbey at michael.quimbey@clubcorp.com.

Arcadia Bluffs saga continues

By ANDREW OVERBECK

MANISTEE, Mich. — One of the court battles surrounding the 1998 landslide damage at Arcadia Bluffs Golf Club came to a close, for now, in late August.

The club's developers, RVP, sued golf course builder Furness Golf Construction for breach of contract and was seeking more than \$4 million in repair costs and lost profits as a result of the Sept. 1998 storm that triggered massive landslides, damaging the course and dumping dirt and sand into Lake Michigan.



The seven-week trial wrapped up Aug. 24, with the jury rejecting RVP's claim that Furness was responsible for the damage. Additionally, the jury ordered RVP to pay the more than \$500,000 that it still owes Furness. However, according to RVP's lawyer Craig Lubben, an appeal by the company is likely.

BREACH OF CONTRACT?

During the trial, RVP asserted that Furness breached its contract by covering all drainage inlets with silt covers during construction, thereby preventing the installed drainage system from handling storm runoff.

Both golf course architect Warren Henderson, formerly of Rick Smith Golf Course Design, and former golf course builder Paul Clute testified against Furness.

Henderson testified that he had approved of the inlet treatment, but that in hindsight he thought Furness' negligence caused the damage. Clute testified that if Furness covered the inlet pipes during construction he should have also armored the back side of drainage swale berms with plastic sheeting or concrete.

Furness' lawyer, Mark Verwys contended that Furness followed standard construction procedures by covering the inlet pipes and that the drainage system designed by Exxel Engineering was deficient.

Following the damage, the Michigan Department of Environmental Quality (MDEQ) forced RVP to make improvements to the existing system.

"We did what we were told to do in the field by the engineer and the architect," said Timothy Furness. "The jury decided that the blame fell on RVP and it's engineer and architect."

Furness believes the jury's decision exonerates his company. "If this had gone against us it would have put us out of business," he said. "But we were always confident that we had done nothing wrong."

AN APPEAL IN THE WORKS?

RVP's lawyer Craig Lubben is planning to file a post trial motion to have the jury's finding set aside by the judge.

"The act of God is an affirmative defense which means it has to be plead and proved by the party asserting it," said Lubben. "In this case, they did not plead that act of God was one of their defenses."

According to Lubben, the next step will be to go back to the judge and ask him to correct mistakes made by the jury. "I anticipate that we will be doing that," he said. "First the judgement has to be entered and then we will file a motion to set it aside. As of now, however, the judgement has not been filed and a hearing date has not been set."

Lubben said RVP is still intent in recovering repair costs and that it has no intention of paying Furness' outstanding fees.

YET ANOTHER LAWSUIT

RVP is also being sued by the MDEQ. The department originally alleged that RVP violated its soil erosion and control permit, but is now seeking damages under a Michigan law that forbids the dumping of toxic substances into Lake Michigan.

Lubben said that case is now in the discovery phase and is scheduled for trial later in the year.

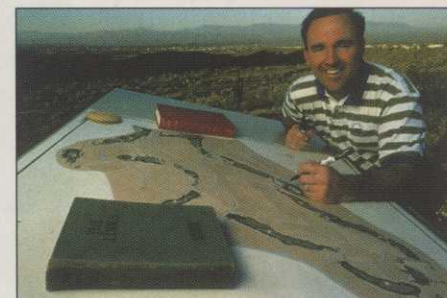
Foster puts final touches on River Marsh

CAMBRIDGE, Md. — Architect Keith Foster is putting the finishing touches on The Golf Club at River Marsh, a public course that will be the centerpiece of the new Hyatt resort property at Chesapeake Bay, located halfway between Annapolis and Ocean City.

"The site embraces a traditional Mid-Atlantic, almost low-country ambience," said Foster. "Vegetation is lush, with oaks and marsh grasses edging the playable areas. Most notable is a lagoon system that winds its way through the entire course."

BRITISH FLAVOR

The par-72 layout will measure 6,950 yards from the back tees. With five to six separate tee locations on every hole, River Marsh will accommodate all classes of players. The tees, fairways and greens will be bentgrass and the



Keith Foster makes final touches at River Marsh.

roughs will be bluegrass.

Classic styling characterizes both the greens and the course's 65 bunkers. Foster shaped the greens to allow for a wide variety of pin placements, yet they are accessible enough for the resort golfer. The bunkers add a British links-like flavor to the layout.

ClubLink raises more than \$65,000 for Red Cross

KING CITY, Ontario, Canada — Over the weekend of Sept. 22-23, ClubLink Corp.'s fund-raising events at 18 of its facilities in Canada raised \$67,534 for the Red Cross. Donations will support American Red Cross relief programs in the affected areas in New York, Washington and Pennsylvania.

The funds raised by ClubLink included money raised in raffles, hit-the-green competitions and silent auctions at Glen Abbey and

ClubLink's other golf facilities.

Golfers played for prizes donated by 13 corporate sponsors, including Air Canada, Panasonic, Spalding Canada, International Management Group, Signature Authentics, Shoeless Joe Restaurants, Newell Rubbermaid, Tilley Endurables, National Hockey League Players Association, Ed and David Mirvish, Molson Breweries, The Toronto Sun and FAN590 Radio.

Hurdzan to receive Rossi Award

LINCOLN, Neb. — The Golf Course Builders Association of America has awarded golf course architect Dr. Michael Hurdzan with its 2002 Don A. Rossi Award.

The Rossi Award is an honor bestowed on individuals who have made significant contributions to the game of golf and its growth, and who have inspired others by their example. In addition to being in-

involved in more than 250 golf course designs, Hurdzan is a past president of the American Society of Golf Course Architects and is a lecturer for the Golf Course Superintendents Association of America and the Harvard Graduate School of Design.

The GCBAA will present Hurdzan with the award at its annual awards dinner at the 2002 GCSAA show in Orlando.

Watson goes down to Ga.

ATLANTA — PGA great Tom Watson has signed on to design The Manor Golf & County Club which will be part of a master-planned community just north of the city. J.D. Brooks and Phoenix Corp. of Georgia are building the 721-acre development. It will be Watson's first course in the state.

Watson, who holds 35 PGA titles including eight majors, only designs two courses a year. The Manor layout will play



Rendering of The Manor G&CC

around numerous ponds and creeks and finish at a Scottish-Gothic style clubhouse. The par-72, 7,200-yard course will be private with play limited to members and their guests.

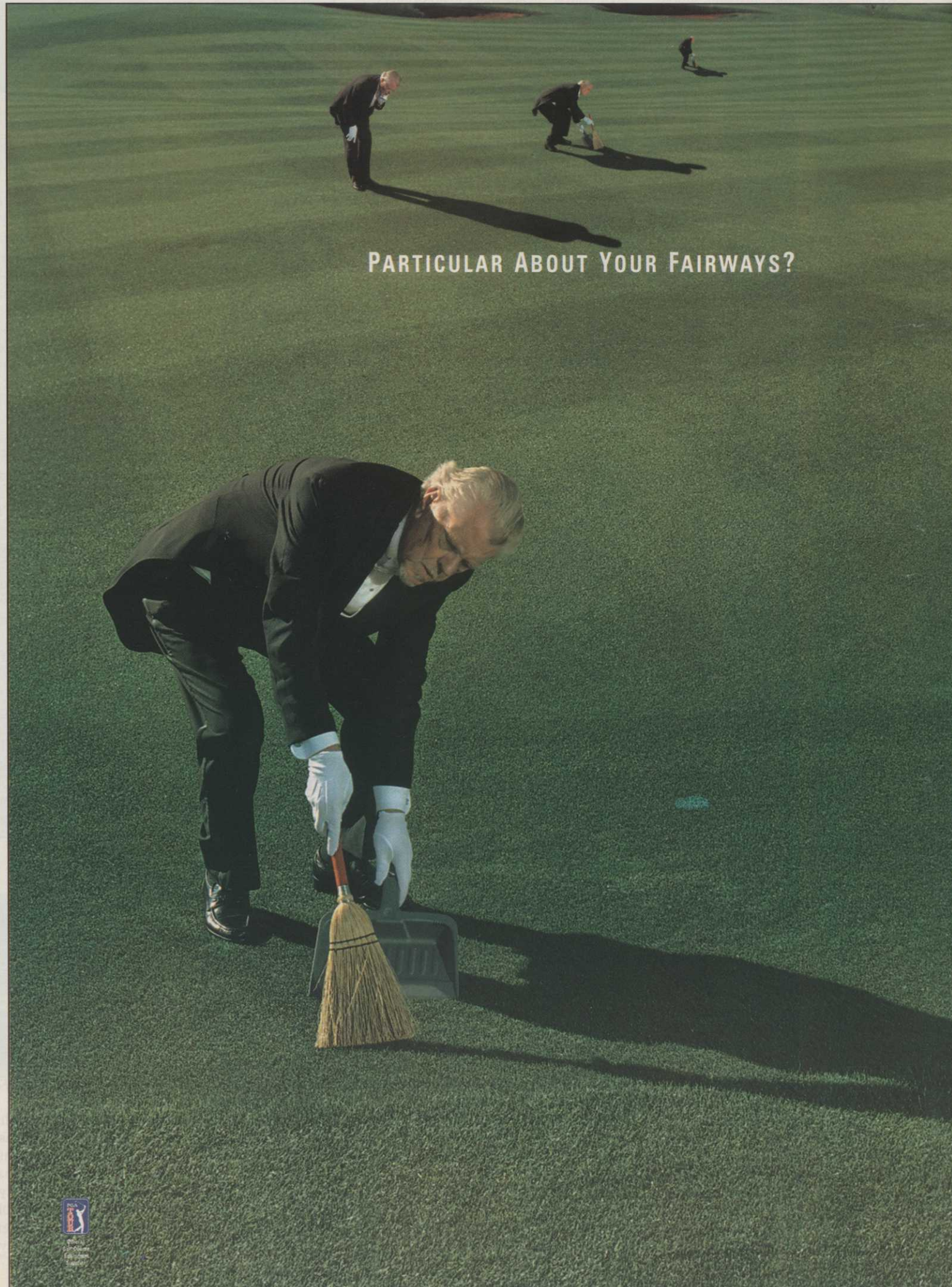
Developers will be constructing a water treatment facility that will process wastewater from the community to near-drinking quality for use by the course and homeowners.

Construction and preselling of lots at The Manor has begun and the golf course is slated to open by the end of 2002.

Peacock earns Leo Feser honor

COLUMBIA FALLS, Mont. — James Peacock, superintendent here at the Meadow Lake Golf Resort, is to receive the 2001 Leo Feser Award at the GCSAA's 73rd Conference and Show in Orlando.

The award recognizes Peacock's article, "John's Golf Course," that focused on a father who built a golf course in his back yard for his son John, who has Down syndrome.



PARTICULAR ABOUT YOUR FAIRWAYS?



Rutgers graduate earns Musser award

NEW BRUNSWICK, N.J. — Stacy Ann Bonos, a Ph.D. candidate here at Rutgers University, has received the Musser International Turfgrass Foundation's "Award for Excellence" for 2001. The honor, presented to a doctoral student of turfgrass science who has made significant and innovative contributions to turfgrass

science research, includes an \$18,000 cash award this year.

Bonos earned her Masters degree from Rutgers in 1997 with her thesis, "Evaluation of Kentucky Bluegrass Genotypes in Response to Summer Stress." Her Ph.D. thesis is titled, "Heritability of Dollar Spot Resistance in Creeping Bentgrass."

Her recent golf course experience included a summer internship and assistance with the Audubon International Sanctuary Certification Program at the Hominy Hill Golf Course in Colts Neck, N.J.

"During her Ph.D. thesis, instead of trying to study in a growth chamber, she took her bentgrass populations to the field and studied them

under summer stresses of New Jersey," said William Meyer, professor at Rutgers.

'GENETIC RESISTANCE'

Bonos will be staying on at the university as an assistant professor, working on research projects like dollar spot resistance in creeping bentgrass and helping with the turfgrass breeding program. "Stacy's current thesis research in studying and developing genetic



Musser Foundation directors H. James Loke, CGCS, (left) and Stanley J. Zontek (right) present Bonos the "Award for Excellence."

resistance to dollar spot disease shows very promising results," said C. Reed Funk, professor at Rutgers.

Bonos has co-authored 28 peer-reviewed scientific papers, progress/field day research reports, extension publications, abstracts and articles since 1995. "The need for the development of improved genetically disease resistant, insect resistant and stress tolerant turfgrasses is important to the advancement of golf courses, athletic fields and landscape management," said Bonos.

"The development of improved turfgrasses can potentially reduce the use of fungicides and insecticides," she added.

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Esler's debut

Continued from page 3

only. Members will have the right to vote for a board of directors, capital improvement projects and other major club matters. There will be no monthly



The Black Sheep GC logo

restaurant minimums, cart fees or similar ancillary expenses.

The 6,200-square-foot clubhouse will have a locker room, pro shop, and a large bar with no kitchen. There will be a barbecue on the veranda and a refrigerator stocked daily with complimentary catered sandwiches.

Black Sheep will only offer golf to its 200- to 250-male equity club members. The male-only restriction is aimed at attracting serious and competitive golfers interested in a club where golf is the only major activity, said Solano.

"There will be no formal dining rooms, swimming pools, or a social calendar to distract from the operation and maintenance of the golf course," he said. "This will make the three-hour round of golf the rule rather than the exception and should eliminate the need for reserved tee times." ■

Change births opportunity

According to many economists, the United States is slipping into a recession. With the stock market down on the year, corporate earnings in decline and consumer confidence steadily dropping, the government has acted by passing a large tax cut and repeatedly cutting interest rates. So far these efforts have fallen flat and the events of Sept. 11 have simply exacerbated an already difficult situation.

What does this mean for the golf course industry?

As *Golf Course News* has reported, there is plenty of hard evidence that the golf industry is slumping along with the rest of the economy. Rounds are down across the country and golf course construction is down nearly 30 percent on the year.

Clearly, this is a time of change for our country, our economy and the golf course industry. With change, however, comes opportunity.

Over the past couple weeks, we have been urged by President Bush, the news media and others to return to "business as usual." If the last couple of years in the golf industry have been the norm, I hope we don't return to business as usual.

Everyone, from lenders to builders to architects and industry suppliers, agrees that the 500-plus new course openings that we have seen in the past few years was an aberration. The "if-you-build-it-they-will-come" development strategy was never sustainable or feasible and many believe that the downturn in construction will allow for a healthier industry going forward.

The slower pace of development will allow existing courses to be absorbed into the market, but more importantly, it should lead to better development going forward. Successful developers will complete more rigorous feasibility studies in order to identify and attack under-served markets.

More efforts also need to be focused on making golf more accessible to more people. Current initiatives to bring more players into the game need to be supported and encouraged.

The American Society of Golf Course Architects is making affordable golf its battle cry, calling for more city- and county-owned courses, par-3 tracks and executive layouts. Through The First Tee, the United States Golf Association's For the Good of the Game grants, the National Golf Course Owners Association's Kids on Course program and other initiatives, work is being done to bring new players to the game.

Recent research by GOLF 20/20 demonstrated that these efforts pay off. Their report showed that adults aged 19-34 who were exposed to golf through a structured junior program are playing 50 percent more rounds and spending 70 percent more on green fees and equipment.

As the golf industry moves back into balance, there is plenty of opportunity out there. Let's take advantage of it.

...

As *GCN* has reported on its Web site and in its e-news in the past month, many in the golf course industry have stepped up to raise hundreds of thousands of dollars for disaster relief efforts. Among them are: Standard Golf, Textron Golf Turf and Specialty Products, BASF, Syngenta, ClubLink, John Deere, the Club Managers Association of America, the Golf Course Superintendents Association of America and the National Golf Course Owners Association. Well done.

Here at *GCN* we'd also like to thank the hundreds of readers who recently took part in our readership survey. The information and comments gleaned from the survey were valuable and will help us shape our editorial vision going forward.



Andrew Overbeck,
editor

What impact will the events of Sept. 11 have on the golf course industry?

By LAURENCE A. HIRSH

As I write this installment of *Market Comments for Golf Course News*, it occurs to me how unimportant golf is in the scope of life. On Sept. 11 while attempting to qualify for the U.S. Mid-Amateur, I observed a fellow competitor on his cell phone, walking the course. Since it's quite unusual to see cell phones at USGA events, I joked to him that he must be having a rough day since he was already calling the office. Little did I know how rough when he informed me of the attacks on the World Trade Center.



Laurence A. Hirsh

Shortly after playing my next tee shot, we were informed that the tournament had been cancelled as a result of the attacks. Walking to the clubhouse, my mind was filled with the same thoughts all Americans had that day: my family's safety, my ability to get home, and "How could anybody do such a thing?" When my thoughts were interrupted by an F-16 flying overhead, it struck me that we were really at war.

After having time to reflect on these events, the President has implored us to get back to work. We have seen an unprecedented one-day point drop in the Dow Jones Industrial Average and many in the golf business are asking what this will do to our industry. Here's what I think:

- With several golf course management companies suffering and round counts down in many markets, operators will continue to dispose of under-performing and undesirably located (not clustered) assets and try to bolster cash reserves.
- As a result of falling interest rates, many new players will enter the market and attempt to take advantage of possibly falling prices. These returnees will include multi-course management firms (those in good financial shape), many individual investors and "Mom & Pop" operators.
- Some course operators (perhaps those who have been around a while) will decide they've had enough, move to retirement earlier and sell their properties.

ABSORPTION PHASE

With rounds down in most markets and construction reported to be slowing, those seeking entry into the business will find opportunity and, like many businesses, the golf industry will begin the upward swing in the cycle. The big question is timing.

In golf, it not only takes time for new supply to be developed, but also for that supply to be absorbed. Right now we are in the absorption phase and many courses built in the past 10 years (or affected competitively by those built in the past 10 years) will assess their performance history; they will consider/evaluate operating practices and possible market positioning. One sector that is entering the evaluation stage are private clubs whose membership has changed, whose facilities have aged and whose revenues have been stagnant or declining. Another sector is upscale daily-fee courses in markets overbuilt with that particular type of facility.

Continued on next page

2001 Golf Course Builders Award applications on the way



Nomination applications for the 2001 *GCN* Builder of the Year award will be mailed to all golf course builders in early November. The award, which recognizes the top large and small builders, is the pre-eminent honor in the golf course construction industry.

GCN encourages all builders to submit their 2001 project portfolio for evaluation. This year's award will be presented in February at the GCBAA's Builders Dinner during the 2002 GCSAA International Conference and Show in Orlando, Fla.

Get more out of *Golf Course News* @ www.golfcoursenews.com

Read this month's stories online at www.golfcoursenews.com. In addition to the November issue, there are numerous resources available on the site. You can search for stories in the *GCN* archives, locate products and companies in the 2001 Buyers' Guide and get information about management companies by surfing the 2001 Management Company List.

At www.golfcoursenews.com you will also find links to breaking news through *GCN*'s weekly e-news updates.

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'Oh, say can you seed'

JAMUL, Calif. — In the weeks since Sept. 11, Americans have been so fervently patriotic that there is a nationwide shortage of flags. Steele Canyon Golf Club, located just outside of San Diego, solved the problem by mowing a pattern of Old Glory into the third hole at its Ranch Course.

Crew member, Arnulfo Sanchez Olvera, came up with the idea, said superintendent Phil Fitzgerald. Olvera picked the third hole at the Ranch Course because the fairway sits 300 feet below the tees, giving golfers an ideal view of the flag. It took him two hours to cut the pattern into the turf using a



A pattern of Old Glory on the recently overseeded third fairway at The Ranch

fairway mower for the stripes and a triplex tee mower for the stars.

Fitzgerald plans to keep the flag mowed into the fairway as long as it looks good.

"We just overseeded with ryegrass so it striped up really well," he said. "I don't know if it will look as good with the Bermudagrass."

— Andrew Overbeck

MAILBAG

Aloha,

The effects of the WTC tragedy have been startling in Hawaii. The economy is dependent upon visitors from abroad. Hotel occupancy levels have dropped from 80 percent to 30 percent in just one week. Golf courses are losing 20 to 30 percent of their business due to the lack of visitors.

We are expecting this to be a long war, but we anticipate people overcoming the fear of flying eventually. Please, if you take a vacation, come to Hawaii!

*Mahalo,
Ron Huffman
Director of Golf
Coral Creek Golf Course
Oahu, Hawaii*

Hirsh on impact

Continued from previous page

NARROWING THE GAP

Putting the markets now out of balance back into balance will take time.

As we wrap up the fall season, it seems as though some operators are ready to sell properties in anticipation of seasonally declining revenues. Of late, there has been a reluctance of sellers to accept what they feel are artificially low prices, resulting in a gap between buyers and sellers. My sense is that some sellers seem more ready to move now in order to dispose of unwanted assets. In the golf industry's game of "wolf" it seems like sellers may be the first to cry, thereby closing the gap that has existed for the past eight to 10 months and, frankly, precluded many deals from happening.

Much like the stock market, the golf market is in a "correction" from the high prices of 1997 and 1998. Like many industries, those with sound fundamentals and strong reserves will survive; the others will be absorbed by the strong. As usual, there are strong markets with much opportunity and some that are saturated. Those investors who do their homework will remain a step ahead of the rest. ■

GOLF COURSE NEWS

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BRIEFS

TULLY NAMED SUPERINTENDENT AT KEMPER LAKES GC

NORTHBROOK, Ill. — KemperSports Management has named Dan Tully superintendent at Kemper Lakes Golf Course in Long Grove, Ill. The Chicago-area native has over 15 years of experience in the golfing industry. Since January of 1998, Tully has been superintendent at the 27-hole, 650-acre White Hawk Country Club in Crown Point, Indiana. He also has worked at the Michael Jordan Golf Company in Aurora, Ill.



Dan Tully

DELHI COLLEGE RECEIVES NYSTA SUPPORT FOR LIBRARY

DELHI, N.Y. — The New York State Turfgrass Association has contributed \$2,000 in support of reference materials for students of Delhi College's golf, turf management and landscape programs. The collections of materials will be available to students at the university's Resnick Library. According to Dominic Morales, dean of Applied Sciences, the grant is a good start in developing a resource room dedicated to students of these majors. Industry support has played a key role in the development of golf-related programs at Delhi. The college receives over \$100,000 in equipment and supplies for student use each year from the industry, along with more than \$15,000 in scholarships.

SEVERANCE JOINS CRYSTAL MOUNTAIN

THOMPSONVILLE, Mich. — Scott Severance has joined Crystal Mountain here as the new superintendent. He will be responsible for managing turf conditions and maintenance on the facility's two golf courses and the Crystal Mountain Golf School's 10-acre practice center as well as overseeing renovation work being done on the resort's Betsie Valley layout. Severance previously held a superintendent position at the Florence Country Club in Florence, S.C.



Scott Severance

EDITORIAL FOCUS: Irrigation & Pump Stations

Technology and innovative ideas drive new irrigation product development

By JOEL JOYNER

RIVERSIDE, Calif. — The golf course irrigation industry has sunk millions into research and development to bring to market a slew of new products and services designed to improve efficiency, conservation and ease of operations.

Superintendents are continuously striving to conserve water and energy. Applying the right amount of water to turf where they need it, when they need it, is essential to course operations. Irrigation supply companies are looking to assist those efforts by developing products like wireless rotors, handheld control devices, upgraded central control systems and advanced software.



Toro's 720G

Headquartered here, the Toro Co.'s irrigation division is preparing to launch its first line of new sprinklers in 10 years. The 800 series will eventually be replacing the 700 series line and offers new features like a low-power solenoid.

TORO

"It requires less than half the amperage that the current solenoid requires," said Kristina Spindler, golf marketing manager for irrigation. "It means that golf courses can run more heads simultaneously than what they could before. Or they can reduce the



Toro's new 800 series sprinkler head

size of their wiring."

The product also has more than twice the surge protection, according to Spindler. "Many currently offer up to 7,000 volts of protection. This product has been tested up to 20,000 volts and has yet to fail," she said.

Another new sprinkler, released last month, is the 720G series. "It doesn't spray as far, and superintendents can adjust the trajectory," said Steve Snow, director of golf renovation and sales. "It provides more precision and control.

"They can dial in the amount of water to be used, the trajectory and radius of the sprinkler with a twist of a screwdriver," explained Snow. "It's perfect for tee boxes, between cart paths and greens and where superintendents need to water 15 feet to 20 feet rather than 60 feet."

SIGNATURE CONTROL SYSTEMS

Signature Control Systems, based in Irvine, Calif., is working to release software that integrates irrigation into more areas of the golf course. "We're now looking at our equipment as more of a management integrator rather than just an irrigation controller," said Bruce Smith, president.

Fertigation injection system software has been in testing for close to a year and is scheduled to be released toward the end of December. "It's capable of handling nine hole courses right through to 36-hole sites," said Smith. "As long as



Rain Bird's Freedom Pad pocket PC

Continued on page 12

Floodgates open in Conn. for permitting, water conservation

By JOEL JOYNER

FARMINGTON, Conn. — Superintendents here and across the state are getting another chance to comply before officials crack down on courses without water diversion permits.

The floodgates opened when a new Public Act for compliance was passed by the Connecticut General Assembly. It involved golf courses that use a private water supply for irrigation and have not registered for state permits for water diversions.

The Connecticut Water Diversion Policy Act, first initiated in 1982, requires any person or municipality pumping more than 50,000 gallons of ground or surface water a day to register each diversion. The state's Department of Environmental Protection estimates that there are at least 75 golf courses throughout the state — old and new — diverting water without authorization.

If courses fail to at least begin the application process by July 1, 2003, officials are going to get tough — threatening a variety of enforcement actions. "Our intention is to reach out to superintendents and help them understand what they need to do to comply — without penalty — with newly enacted state laws," said Carla Feroni, environmental analyst for the Inland Water Resources Division of the DEP.

COMPLIANCE IS NO PICNIC

Unfortunately, even voluntary compliance is no picnic. Superintendent Tim O'Neill at the Country Club of Darien first became aware of his club's need for a water diversion permit in July of last year when



Tim O'Neill

Continued on page 11

So-called 'native' plants offer no guarantee of water conservation

TEMPE, Ariz. — Superintendents take note: using plants identified as 'native' may alter your water conservation objectives.

Reported studies from the American Water Works Association Research Foundation and plant biologists at Arizona State University here both found that so-called xeriscape or native landscapes were actually receiving more water than traditional style landscapes.

ASU scientist Chris Martin, Ph.D., found that desert plants such as acacia, brittle bush, creosote bush and mesquite could use two to three times as much water as flooded alfalfa or turfgrass.

According to the findings, the problem is not necessarily with the plant, whether it's a desert plant or lawn, but with watering management

practices. Desert plants survive because they are capable of absorbing large amounts of water very quickly in order to survive in an area with infrequent rainfall.

When landscape water is made available, most plants act as "water pumps" and absorb the resource rapidly while growing at tremendous rates.

The studies recommend that landscape managers learn the growth cycles and true water requirements of managed plants to conserve water effectively.

According to researchers, even properly established turfgrass can survive on very limited water if it is allowed to go dormant during hotter, dryer times of the year, as long as the plant's crown is kept hydrated with as little as one-quarter inch of water a week.



Superintendents should embrace Hispanic workforce

By KEVIN ROSS

As the labor market continues to tighten, more golf courses are relying on Hispanic labor for staffing needs. As this trend continues, course operations must develop relations that will ensure a cohesive, hard-working team.

An important factor is integrating Hispanic crew members into the overall operation and making them feel comfortable. Also, taking time to recognize cultural differences will benefit both workers and employers.

Here at the Country Club of the Rockies, I have created a system that pulls from both my working knowledge and ideas gleaned from other superintendents.

GOLF LESSONS

Educating Hispanic staff about golf will not only teach them the game but will also increase their understanding of their duties on the course.

The best way to do this is to have your professional golf staff give an employee golf clinic. Our clinic is lead by our director

Continued on page 12

GOLF COURSE NEWS

Tools of the Trade...at Ted Pegram's Bermuda Run Country Club

BERMUDA RUN, N.C. — Ted Pegram started his career in the family landscaping business when he was five years old after his father sawed the handles down on a shovel and rake for Ted and his brother. Now he's director of grounds here for the Bermuda Run Country Club.

Located just west of Winston-Salem, the Bermuda Run Country Club is situ-



Pegram stands next to the club's fountain which he designed in 1998.

ated on 1,000 acres offering two 18-hole golf courses — Bermuda Run and Bermuda Run West. With a staff of about 35 people, Pegram maintains over 500 acres of golf course, manicured landscape and wetlands as well as the grounds at the owner's retirement resort, hotels and nursing homes.

EXTENDING GREENS

Pegram's current upgrading project involves extending the ninth and 18th greens on the original Bermuda Run course. "In the past, members complained of too much slope," he said. "We used Basamid granules to gas the backs of these greens and started seeding them in 10 days later. We did tarp the areas for 24 hours following the Basamid application, since we're closed on Mondays, and play resumed with very few problems."

Ten feet was added to the back of the 18th green to add five more possible pin

placements. "We installed annual mist heads around them to keep seeds and seedlings moist and to decrease erosion," said Pegram. "We hope to get a couple of years out of it to put rebuilding on the back burner and to please members quickly with little disruption."

PRACTICE ARBOR

The club owner, Don Angell, didn't like the idea of metal hitting cages for the club, so Pegram devised the idea for a practice arbor. "It was actually less expensive and a lot more fitting than the metal cages on the market," explained Pegram. Located at the BR West facility, Wisteria vines will grow to help cover the arbor by next year, according to Pegram.

The resort has hosted The Crosby Invitational Celebrity Golf Tournament since 1986. "The tournament is the largest charity sporting event in the nation," said Pegram. "I'm currently making plans to host a Senior Tour event here in May 2003.



Pegram added 10 feet to the back of the 18th green on the original Bermuda Run CC.

"I have a great staff here, and I get along extremely well with upper management," he added. "I realize that could change overnight, but I'm enjoying it now. I hope that when I leave here, I'm known for my flowers and aesthetics as well as my greenkeeping capabilities."

PEGRAM'S TOOLS

GREENS MOWERS: Toro, 4 riding/18 walking

TEE MOWERS: 3 Toro

FAIRWAY MOWERS: 3 Ransomes, 2 Toro

ROUGH MOWERS: 2 Jacobsen, 1 Toro

RIDING BUNKER RAKES: 3 Toro

TURF UTILITY VEHICLES: 6 Carry-all, 3 Toro Workman

VERTI-CUT REELS: 1 Toro Triplex

AERIFIERS: 2 Toro walking, 1 John Deere Aercore

TOPDRESSERS: 1 Toro Tagalong, 1 walking

Metermatic

GROOMING REELS: 1 Toro Triplex

TOURNAMENT SPEED ROLLER: Toro Triplex

REEL GRINDER: Foley

BEDKNIFE GRINDER: Foley

IRRIGATION PUMP STATION: 1 GSI, 1800 gpm; 1 Berkley, 900 gpm; 1 Flowtronex, 500gpm

IRRIGATION SYSTEM: Toro

GOLF CAR FLEET: Club Car, electric

FLAGSTICKS: Lesco

COMPUTER & ACCESSORIES: Toro SitePro Central, Trims 2000 software

PRIMARY HERBICIDE: MSMA/Trimec combination

PRIMARY INSECTICIDE: Talstar

PRIMARY FUNGICIDE: Allictte/Fore combination

PRIMARY SLOW-RELEASE FERTILIZER: AgriTurf (Lange)

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OUT: Water

OLDEST PIECE OF EQUIPMENT: Jacobson gang mower, 20 years old.

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ANNUAL ROUNDS OF GOLF: 25,000

NORMAL GREEN SPEED: 8.5' to 9'



Wisteria vines will grow to help cover the BR West's practice arbor by next year.

Environmental Golf adds Ledges Golf Club

CALABASAS, Calif. — Environmental Golf has signed a multi-million dollar golf course maintenance contract with the Town of South Hadley, Mass., for the city-owned Ledges Golf Club. Opened to the public in August, the par 72, 6,507-yard Ledges layout is an 18-hole



design by the Howard Maurer Design Group. The five-year agreement covers agronomic resources and maintenance on the course as well as the club's landscape and includes a fixed fee for grow-in services. Superintendent Mike Jordon, who has overseen the grow-in, will head up the maintenance team at the Ledges. The course is the third property in Environmental Golf's Northeast portfolio.

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How do I control grubs?

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GOLF COURSE NEWS
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

Longaberger Golf Club earns Audubon certification

Course uses storage tanks to filter runoff water

BY JOEL JOYNER

NASHPORT, Ohio — The Longaberger Golf Club, located here some 45 miles east of Columbus, has become the first course in the state and one of 22 courses nationwide to earn certification as an Audubon International Signature Sanctuary.

"The golf club staff has been focused on meeting the certification standards for more than four years," said Tami Longaberger, president and CEO of the Longaberger Co. that manufactures handcrafted baskets.

The property covers 550 acres of which, including native grass areas, some 175 to 200 acres are maintained, according to superintendent Mark Rawlins.

Dealing with drainage issues at the course was one of the biggest challenges. "The course is fairly hilly, and part of the certification program is being careful of where you route the drain tiles," said Rawlins. "There were seven locations on the course, five greens and two sets of tees, where we had no option but to run drainage into a stream or pond."

500-GALLON SEPTIC TANKS

After discussing the situation with Dr. Bud Smart, who works with Audubon In-

ternational, Rawlins discovered that a course in Arkansas used storage tanks to filter runoff water.

The course also has a wash-water system



Mark Rawlins and Nancy Richardson, director of the signature program, view the stream on hole 11 on the day of the final environmental audit.

that uses charcoal filters to help recycle water that has been used to rinse off maintenance equipment. "What we ended up doing was installing these 500-gallon septic tanks with a dividing wall in it with a small hole at the bottom of the wall," said Rawlins. "On the one side, we placed gravel and charcoal so that the water would have to filter through it before entering a body of water."

The seven tanks are placed two to three

feet below ground level, and grates above the tanks allow access for inspections and to take water samples. "The water put into our ponds and streams is better than the water coming onto the course," Rawlins said.

The course also uses organic fertilizers like Nature Safe and Roots products to reduce leaching and runoff. "We've also established no spray zones around our ponds, streams and wetlands," said Rawlins. "As far as pesticide and fungicides, we do a lot of scouting and go curative as much as possible.

"Some things like dollar spot you almost have to go preventive," he said. "But we wait until we actually see spots before we spray our fairways. Dollar spot is always a nagging problem for us. Fortunately, we have L-93 on our greens which is pretty resistant."

WILDLIFE

Several deer and an abundance of Redtail hawks share the property. "We have two young hawks that we watched mature and leave their nest," Rawlins said. "They're still hanging around."

The Ohio Department of Natural Resources visited the site and documented wildlife prior to construction. As far as environmental impact, Rawlins believes it has been positive. "We're attracting more wildlife," he said. "We put two ponds on the

property which attracts mallard ducks, wood ducks and a variety of waterfowl."

The course currently sports 35 bluebird nesting boxes. "In the last couple of years, we've had close to a 100 bluebirds fledged on the property," said Rawlins. A member of the maintenance staff built about 25 of the bird houses.

LOOK, THINK AND DO CLUB



Looking out across pond on the 8th hole

Longaberger sponsors the Look, Think and Do club that encourages children to visit various properties owned by the company to search for insects, birds and other wildlife.

"The golf course is one area they visit," Rawlins said. "We give them a tour, and one group of kids were out here the day we saw the two baby hawks leave their nest."

"We've also had Cub Scouts out on the course, and this spring they monitored our bluebird houses for us," he added.

Guidelines help beat effluent odds

By HAL KILPATRICK

In recent years, the use of effluent water for golf course irrigation has become the rule more than the exception. Five years ago, the use of effluent affected only about 30 percent of the golf course irrigation systems we designed. This year, nearly 90 percent were required to make use of effluent.

For many golf course projects, the reason for using this water is clear, but the understanding of how to implement its use

is an entirely different matter.

The biggest mistake that I see golf course personnel make is entering into an agreement with the effluent provider before there is a full understanding of the course's irrigation requirements. This can create a serious problem between supply and demand, particularly for a new golf course project.

To help navigate through the process, it's wise to consider a few guidelines.

- Use experienced professionals —

First, courses should involve an irrigation design firm before you negotiate your agreement with the effluent provider. Since this water will be used for irrigation, courses will need an experienced professional to evaluate the needs of the irrigation system and determine the best way to receive and store the effluent.

- Insist on random testing — In my experience, effluent providers will test the water at a set time when they know all of the parameters are in the acceptable ranges. This does not necessarily insure the water quality that you will receive. If your pro-



A storage tank keeps a ready supply of effluent.


vider will not agree to random testing, at least insist on the test being done just prior to the delivery of the water. This information should be provided daily to the course superintendent. The main water quality concerns courses will be looking at are biological and agricultural.

The main biological concern with effluent is the treatment level. The level for irrigation use should be at least "secondary." This is usually considered "IQ" or irrigation quality water and is considered safe. The most advanced treatment is "tertiary." This follows many of the same treatment processes as drinking or "potable" water. Superintendents should be most concerned about sodium and carbonate levels because they affect turf growth, soil structure and soil pH.


- Delivery and storage options — Effluent is supplied in several different ways. The most common is the gradual delivery of water over a 24-hour period. This water is stored in a lake or a tank located on the golf course. On average, the effluent supply rate is generally half of the gallons-per-minute (gpm) rate that the irrigation pump station discharges at full capacity.


Storing the effluent in a lake on site is preferred. This will create a buffer between the daily irrigation water and the typically lower effluent supply rate. Also, this will give the staff the ability to evaluate the water quality and address any problems before you distribute the water throughout the course.

Continued on page 27




"Our SyncroFlo pump station is a really great piece of machinery, I can rely on it completely."
Sean Duffy — Golf Course Superintendent





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The Golden Bear Club at Keene's Point

Conn. water

Continued from page 8

he went before his local environmental board to gain approval to expand his existing irrigation water holding pond.

"We had no idea a water permit was required by law," said O'Neill. "One of the worst parts was learning that it may take three years to go through the full permitting process and run \$30,000 to \$40,000 in engineering fees."

So that the CC of Darien could continue to irrigate for those three years – without a permit – they signed a consent order to abide by a series of conditions:

- Limit the course's water use to 288,000 gallons a day;
- Meter and record water use on a daily basis from all water diversions;
- Provide pumping records and progress reports to the DEP annually;
- Retain a consultant during the consent order; and
- Conduct environmental analyses and evaluations.

The analyses and evaluations required: evaluating the impact, if any, on the fisheries habitat in the Goodwives River which flows through the property; conduct a hydrogeologic analysis of any existing well or proposed well to ensure it poses no threat to surrounding homeowner wells; and provide a comprehensive evaluation of the irrigation system, documenting water use needs as well as a conservation plan. The consent order also requires that the DEP be allowed to visit the golf course at any time to review records.

BEST MANAGEMENT PRACTICES

As challenging as the permitting process is, superintendents in the state have not been daunted. At a conference held in October at the Country Club of Farmington, information was made available on the state's water resources and how water diversion legislation will affect Connecticut golf courses.

Attendees also heard presentations about hydrology, efficient irrigation and irrigation system audits, the DEP permitting process and how to hire a consultant. The DEP's newly drafted Best Management Practices (BMP) was also made available for comment.

Heather Garvin, superintendent at the Canton Public Golf Course, was one of the four superintendents on the committee that developed the BMP document. "It originally was about conserving water, but we also added information on maintaining water quality," she said.

The committee was made up of DEP staff members, irrigation engineers, educators, and environmental associations and consultants, according to Garvin. "We provided input on how we use

water on a golf course, the cultural practices, and how we can save water through our management practices," she said. "The document is to be a tool for golf course superintendents to use, and our participation was to make sure it was focused towards us."

Though comprehensive, the document shouldn't be considered a final work, said Garvin. "In a couple of years, or maybe annually, I'd like to see it updated," she

said. "Especially when we get feedback from superintendents or as new technology becomes available to us."

COMPREHENSIVE FOCUS

John Ruzsbatzky, superintendent here at the CC of Farmington, also was on the committee. "The document concentrates on both the supply and demand side of water quantity, and water quality covers everything from evaluating the conditions that exist on a golf course

right down to spill response and waste management plans," he said.

"A lot of the issues in the BMP are fairly consistent with Integrated Pest Management practices," said Ruzsbatzky. "The research was in-depth, including investigating what other states had implemented and the broad scope of the people involved on the committee."

At the CC of Farmington, which obtained its water diversion permit

back in 1983, the new legislation has proven to be a logistical issue. "We're constantly making upgrades to our existing irrigation system," Ruzsbatzky said. "The DEP is making a friendly push to have people come in to compliance rather than going out and targeting those who are not in compliance." ■

Portions of this article were previously published in the Metropolitan Golf Course Superintendents Association's Tee To Green magazine, July/August 2001 issue.

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Irrigation

Continued from page 8

there is a pipe in the ground with water in it, we can put fertilizer in it."

There are superintendents across the nation professing that fertigation is the next step for agronomic engineering, said Smith. "Fertigation is a very sophisticated entity," he added. "It's very well to have a product, but without an experienced user there could be trouble."

Once established, the fertigation system can literally be put on autopilot and run, according to Smith. "But there's a lot of education provided up front," he said.

Costs are dependant on the size of the site and the fertilization regime the operator wants



Rain Bird's RVDU

to maintain. "It can range from less than \$10,000 upwards to \$25,000," said Smith.

RAIN BIRD

The new wireless rotor by the Rain Bird Co. is set to be released in coming months. It will be a first generation product that communicates from a central control or hand-held unit without the use of underground wiring or additional satellite controllers.

The wireless rotor operates through a commercial paging system. "The electronic board is inside the head of the rotor," said Paula Knop, rotor brand manager. "There will be a small monthly cost paid to individual paging companies, and it will operate like a hand-held pager. There are around 700 to 800 heads that can operate off what we call a cap coder which is basically a pager number."

As far as storage capability, a superintendent may program the rotor to a 14-day schedule retaining up to 16 start times per day, according to Knop. "There's been discussion on the costs, but there hasn't been a price release yet," she said.

New accessories and mobile devices also have been added to Rain Bird's central control product line. The Freedom Pad pocket PC allows activation of the system from anywhere on the course with a range of two-to-five miles depending on terrain.

"It includes a map of the layout that allows a customer to identify a specific sprinkler, take notes, and make adjustments to the main central control system database," said Pat Loper, manager of central control. "When they return to the office, they drop the device into its cradle where it automatically makes the changes to the database."

The product has a list price of \$5,000 and was made available in September. Another product called the Remote Video Display Unit [RVDU] functions like the Freedom Pad but works in real time. "It offers a larger screen

and can be mounted to a maintenance vehicle," said Loper. "The exchange of data occurs as you are in the field."

The cost is between \$10,000 and \$15,000, according to Loper.



Hunter's Genesis III site map

"We have them at pilot sites today, and we anticipate having them at full release for the GCSAA show in Orlando."

HUNTER GOLF

The continuation of the 800 series is one of the main projects for Hunter Golf - in particular the 870 sprinkler. A glimpse of the product was shown at the



Hunter's 870 sprinkler

GCSAA show in Dallas this year, but now it is in full production.

"It's the first gear-driven, electric valve and head where everything is serviceable from the top without disturbing the turf," said Rich Dunn, product manager.

"The inlet valve, pop-up riser, Continued on page 27

Embracing Hispanic workforce

Continued from page 8

of golf and his assistants. The clinic is taught on the driving range with all staff being required to attend. It starts with a group discussion of the golf swing. Then individual attention is given analyzing everyone's swing while hitting balls. After the instruction is complete, the staff is allowed to stay on the range to hit balls and practice.

The true impact of this clinic can be measured in the days ahead, as many lively discussions in the lunchroom involve who hit the ball the farthest, who took the biggest divot, and who has the best swing.

In October, our club has one day set aside for a complete staff tournament. All departments are divided in a scramble format with dinner and prizes following golf. Each member of the foursome is from a different department, so everyone can get to know each other over the years.

THE LITTLE THINGS

Investing time in the little things can go a long way in maintaining crew relations.

- Break down the language barrier. For those who can't speak Spanish, you can show your dedication to the staff by

continually improving your Spanish speaking skills. This works both ways. Hiring someone to teach your staff English or simply having a word-of-the-day can improve communication. You can also give them incentive to learn English by increasing wages to



Workers learn the game at Ross' course

those who show improvement.

- Many course operations are arranging housing in advance for the Hispanic staff. Some operations even pay for the housing as part of their compensation package.

- A separate conference and training facility offers a great place for the crew to be educated, in a private setting, concerning the work requirements of the job. Spanish training videos are also a great way to bridge the language barrier while showing concern for employees' proper job execution.

- Providing shirts, windbreakers, pants, hats and rain gear are a great way to build morale. This year at my club our Hispanic employees chose the style of golf shirt for the season's uniforms. Having this type of input contributes to a team feeling.

- Each employee should Continued on next page

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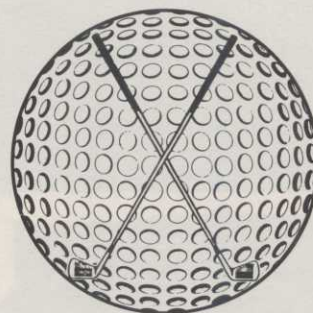
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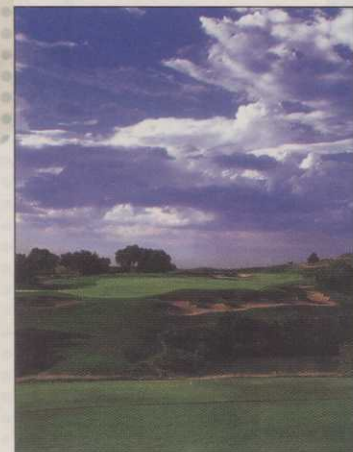
Pesticides

Continued from page 1

treated with pesticides. "Normally, if clippings are scattered over existing turf areas, the pesticides degrade relatively quickly," said James Snow, national director of the USGA Green Section in Far Hills, N.J. "The one thing not to do is dump clippings into ponds or streams."

RECYCLE AND REUSE

For the most part, golf courses return clippings to the soil to be recycled by soil microbes, according to Todd Lowe, USGA agronomist in Hobe Sound, Fla. "Clippings are removed from greens only on most courses, but the topic of clipping disposal is an especially important issue around



A view of the sixth hole at Colbert Hills

equipment washing facilities."

More and more facilities are installing systems that separate clippings and recycle and reuse the water following a filtration and treatment process. "The clippings can then be transported to a compost heap to recycle nutrients back to the environment," said Lowe.

Dave Gourlay, course manager here at the Colbert Hills Golf Course, makes use of Landa's Waterstax wash-water treatment system to reduce potential runoff of pesticides when equipment is cleaned at the facility.

Team building

Continued from previous page

have his or her own locker. Also, putting the employee's name on the locker instills a sense of belonging.

- The typical American lunch, sandwiches, is no match for the elaborate dishes of the Hispanic workforce. Their lunches are more like most American's dinners. Having a minimum of three microwaves and sufficient refrigerator space available is a big plus.

- Taking yearly crew photos and displaying them in the lunchroom is a nice touch. We have our crew photo enlarged and give one each to the staff members. The staff takes these photos home and can explain to their family about the people they worked with and about the work they did. ■

GOLF COURSE NEWS

"We have a contained wash pad station that was installed when the course was built," said Gourlay. "The Waterstax unit uses a process called bioremediation to treat the wash water."

After equipment used on the course is washed, the system removes dirt and turfgrass clippings. "The wash water is then treated with a solution of microbes that break down the waste into carbon dioxide and water," Gourlay said.

The water enters a separate tank and is further cleansed with aeration and additional treatment before it's made available for reuse. "It's capable of treating a thousand gallons a day at a rate of 15 gallons per minute," Gourlay said. "The grass clippings are either dried and redistributed to the course or composted."

PERSISTENCE OF PESTICIDES

Gerald Stephenson and colleagues at the University of Guelph

in Guelph, Ontario, Canada, published a study on the persistence of pesticides in turfgrass clippings this summer. Stephenson recommends not to collect clippings for composting for about four weeks following pesticide treatments.

The research focused on 2,4-D, Mecoprop, Dicamba, Chlorpyrifos and Chlorothalonil in controlled "once-loaded" and "multiple-loaded" compost scenarios.

"Basically, we treated a large



A view of the 7th hole at Colbert Hills

area of turfgrass with these different pesticides, and then we harvested a large quantity and mixed

Continued on page 27

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 - H. Architect/Engineer
 - I. Research Professional
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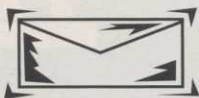
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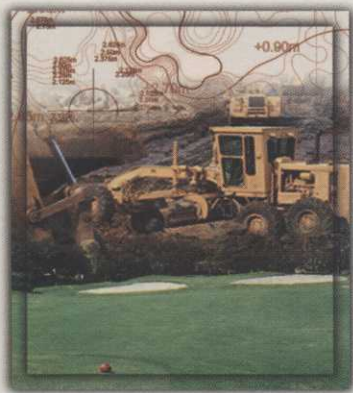
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We're dedicating our December issue to profiling the people who are making the news in the golf course industry in 2001.

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BRIEFS

HEARN, GOLF SERVICES GROUP UNDERWAY AT MILL CREEK

CHURCHVILLE, N.Y. — Mill Creek Golf has started work on its new Championship Course, a high-end, semi-private golf club that will join its extensive practice facility at the Mill Creek Golf multiplex. Designed by architect Raymond Hearn, the Championship Course will be a par-72, 7,000-yard, links-style layout. The course will be built upon a unique drumlin that bisects 320 acres of natural rolling hills and will feature fescue roughs, creeks and bentgrass greens. A preview opening date is set for late summer of 2003 with the grand opening scheduled for spring of 2004.

NELSON TO COMPLETE PUAKEA LAYOUT

KAUAI ISLAND, Hawaii — Puakea Golf Course, owned by America Online founder Steve Case's Grove Farm Properties, is finally expanding to a full 18 holes. Groundbreaking on the daily fee course, managed by Billy Casper Golf, is scheduled for this winter. Golf course architect Robin Nelson, who designed Puakea's first 10 holes, is completing the remaining eight holes, with modifications to his original design. Set in lush landscape adjacent to the *Jurassic Park* movie set, Puakea is located on the former Grove Farm sugar plantation on Hawaii's Kauai Island.

Tripp Davis teams with Craig Stadler in Colorado

By ANDREW OVERBECK

GRANBY, Colo. — The development boom in Colorado is continuing here with the construction of the \$420 million Grand Elk Ranch and Club. The 520-acre mountain resort community will include 800 residential units, a 35-acre retail center and a variety of recreational facilities.

However, the centerpiece of the community will be an 18 hole golf course designed by Tripp Davis and Associates and PGA Tour fixture Craig Stadler.

While Stadler's schedule is still geared towards making a living as a professional golfer, he is now a resident of Denver and has visited the course site several times so far.

"He has made every effort to get up there," Davis said. "A couple of weeks ago he went up there and I told him to take some notes and send them back to me. No one was around because it was a Sunday so he sent me notes on a golf ball box that he had ripped up so he could write on it."



Builder Joe Neibur, PGA Tour veteran Craig Stadler, and architect Tripp Davis on site at Grand Elk Ranch and Club in Granby, Colo.

Grand Elk LLC and golf course builder Joe Neibur struck the deal that paired Stadler with Davis. Neibur, who is building the course, is also a part owner in the venture.

A COLLABORATIVE EFFORT

"Stadler has been great to work with," said Davis. "It is a pretty collaborative effort."

Construction of the course, which sits in the Frasier River Valley, is well underway with shaping completed and workers putting the finishing touches on greens and green surrounds before the winter weather hits.

HUGE MOUNTAIN BACKDROPS

"For a course in the mountains,

Continued on page 19

Rick Jacobson on design fast track

By JOEL JOYNER

MIDDLETOWN, Md. — Chicago-based golf course architect Rick Jacobson has been on a fast track to meet the demand in Jacobson Golf Course Design's three key markets: the Mid-Atlantic, Northeast and the Midwest regions.

Having won the bid to provide an affordable, upscale 18-hole golf course for the Lower Makefield Township in Bucks County, Penn., just north of Philadelphia, the design firm is busy putting together a master plan. The course, yet to be named, is Jacobson's first in the Philadelphia area.

The par-72 layout will have multiple sets of tees ranging in length from 4,900 to 7,000 yards. "We're currently putting together a budget and doing a lot of diligence work relative to water availability and the underlying geology of the site," Jacobson said. "There is rock in the area, and we're busy massag-



Jacobson on-site

ing the budget to make sure the project is viable from a financial standpoint."

As far as demographics, the course is well positioned, according to Jacobson. "Within a block of Interstate 95, on the Pennsylvania side of the Delaware River, you're at the site," he said. "Philadelphia is listed as number three in a recent ratings where the supply of golf facilities does not meet demand."

The 166-acre site is a gently rolling, partially wooded tract of former agricultural property that features elevation changes of up to 100 feet and a small stream that flows along the northern boundary. An existing stone farmhouse will be preserved

Continued on page 18

Rookie architect Lennie Myshrall bursts onto design scene at Fox Ridge

By JOEL JOYNER

AUBURN, Maine — Situated here on more than 200 acres of what was once rolling farmland, the daily-fee Fox Ridge Golf Course opened here in late summer. The layout, which stretches to almost 6,900 yards, was the first complete design for architect C. Lennie Myshrall.

"I've assisted on a couple of course designs such as the addition of nine holes at the Boothbay Country Club [Maine], but this is my first official design," he said.

Myshrall, who owns Horizon Golf Course Construction based in Freeport, built the course with his partner, Fox Ridge superintendent Edmund Michaud, and holds a 29 percent interest in the development. "We tried to make every hole different," said Myshrall. "I've found it to be boring playing courses where holes look the same."

CORNISH AS CONSULTANT

Costs for the project came in around \$3.5 million, said Myshrall. Golf course architect Geoffrey Cornish out of Amherst, Mass., visited the property three times during the construction as a consultant. "I've worked with Mr. Cornish on about 10 projects altogether," said Myshrall. "He did the consulting work for me as a favor."

The Fox Ridge layout takes up a large portion of the property, and includes a driving range located across the street from the clubhouse. "But we've saved room for a nine-hole, par-3 course that's already been designed and will be laid down either next year or the year after," said Myshrall.

In order to keep initial construction costs down, only 24 bunkers and two sierra-type waste bunkers currently exist on the course, said Michaud. "We still



The sixth hole at Fox Ridge Golf Course

have about 20 to 30 fairway and greenside bunkers to add," he said. "We also wanted to do it like the old timers and watch the course a couple of years to see exactly

where bunkers needed to be."

CHALLENGING LAYOUT

According to director of golf Michael

Continued on page 19

GOLF COURSE NEWS

Nicklaus brings affordable golf to Silicon Valley

By DOUG SAUNDERS

SAN JOSE, Calif. — Jack Nicklaus' latest daily-fee facility, the Valley Course at Coyote Creek Golf Club, opened for play here this summer, installing the final piece of a 36-hole complex developed by Castle & Cooke Golf Properties.

The new layout joins the Tournament Course, a Nicklaus signature layout that debuted in 1999, which hosts a Senior PGA Tour event — the Siebel Classic — every March.

The creation of these two courses on a 2,000-acre site — just minutes from the nerve center of the “new economy,” Silicon Valley — was actually the solution to a pressing problem for Castle & Cooke: the need to upgrade an existing course on the property.

OLD RIVERSIDE COURSE

Castle & Cooke has owned this property for decades and built the original Riverside Golf Club here in the 1950s. After developing the top-flight Tournament Course here, the company decided to renovate the Riverside course. However, there were some roadblocks.

“This piece of property had been determined to be an ‘urban preserve,’ which limited the ability to develop home sites,” explained Gordon Carter, vice president and general manager of Castle & Cooke Golf Properties. “The local planning boards were more receptive to the idea of a golf expansion. By renovating the original golf course and adding another upscale public facility, we felt we could fill a desperate need in the southern part of the Bay Area.”

BRINGING NICKLAUS ABOARD

The original golf course was a blend of nines designed by Jack Fleming and William F. Bell. Castle & Cooke decided to have Nicklaus create a course first to



The third hole at Nicklaus' Valley Course at Coyote Creek Golf Club

stimulate interest and exposure and then complete the renovations of the original track.

The two courses provide a striking contrast. While the Tournament Course is wide open, with seven holes sliding into the hills, the old Riverside track occupies a relatively flat piece of ground. The old fairways are lined with now-mature Monterey pines, cypress and oak trees, providing a traditional feel.

To create the new Valley Course, Nicklaus first had to deal with a routing dilemma. The new clubhouse would serve both courses, and the developers wanted returning nines on both layouts. While this was relatively easy to accomplish with the new course, Nicklaus had to create five new holes and weave the other holes through the trees, saving as many as possible.

“We made an effort to save trees, and

only took out a few to create some new tees and develop some different fairway shapes,” said Valley Course superintendent Chad Scott.

FAITHFUL TO ORIGINAL DESIGN

After scraping out the old fairways, the course was not drastically reshaped. The Valley layout, at 7,068 yards, stays true to the original contours with only subtle bunker flashes and soft fairway rolls added for perspective by Nicklaus and the course builder — Elon Golf Construction Company of Escalante, Calif.

Both courses are planted with rye with slightly different greens; the Tournament Course features G-2 bentgrass and the Valley Course sports Dominant Plus bentgrass. Scott is confident he could bring the Valley greens up to tournament caliber, and he might have to. The final routing for the next Tour event could employ 13 holes on the

Continued on page 18

Golf expanding in Georgia's Golden Isles

BRUNSWICK, Ga. — In October, Coastal Pines Golf Course became the latest development in a collection of new courses and renovations here and throughout the Golden Isles of Georgia.

Designed by Mark Bennett of Augusta Golf Designs in Augusta, Ga., the 18-hole public facility stretches 6,803 yards.

But Coastal Pines is only one of a series of new developments in the area. The Retreat Golf Course, at the Sea Island Golf Club on St. Simons Island, opened in August. The Retreat, designed by golf pro and course architect Davis Love III, is the final leg following an extensive makeover of Sea Island's golf courses.

\$140 MILLION INVESTED

The Seaside Golf Course, designed by Tom Fazio, reopened in the fall 1999. The renovated course includes the former Marshland nine-hole layout, designed by Joe Lee in 1973, as the front nine and the Seaside nine, originally designed by Colt & Alison in 1929, as the back nine. The Plantation course, designed by Rees Jones, reopened in 1998.

More than \$140 million has been invested by the Sea Island Company to make capital improvements and renovations aimed at improving accommodations, amenities and guest services.

Continued on page 19

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Jacobson

Continued from page 16

and transformed into the golf clubhouse, Jacobson said.

Construction of the new course is expected to begin in spring 2002 with an anticipated opening in fall 2003.

HOLLOW CREEK GOLF CLUB

Hollow Creek Golf Course broke ground in June and will hold a grand opening next summer. Located some 40 miles outside Washington D.C. and surrounded by the Catoctin Mountains, the 18-hole public layout offers views of greens framed by distant mountains, stone wall features from rock excavated onsite, and rolling hills bisected by Hollow Creek.

"We worked with several agencies to establish a rather detailed protection system as far as erosion and sediment control for the creek," said Jacobson. "Buffer zones, diversion swales, silt fencing, detention basins and bio-retention basins are all part of the design to protect that corridor."

Natelli Communities is developing a real estate project around the course. The community will consist of 210 single family homes and 140 townhouses, according to company owner Tony Natelli.

Klein Golf Associates will manage course operations. "We are following Rick's design to the 'T,'" said Stephen Klein, course owner. Klein said he is planning to charge a greens fee of \$35 for a "country-club-for-a-day" golf experience targeting a younger clientele that cannot afford a steady diet of high-priced golf.

There are four separate tee boxes at the par-71 layout that plays 6,610 yards from the championship tees down to about 5,080 yards from the forward positions.

STONY POINT IN NY

The Stony Point Golf Course, about 35 miles outside New York City up the Hudson River in the town of Stony Point, is due to open in 2003. "It's a spectacular site overlooking Bear Mountain State Park," said Jacobson. "It's a new 18-hole construction we're planning to finish next fall. We've got about three or four holes roughed in now."

INDIAN LAKES

In addition to new courses, Jacobson is also busy with restoration and renovation work. The two 18-hole courses at Indian Lakes Resort in Bloomingdale, Ill., just west of Chicago, will be undergoing a \$5 million renovation.

Renovation of the East and West courses that were originally designed by Robert Bruce Harris in 1965, will occur nine holes at a time over the next four years. An island green on the par-4 17th hole on the East Course – currently the 8th hole – is will be the new signature hole.

The existing 380-yard par-4 8th

plays as a dogleg right with a lake along the left side of the fairway. In the middle of the lake is an island where a new 6,500-square-foot green will be constructed. A new foot bridge, spanning 70 feet, will connect the fairway to the green. "It will create a high level of excitement for golfers," said Jacobson. "It will be a topic of conversation long after they complete their rounds." ■

Coyote Creek

Continued from page 17

Valley Course and five from the Tournament track.

"Now that we're open to the public, I'm putting a lot of effort into maturing the greens as quickly as possible," Scott said. "We will have to make some adjustments to the grasses in the rough to blend the two courses

together for tournament play."

GOOD TIMING

The completion of the \$20-million project turned out to be well timed for Cooke & Castle. The dot-com collapse has cooled the once white-hot Silicon Valley economy, dampening other sectors of the local market, including golf. "The crash of the dot-commers has definitely had a big impact," Scott said.

With demand for private club memberships sagging, however, the need for affordable, daily-fee play has increased. The Valley Course green fees – \$55 during the week and \$70 on weekends – are very competitive in this part of California. "We're doing very well on the Valley side," said Scott, "and the addition of the Senior Tour event has built interest in both courses." ■



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Myshrall debuts in Maine

Continued from page 16

Ross, the course is very demanding. "We've cut back some of the tall fescues a bit to make some penalties not so severe in areas where players might miss shots," he said, "but we're not looking to make any extreme changes. The course plays fairly, it's just a little bit

more challenging than most public courses."

Other beautification projects and a paved cart path are also planned for the future. "We made great time opening all 18 holes in about 14 and a half months," said Michaud. "One of my biggest challenges was keeping up with Lennie."

"The front nine was mostly

completed by mid-July – seeded and with irrigation," Michaud explained. "The back nine is fairly wide open with very few cuts and fills required, so Lennie just laid it into the ground. It wasn't easy getting the back nine seeded while maintaining and growing in the front nine. I didn't have a large crew, so we were scrambling there for a while."

Myshrall and Michaud are cur-

rently on the look out to build another course together here in Maine. "We're looking for the right piece of land," said Michaud. "I'll stay on at Fox Ridge until another course project gets underway." The assistant superintendent, Ryan Elliott, who followed Michaud from his previous position at the Sugarloaf Golf Course, is more than capable to take over, said Michaud. ■

Stadler, Davis

Continued from page 16

the elevation changes are very subtle," said Davis. "At its highest point it is 8,020 feet and at its lowest it is 7,920 feet."

"It will have sort of a heathland style look to it," he continued. "There are not many trees, the course plays along the valley wetlands and Ten Mile Creek and has huge mountain backdrops."

The course, which is due to open in August 2002, will feature Dominant bentgrass greens and tees, a bluegrass and ryegrass mixture in the fairways and fescue in the roughs. Native grasses and sage will frame the fairways.



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PRESIDENTIAL GREEN CHEMISTRY CHALLENGE WINNER

Tripp Davis and Associates has also broken ground at Raven Nest Golf Course in Huntsville, Texas. The City of Huntsville will operate the municipal course when it opens in fall 2002.

"This is the first project that we have done with pine trees and sandy soil," Davis said. "We got started in late summer and plan on grassing the course next summer."

The par 71, 7001-yard course is being built on 183 acres of land owned by Sam Houston State University. The layout will serve as the home facility for the university's golf teams.

Raven Nest, which is being built by Duinink Brothers Golf, will feature TifSport fairways and TifEagle greens. ■

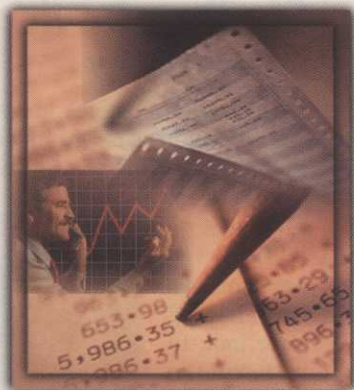
Golden Isles

Continued from page 17

The Sea Palms Golf and Tennis Resort also has completed a three-year, \$4-million renovation project on its three nine-holes courses: Tall Pines, Great Oaks, and Sea Palms West. Work began in 1998 with the Tall Pines layout followed by Great Oaks in 2000. Sea Palms West was completed in August.

The Jekyll Island Authority has invested more than \$500,000 for improvements on its three 18-hole golf courses and the historic Great Dunes 9-hole oceanside layout. Intermediate level gold tees have been added to the Oleander, Indian Mound and Pine Lakes courses. Other improvements include rebuilt bunkers and new cart paths.

The Pines Lakes layout, designed by Dick Wilson and Joe Lee in 1968, closed this fall for a one-year renovation. The \$2.5 million project by designer Clyde Johnston will include new lakes and bunkers, new irrigation system and cart paths, redesigned greens and an upgraded drainage system. ■



BRIEFS

TROON NAMES TRUEBLOOD, PROMOTES MUNSON

SCOTTSDALE, Ariz. — Troon Golf has named Richard L. Trueblood as the company's new executive vice president and CFO. Trueblood came to Troon Golf from Heritage Property Investment Trust, where he served as CFO for the \$2 billion real estate investment trust. Prior to that he held the position of senior vice president - finance with Promus Hotel Corporation following a 23-year tenure as a partner with KPMG - Peat Marwick LLP. In a related action, the Troon also announced the appointment of financial officer Jon Munson to the newly created position of senior vice president, finance. Munson joined Troon Golf in 1992 following a stint with Ernst and Young.



Richard L. Trueblood

EADE COMES ABOARD AT LEGACY

SARASOTA, Fla. — Chuck Eade has joined the Legacy Golf Club at The Country Club at Lakewood Ranch as the new general manager. He comes to Legacy with 23 years of experience in the golf business and 20 years as a PGA member. He has been with Troon Golf, owners of Legacy, since 1999.



Chuck Eade

CLUBLINK ADDS SAHI TO BOARD OF DIRECTORS

KING CITY, Ontario, Canada — ClubLink Corp. has appointed Rai Sahi to its board of directors. Sahi, the president and chief executive officer of Acktion Corp., a public real estate and property management firm, acquired five million common shares of ClubLink in early September.

INTRAWEST GOLF NAMES LANCTOT

SCOTTSDALE, Ariz. — Intrawest Golf has appointed Jim Lanctot director of revenue management and product development. Lanctot comes to Intrawest from Intrawest Corp. where he was the director of business for Intrawest Vacations.

Cordillera Group to rehab Colorado's Crested Butte

By DOUG SAUNDERS

CRESTED BUTTE, Colo. — In a departure from its primary role as a developer, the Cordillera Group has taken on the ambitious task of revitalizing the flagging Crested Butte Golf Club.

The Cordillera Group has transformed itself into a golf management firm after the strong success of its first venture, the Cordillera Resort and Community near Vail. Since its opening in 1992, they have built four courses on the 6,500-acre site as well as creating high-end private clubs near Steamboat Springs, Colo., and Santa Rosa, California. The property at Crested Butte interested the group because of the unique atmosphere of the region and the possibility of incorporating the ski area property as an amenity for its club members around the state.

"We recognized immediately how special this property was and what a great value it represents in comparison to other Colorado ski towns," explained Gerry Engle, CEO of Cordillera Group.

In addition to beefing up the mainte-

nance staff and budget, the firm has made more than \$1 million in capital improvements including a major renovation of the clubhouse, an increase in the maintenance shop space, and the renovation and expansion of the driving range. Superintendent Steve Rau and Tim Taagen, director of golf course maintenance for the Cordillera Group, are also working on a series of projects to improve the water features, wetlands, and natural areas on the golf course itself.

WEATHERING TOUGH TIMES

Crested Butte Golf Club was built in 1982 in this ski town located in the southwest corner of the Colorado Rockies. The 7,208-yard course flows over a massive 520-acre site located at 9,000 feet above sea level. Architect Robert Trent Jones



The 18th hole at Crested Butte Golf Club

Photo by Freddy Bird

Jr. created a course with large fairways and well protected multi-tiered greens.

But like many other projects built in the mid-80's, it suffered from some economic setbacks as the oil economy in neighboring Texas began to slow.

"Through the first ten years I worked here we had several club managers and the instability was felt in constricted budgets for maintenance," said Steve Rau. "For years I worked with a crew of eight men. I would always develop plans for projects that I hoped to do some day, and

Continued on page 23



Branton Woods Golf Club in Stormville, N.Y., opened Oct. 8.

Bergstol adds to public golf supply in NY

By ANDREW OVERBECK

NEW CITY, New York — Eric Bergstol's Empire Golf is continuing its roll here in the New York area with the opening of Branton Woods Golf Club in Stormville. The company is also hard at work on two new projects — one right across the Hudson River from New York City in Bayonne, N.J., and another in Westchester County. The expanding firm now owns and manages seven golf courses.

Branton Woods, a high-end public course which was designed by Bergstol, was unveiled Oct. 8.

"It is broad and big and interesting," said Bergstol. "It looks challenging but plays fair. You won't lose your ball and it has large greens and big landing areas."

Bergstol expects the core golf facility to appeal to both New Yorkers and Westchester County residents. "We

Continued on page 22

EDITORIAL FOCUS: Irrigation Equipment and System Leasing

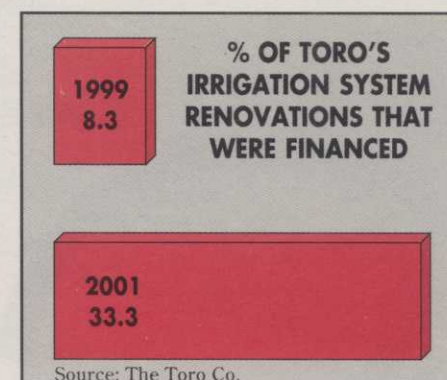
Irrigation financing options increasing

By ANDREW OVERBECK

When it comes to installing a new golf course irrigation system and pump station, more courses are exploring leasing and financing options. Many irrigation companies now offer various financing services that focus primarily on the renovation market.

TORO PROGRAM SURGING

Toro offers one of the most extensive financing and leasing programs in the



Textron signs pact with Meadowbrook Golf

AUGUSTA, Ga. — Textron Golf, Turf & Specialty Products has signed a five-year contract with Meadowbrook Golf and its subsidiary International Golf Maintenance to be the exclusive provider of golf cars, turf equipment and specialty vehicles at all of Meadowbrook's facilities throughout the United States.

Meadowbrook Golf owns, leases, manages or maintains more than 100 golf facilities throughout the United States. Through its wholly owned subsidiary International Golf Maintenance, the largest agronomic provider in the U.S.,

Meadowbrook offers its golf properties comprehensive golf course maintenance services.

"With the addition of Meadowbrook," said David Davis, E-Z-GO's director of national accounts. "E-Z-GO now has an exclusive relationship with nine of the top 10 golf course management companies in the world, including American Golf, with more than 320 golf properties worldwide and ClubCorp, with more than 220 properties worldwide." Meadowbrook had previously had an exclusive agreement with Yamaha Golf Cars.



industry. The program, which was unveiled in 1999, has grown steadily over the past two years.

"The trend is certainly going more towards financing on the renovation side," said Kristina Spindler, golf marketing manager for irrigation. "When we kicked this off we had one-in-12 courses financing their projects. Now it is roughly four out of 12 courses."

The company leases items that have residual value such as satellite controllers and offers straight financing on labor, installation, pipe, wire and heads.

"If the credit of the club is good we can finance these items based on cash flow," said Steve Snow, director of golf renovation

Continued on page 28

Illinois club sued over cart mishap

By JOE DEVANNEY

VERNON HILLS, Ill. — A recent lawsuit winding its way through the Illinois courts demonstrates the need for golf course developers, architects and managers to take a proactive approach to prevent on-course accidents.

Following a mishap in July 2000 where he flipped a golf cart, Donald Nelson is suing White Deere Run Golf Club alleging that faulty design led to the accident that left him with spinal injuries.

Nelson was golfing with three friends at the club when he flipped his golf cart as he approached the tunnel that runs between the 16th and 17th holes.

The path twists downhill and continues into another turn as it nears the tunnel. Nelson stated that, as he ap-



Emergency personnel attend to Nelson.

proached the tunnel he applied the brake on the cart, but it nonetheless skidded and toppled on the drivers' side with the wheels apparently locked. His companion Gary Joy was unhurt, but Nelson was pinned underneath. Although Nelson was airlifted to a local hospital, he suffered spinal injuries that, he claims, leave him unable to walk without assistance.

ACCIDENT POTENTIAL

Nelson, represented by attorney David C. Wise of the law firm Corboy and Demetrio in Chicago, is suing the Village of Vernon Hills, which owns

the golf club, and Dick Nugent Associates, which designed and developed the course.

In the complaint, which was filed in

Continued on page 23

Intrawest to expand Raven brand

Continued from page 1

Raven club in Phoenix had its best year ever. The Raven courses have done better than any of the others in our portfolio."

This is the primary reason why the company is eager to expand the brand beyond its existing Raven courses in Arizona, Colorado, Florida and West Virginia.

"We want to go into every major market and align new Raven courses with existing Intrawest properties," said marketing manager Ben Keilholtz. "For example, Cabo San Lucas makes sense because we already have the Intrawest Club there and other real estate interests. It makes sense to add them where we have more than one revenue stream."

PROTECTING THE BRAND

However, the Intrawest team is working hard to ensure that the Raven brand does not get diluted — a task made more difficult when dealing with management clients.

"A lot of courses would like to have the Raven brand on them," said Stipec. "But if you don't protect the brand it loses value. We will not put the Raven name on any course unless they add value to the Raven brand."

Stipec said that each potential Raven club must meet four criteria:

- courses must provide a high level of service;
- be maintained to a high conditioning standard;
- be playable by both high- and low-handicap golfers; and
- be located in dramatic settings.

"The first two requirements can be met at any course," he said. "The last two requirements you either have or you don't. At our Raven facilities you have dramatic landscapes from the Appalachian Mountains to the Rockies and from the desert

to the ocean."

Playability is also a large concern when it comes to repeat play. "There are plenty of big name courses that people only go to once because they are too hard," Stipec added. "We want to provide a challenge, but we also need to give people the ability to get around the course without being too penal."

When it comes to signing third party contracts, the company has to be especially vigilant.

"Cabo is the first property where we have branded a course we did not own," said Keilholtz. "The contract is more extensive. It is for a longer term than usual and it is more strict on what the

owner, The Resort Group, is required to do in terms of capital expenditures. We have to ensure that when we fly the Raven flag our brand equity is protected."

As a result, the course at Cabo will not only be renamed The Raven Golf Club at Cabo San Lucas, The Resort Group will be investing capital to renovate the Pete Dye-designed layout.

"We are not concerned with the level of service or operations, but course conditions need to be improved and that will take time," added Keilholtz. He expects the Raven flag to fly in Cabo by February.

ATTACKING NEW MARKETS

Intrawest is currently working on its first Raven property in Canada. The Raven at Lora Bay outside Toronto is in the design phase at the moment and the company is working to finalize environmental permits. Keilholtz said the course could open as early as 2003.

Intrawest also has plans for three more Raven properties in the works. The company is eyeing markets in the Northeast, California, Texas and south Florida. ■



BCG-managed Stoneleigh GC to enhance layout

ROUND HILL, Va. — Billy Casper Golf (BCG) has announced a \$1 million capital-enhancement program at Stoneleigh Golf Club in Round Hill, Va. Nestled in the rolling hills of Loudoun County, Stoneleigh is less than 10 miles from the Appalachian Trail and less than one hour from Washington, D.C.

To improve the club's layout, condition,

and playability Stoneleigh is adding new bunkers, building four new tee boxes and expanding the irrigation system. The club is also obtaining new maintenance equipment and a new fleet of golf cars, and is paving the golf car paths throughout the course. Ault, Clark & Associates designed the layout enhancements and T.A. Turner Construction Services is handling construction.

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Club Car's 1-PASS may be eligible for IRS tax credit

AUGUSTA, Ga. — Club Car has announced that courses that buy its 1-PASS adaptive golf car could be entitled to an income tax credit from the Internal Revenue Service. Under terms of the IRS guidelines, the credit is equal to 50 percent of annual accessibility expenditures between \$250 and \$10,250. Businesses that

have gross receipts not exceeding \$1 million or have no more than 30 full time employees are eligible for the credit.

"Our salespeople will be advised to make their customers aware of the credit and encourage them to ask their accountants to see if they're eligible," said Gary Stough, director of marketing for Club Car.

"In a challenging economy, this is a way some of our customers can effectively receive a discount for complying with accessibility mandates. The credit also could apply to course improvements made to improve accessibility."

The 1-PASS is a single-passenger adaptive golf car that improves access to courses and en-

hances the enjoyment of the game for golfers with a disability. The car is manufactured by Englewood, Colo.-based SoloRider Industries and distributed through Club Car's national and international distribution network.



Empire Golf

Continued from page 20

are right at the intersection of interstate 84 and the Taconic Parkway," he said. "There is easy access from a lot of places and we are only an hour away from the city."

AN ALTERED VIEW

The tragedy of Sept. 11 has had many personal and business impacts on Bergstol, whose Bayonne project now has a forever altered view.

"This site is right across the Hudson from Manhattan," he said. "It is now a little different.

'...the views of the skyline now have a whole other meaning.'
— Eric Bergstol

You sit down there taking in views of the skyline and now it has a whole other meaning.

"But the view will still be spectacular. We are right on the harbor with views of the Statue of Liberty," he continued. "The whole skyline is still vivid."

Bergstol's project will be part of a development renaissance on the New Jersey riverfront. "Everything is being revitalized and we are going to contribute to that effort," he said.

The 140-acre site is currently being filled in with what Bergstol estimated will eventually be six million cubic yards of material.

"Half of the fill is already in place and I think by later next year we will be shaping the golf course," he said. "It is not a large site, so we will use the fill to create a vertical component and thereby giving a horizontal separation. The greens and tees can be close together, but at different elevations."

Bergstol, who is designing the Irish links-style public access course, expects the it to open in 2004.

In addition to Bayonne, Empire Golf also plans to break ground at Hollow Brook in Westchester County by the end of the year. Bergstol said the company also has other projects in planning.

MOVING SOUTH

Besides its work in the New York area, Empire Golf made its debut in Florida with the unveiling of The Links at Madison Green in Royal Palm Beach.

"This is the first development we have done that has been a part of a community," Bergstol said of the John Sanford-designed layout. "It is also a bit more lower-end because Florida is such a competitive market. But we like the Florida market and think we can be successful there." ■

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Accident victim blames defective cart path design

Continued from page 21

the Lake County court, Wise made several allegations concerning the accident. One problem, he wrote, was the steepness, sharpness and narrowness of the cart path, particularly its requirement that a driver had to take a "sharp, blind turn" to the right before entering the tunnel. It should have been clear, he alleged, that safety warnings were necessary along the path. Wise also said the path was designed and built with a downslope and turning radius that, in his words, was "too steep and too sharp and without proper sight lines to be safe. . ."

The E-Z-GO cart was also the focus of Wise's complaint. He stated that the cart had speed control settings that permitted Nelson to operate the cart at a pace too fast for the path terrain.

Wise also alleged that there were no adequate tests performed by the defendants on the cart path to determine safe speeds. He noted that, prior to July 2000, golf cart skid marks were noticeable on the path just before its sharp turn. These skid marks, in his view, should have put White Deer Run on notice about the

potential for an accident.

"The defect in design is the fact that the cart path is a blind, sharp downhill curve without a warning of the condition," said Wise. "This causes cart operators to slam on the brakes in order to negotiate the turn and avoid rolling the cart over."

"The present procedural sta-

tus of the case," he added, "is that it is filed and the defendants are in the process of being served with summons."

Although the complaint is filled with the necessary legal terminology, the fundamental cause of action against the defendants rests upon the belief by Wise and Nelson that the accident, in many ways, was foreseeable and could have been averted

with better planning.

Whatever its outcome, however, the golf industry should take a lesson from this case. Specifically, it is not enough to just design pleasant and attractive surroundings. In developing the necessary proactive protections against lawsuits, everyone has to be as diligent as possible and try to foresee how the design could lead to accidents. ■

Crested Butte

Continued from page 20

just made sure that the basics were always taken care of."

Things began to turn around in 1996 when Rick Devine took over ownership of the golf course and surrounding property. Devine hoped to upgrade the facilities and course to help drive surrounding home sales. He began to put some cash infusion into the golf course by purchasing much-needed equipment for Rau's crew. However, when Devine needed more financial support, he turned to Cordillera.

After Devine developed a partnership with the firm last year, Rau met with Taagen to develop a game plan to bring the course up to their standards.

Taagen knew it would take a long-range approach to bring the course back, but he developed a plan to create immediate changes that would excite the existing membership. Cordillera increased Rau's budget from \$390,000 to \$550,000 and bought a slew of new equipment. Rau's crew was also bumped up to 21 men.

"Our members noticed the improvements. It was such a change hand mowing the greens instead of using the triplex like we had for years. We also could do more aerification in the spring around the tees and greens," Rau said.

The Cordillera Group's philosophy is that everything should be done top drawer and that idea carries through every facet of a club. "We have embarked on a five year program to upgrade Crested Butte," Taagen said. "We will eventually install a new irrigation system and get the golf course on to the same maintenance program that we use on our six other golf courses. Then we can do purchasing as a group for all of our facilities." ■

GOLF COURSE NEWS

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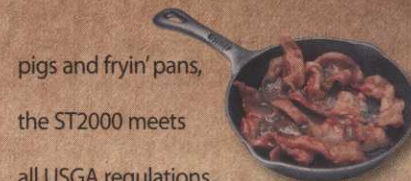
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of the sticky-cups.

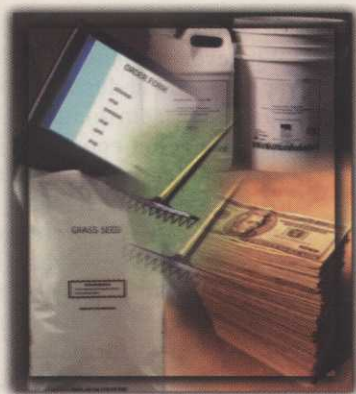


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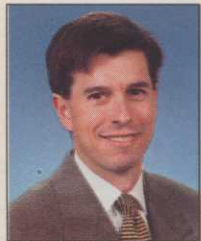
RESEARCH TRIANGLE PARK, N.C. — BASF has appointed Ted Huhn to the post of senior sales representative for the company's turf and ornamental group. Huhn will be responsible for sales in the Northeast. He previously held sales positions with Imperial Chemical Industries and Sandoz.



Ted Huhn

TORO NAMES FORD TO VP POST

BLOOMINGTON, Minn. — The Toro Co. has named Tim Ford vice president and general manager of its Commercial Division. Ford will oversee all aspects of product development, sales, marketing, service and manufacturing of golf and grounds maintenance products. Prior to joining Toro, Ford was vice president and general manager of Honeywell's Home and Building Controls.



Tim Ford

GASPERINI JOINS RISE

WASHINGTON — Frank Gasperini has joined RISE (Responsible Industry for a Sound Environment) as the new director of state issues. His responsibilities include overseeing state and local regulatory and legislative issues for the association. Gasperini has been in the agricultural and specialty crop protection/pesticide business since 1975. He has experience in a variety of roles ranging from sales and marketing management to environmental issues with DuPont, Gowan, Lesco and Van Waters & Rogers. In addition, he has served on a number of committees and work groups for RISE and the American Crop Protection Association and is a past chair of the RISE Issues Committee.



Frank Gasperini

Flowtronex forms alliance with AQUA SO₂

Agreement completes company's IWM division

By ANDREW OVERBECK

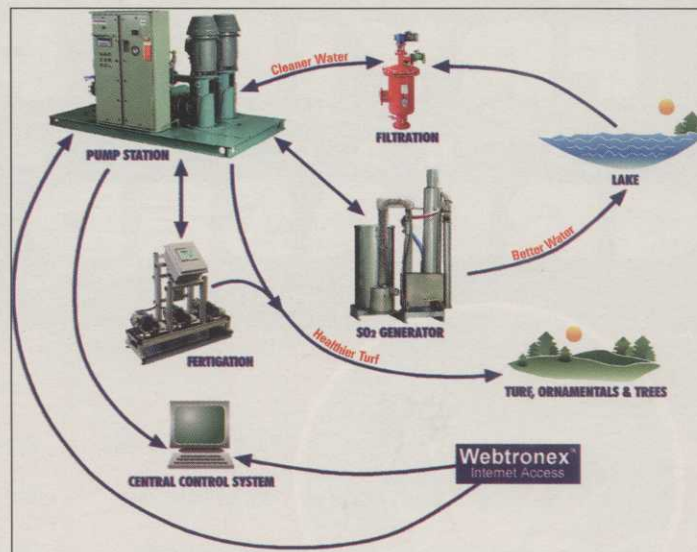
DALLAS — Flowtronex PSI has rounded out its new Integrated Water Management division by forging an exclusive marketing alliance with Aqua SO₂.

The California firm, which manufactures SO₂ generators that control the pH and bicarbonate levels in the water supply, is the final piece of

quality as much as water quantity," said Tom Male, director of sales. "Water is becoming a scarce resource and quality is becoming a huge issue. Irrigating with quality water increases turf health while decreasing water and energy consumption."

INTEGRATED SYSTEM

Flowtronex will now be able to offer all of these add-on com-



The Integrated Water Management division offers water quality solutions.

Flowtronex's effort to provide add-on components that optimize water quality. The Integrated Water Management division (GCN Sept. 2001) will combine fertigation, pH control and filtration into a single intelligent system.

"We need to focus on water

ponents with integrated central controls and single source accountability.

"The equipment will all be integrated on the central computer which will allow it to be controlled and monitored remotely," said Male.

Continued on next page

PBI Gordon ready with new SpeedZone herbicide

By ANDREW OVERBECK

KANSAS CITY, Mo. — In the face of its recall of Bensumec 4LF, PBI Gordon Corp. is pressing on with the introduction of a brand new selective broadleaf herbicide that is both fast acting and effective in cool weather conditions.



Bill Brocker

While carfentrazone has long been used in agricultural markets, PBI Gordon has purchased the turf and ornamental rights to the chemistry from FMC. The company recently received registration from the Environmental Protection Agency and will introduce the product under the SpeedZone brand name for the 2002 season.

"When combined with phenoxies, carfentrazone brings new attributes to weed control," said Bill Brocker, vice president of marketing. "It works extremely well in cool weather, below 50 degrees, and it is fast. There are visible results in 24 hours and you have completely dead, dry, shriveled weeds in three to seven days.

"This puts us in a unique position in the market," he continued. "It can be used very early in the spring and very late in the fall to control weeds when they are germinating."

According to Doug Obermann, the turf and ornamental marketing manager, SpeedZone and its allied formulas have a lower level of active ingredient than other products on the market. "It has a lower impact," he said. "That has helped us get it through the EPA registration process faster." It also means that the product, which is rain-fast in just three hours, will carry a "caution" label instead of a "danger" label.

While studies show that SpeedZone is very effective against hard to kill broadleaf weeds like ground ivy, white clover and spurge, the company is still testing the product's safety on bentgrass greens.

"SpeedZone will be perfect for use in fairways and

Continued on page 26



Doug Obermann

Simplot Partners ends affiliation with financially troubled Eco Soil

SAN DIEGO — The J.R. Simplot Co. has completed its acquisition of Eco Soil System's Turf Partners. Simplot, which has been operating the unit as Simplot Partners since July 2000, concluded its affiliation with the financially troubled Eco Soil in late September with the purchase of a group of specialty products.

The line of forty products include soil surfactants, wetting agents, spray dye indicators, foliar nutrients, biostimulants, spray adjuvants, and tank cleaners.

"This is a significant acquisition for Simplot Partners and our customers," said Nick Spardy, vice president and general manager. "We have been the exclusive distributor of these products for some time, and now we can

offer greatly improved service in terms of delivery and availability."

A MAKE GOOD SALE

It has been reported that the sale was the result of a dispute between Simplot and Eco Soil over improper transferring of funds before the Turf Partners acquisition. To settle the matter, Eco Soil agreed to give Simplot a \$3.75 million credit.

According to a recent filing with the Securities and Exchange Commission, Eco Soil's auditors have resigned, in part, because of the dispute. Eco Soil is struggling to reorganize the company and sell "non-core" assets. Nasdaq stopped trading in Eco Soil's shares Sept. 5, and its stock last closed at \$.10.

— Andrew Overbeck

SOME OF THE PRODUCTS ACQUIRED BY SIMPLOT:

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Syngenta rolls out greencastonline.com

GREENSBORO, N.C. — Syngenta Professional Products has officially unveiled Pest Outlooks, its online insect and disease prediction service. The Web site, which was demonstrated at the GCSAA Show in Dallas, (GCN April 2001) is one of the first components under the company's GreenCast brand that it has created to offer customers a range of value-added information and technology services.

Located at www.greencastonline.com, Pest Outlooks is a proprietary service available only to Syngenta customers. It was developed in partnership with Pest Forecasting Group and top university researchers. Using weather data from the National Oceanographic and Atmospheric Administration, historical data and pest models, the service identifies weekly climatic conditions that favor outbreaks of a variety of diseases and insects.

"We think that by putting the best, most up-to-date information in the end user's hands, we can make their jobs easier and allows them to better manage their resources," said golf market manager Dr. Joe DiPaola.

AQUA SO₂ looks to grow in golf market

GRASS VALLEY, Calif. — AQUA SO₂, a manufacturer of sulfur burners that control water pH and improve soil health, is set to gain national exposure in the golf market following its alliance with pump station manufacturer Flowtronex.

Even before the agreement, however, the small company had

been growing steadily. It recently installed a system at the Old Course in St. Andrews, Scotland and added two high-profile technical advisors to its staff.

George Frye, former superintendent at the Ocean Course in Kiawah Island, S.C. has joined the staff as the vice president for East Coast operations and Carl King,

former superintendent at LaQuinta Country Club, is handling sales in southern California.

According to company president Jim Webb, the company is also working to add a soil management injector that would provide calcium, gypsum and other soil amendments through the irrigation system.

Flowtronex

Continued from previous page

According to national sales manager Allen Olson, single source accountability will further streamline the process. "Contractors were adding these systems after the fact and messing with the flow sensors," he said. "So we were getting involved anyway. Now we can control the system and modify it before it hits the field. It will simplify the operation."



The system will arrive at courses as one unit and will be installed and serviced by Flowtronex's national dealer network. Flowtronex produces the filtration and fertigation systems and AQUA SO₂ will ship its units to Dallas from its manufacturing facility in Bakersfield, Calif.

Flowtronex will be tweaking the SO₂ system to automate it and improve the pH sensing devices so that they can be controlled remotely.

"This is going to tie in really well with the golf market," said AQUA SO₂'s president Jim Webb. "We will improve our automation and pH control and will work closely with Flowtronex and their dealer networks as a technical advisor."

The add-on units will increase the cost of a pump station. The SO₂ system will cost \$15,000 to \$25,000 and the Nutrifeed fertigation system will cost \$8,000 to \$16,000.

MORE TO COME

Going forward, Flowtronex will look to increase control and monitoring capabilities of the systems. "For example, we are looking at controlling oxygen and salt content," said Male. "Looking at the future, there will be more than just these three devices."

For now, however, Male is bullish about attacking the market with the newly bundled technology. "The largest potential market is the existing courses," he said. "There are more than 10,000 courses that have problems that this system could solve." ■

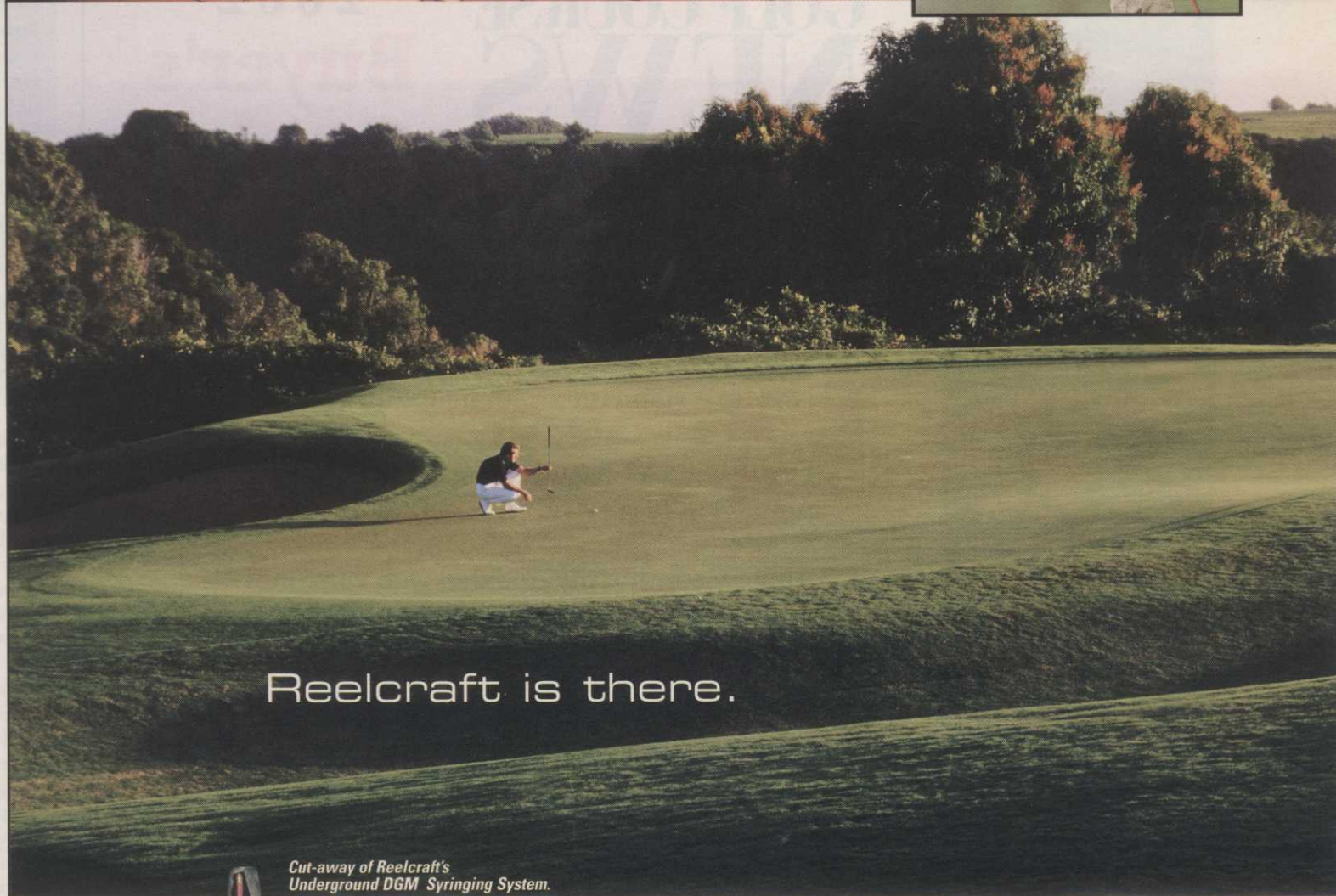
GOLF COURSE NEWS

E-Z-GO, ProLink top 200-course mark

ProLink and E-Z-GO continue to install the ProLink System at golf courses at a strong pace. There are currently 204 courses that use the ProLink System.

Among recent courses to sign on are: The Experience at Koele (Lanai City, Hawaii - 65

cars); Wolf Creek GC (Americus, Ga. - 75 cars); Wil- lows Run GC (Redmond, Wash. - 100 cars); Avalon GC (Burlington, Wash. - 75 cars); Druids Glen GC (Covington, Wash. - 60 cars); and Towa Resort (Santa Fe, N.M. - 65 cars).



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REELCRAFT

Griffin registers TranXit

Griffin L.L.C. has registered TranXit, a herbicide that is safe for use on several varieties of warm-season turf and is ideal for removal of overseeded turf during the spring transition period. It contains the active ingredient rimsulfuron that has both pre- and post-emergence activity.

TranXit is highly effective in controlling *Poa annua* plus a wide variety of other grasses and broadleaf weeds with no adverse impact on most warm season turf. University research has shown TranXit to consistently deliver over 95 percent control of *Poa annua*. Turf managers can utilize

TranXit to clean-up *Poa annua* infestations in dormant Bermudagrass with no fear of delayed green-up or burn-back of existing turf.

Likewise, spring applications four weeks prior to desired date of overseed removal, will create the ideal environment for rapid Bermudagrass green-up. Applications 10 to 14 days prior to overseeding will eliminate existing *Poa annua* infestations and provide preventive control of *Poa annua* for up to six months, resulting in a more successful establishment of weed-free ryegrasses and *Poa trivialis*.

TranXit will be available in a dry flowable formulation through select turf distributors.

Bayer to acquire Aventis CropScience

Continued from page 1

company. Bayer, on the other hand, has greatly increased its crop protection, biotechnology and seed business and will become a top player in the market once the deal closes.

"This acquisition again evidences our strategy of investing for the long term in core businesses and growth markets," said Dr. Manfred Schneider, chairman of the board of management for Bayer, in a statement.

The company will create a separate business unit, Bayer CropScience that will be headed by Dr. Jochen Wulff and located in Monheim, Germany. Both companies will continue to be managed and run as separate business entities until the

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deal is completed.

THE TURF AND ORNAMENTAL IMPACT

What impact will this acquisition have on the turf and ornamental market?

At this point it is difficult to say, according to Jennifer Remsburg, the turf and ornamental market manager for Bayer Professional Care.

However, if regulators approve the deal, Bayer would add significantly to its turf and ornamental product line. Aventis CropScience, through its Chipco Professional Products division of Aventis Environmental Science, markets a wide range of fungicides, insecticides and herbicides. With the acquisition, Bayer Professional Care would become a major force in the golf market (see product listings above).

In the meantime, both companies will have to win approval from regulatory authorities. The acquisition is scheduled to be completed during the first quarter of 2002. ■

SpeedZone

Continued from page 24

roughs," said Brocker. "Superintendents will appreciate how quickly weeds disappear from turf."

SpeedZone will be launched at the 2002 GCSAA Show and be available for the 2002 season. The new herbicide, however, may force PBI Gordon to shuffle its product lineup.

"We will let the market decide whether this will replace one of our older herbicides," Brocker said. "This is going to be a top-end herbicide, but it is possible that it could replace the sales of some of our other products." ■

Pesticides in turfgrass clippings

Continued from page 13

clippings in roughly a 60/40 ratio with tree leaves. We placed the mixture in home composters to monitor the disappearance of pesticides over time," said Stephenson.

The researchers harvested one study the day after pesticide treatments were applied, and multiple-loaded studies were harvested at week intervals. "In about four to five weeks, the pesticide residues were not detectable in the multiple-loaded scenarios," Stephenson said.

"In the once-loaded scenario, although the pesticides were disappearing, the dry weight of the compost was decreasing as well," he said. "The concentration of the pesticides didn't change."

CHANGING CULTURAL PRACTICE

Superintendent Rob Brown at the Martindale Country Club in Auburn, Maine, used to compost clippings at the facility. "We weren't under any restrictions to change our practice at the course, it just seemed the sensible thing

PERSISTENCE OF PESTICIDES			
Estimated total dry weights of compost, 2,4-D, mecoprop, dicamba, chlorpyrifos and chlorothalonil in each composter at the beginning and end of the "once-loaded" composting process.†			
Material	TOTAL DRY WEIGHT (KG/COMPOSTER) +		
	0 Time	9 to 10 wks	Percent decrease
Compost	7.7	3.69	52%
2,4-D	0.818 X 10 ⁻³	0.115X 10 ⁻³	86%
Mecoprop	0.644 X 10 ⁻³	0.137 X 10 ⁻³	80%
Dicamba	0.336 X 10 ⁻³	0.090 X 10 ⁻³	74%
Compost*	12.85	4.21	67%
Chlorpyrifos	1.400 X 10 ⁻³	0.200 X 10 ⁻³	86%
Chlorothalonil	5.040 X 10 ⁻³	0.017 X 10 ⁻³	99%

†Compost consisted of treated grass clippings plus untreated tree leaves (60/40, v/v).
+Mean of 3 composters.
*The studies with chlorpyrifos and chlorothalonil were conducted in a different year than the study with 2,4-D, mecoprop and dicamba.

Information provided was originally printed by the International Turfgrass Society Research Journal Volume 9, 2001, in an article titled: Persistence of 2,4-D, Mecoprop, Dicamba, Chlorpyrifos, and Chlorothalonil in Composted Turfgrass Clippings.

to do," he said. "About three years, we stopped composting grass clippings altogether and decided to leave them on the course and in our rough areas."

For Brown, environmental awareness and responsibility prompted his proactive measure toward changing the cultural practice at the course. ■

Farris at Black Hills

Continued from page 1

constructed by two local businessmen as a part of a housing development, is projected to cost less than \$3 million.

The low-cost construction has been achieved, in part, because very little earth has been moved.

"Ron did a great job routing the course," said golf course builder Timothy Furness. "He has laid it into the ground as well as can be done, so there has been minimal earthwork. We did most of the work with just a dozer. It will be a very cost effective project."

There has been some luck as well, admitted Farris. "We were worried about two things – water and topsoil," he said. "The Black Hills are typically light on topsoil, but we found pockets of it as we began digging and have not had to import any. We also drilled wells that gave us access to a local aquifer."

OLD FRIENDS

This is not the first time that Farris and Furness have worked together.

While Farris honed his design skills working with Pete Dye as a project manager in the United States and Japan, Furness was doing the same as a shaper. Farris also designed two courses in Japan – Aygami Golf Club and Miyazaki Sunshine Golf Club – before relocating to South Dakota in 1989.

Back in the States, Farris hooked up with Furness on a job

renovating Scenic Golf and Country Club in Pigeon, Mich.

According to Furness, Farris is doing something special at Red Rocks. "This is going to put Ron's name on the map," he said.

Furness' crew has all 18 holes at Red Rocks roughed in and for the first time is also installing the irrigation system. They will also seed nine holes before winter hits and put down dormant seed for the rest of the course.

"We want to have a head start in the spring," said Farris. "We are putting low-mow bluegrass on the fairways and tees and L-93 on the greens."

Superintendent Rick Witt, formerly the assistant at Minnehaha Country Club in Sioux Falls, is already on board to oversee the grow-in of the course.

AFFORDABLE GOLF

Green fees at Red Rock will be low to compete with the surrounding market.

"The green fees will be around \$30, which will be affordable" said Farris. "We aim to increase the quality of golf but still keep the price reasonable."

The developers plan to recoup most of the construction costs from the sale of the 300 homesites on the 360-acre property.

After having a season to grow in, the course is scheduled to open in spring 2003. ■

Effluent

Continued from page 10

With this storage lake configuration come environmental issues. In some cases, the lake will need to be lined with an impermeable material to ensure the separation of the effluent from the groundwater. Courses should consult with a civil engineering firm to make sure they are in compliance.

• **Storage tank option** – The other on site storage method is the use of a storage tank. The use of a tank can be problematic, as this configuration can be restrictive because of the finite amount of water stored in relation to the fluctuations in daily irrigation demands. Also, it is usually difficult to find a location on a typical course for a tank large enough to store a daily requirement of irrigation water, let alone providing any buffer.

• **Direct supply** – The least favorable way of receiving water is "direct supply." In this method, the course receives the water directly into the irrigation mainline, or booster pump, for direct distribution through the system. This configuration can result in inadequate operating pressure required for proper irrigation equipment performance.

The method of boosting the pressure is difficult, due to fluctuations in the supply pressure. This is primarily due to the fluctuation in flows that are typical of an irrigation system operation. If the supply pressure fluctuates substantially, the irrigation booster pumps cannot respond quickly enough. This is even true with variable frequency drive (VFD) controls. The result can be a high- and low-pressure shutdown of the pump station.

With all of these points to consider, it is important to note that each can have an effect on the amount you will pay for the water. The fees are set on a "cost per thousand" basis. This averages around 20 cents per thousand gallons. This cost fluctuates based on whether the effluent provider will be required to store the water after treatment or if they deliver the water as it is treated. Your effluent provider will want to set a minimum water delivery amount. This should be carefully considered, as this can commit you to water that you cannot use or dispose of. ■

Hal Kilpatrick is president of Irrigation Services Group, Inc. in Delray Beach, Fla.

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New irrigation products

Continued from page 12

Genesis III central control system with integrated graphics. "You can scan a golf score card or layout rendering and create hot spots," Dunn said. "A superintendent can place the mouse over a portion of the course and click to bring up the program opening – larger than anything in the industry – to flush contaminants through."



The company also has released to full production the

Irrigation financing

Continued from page 20

and sales. "We do not do many of these with new courses because they do not have established track records."

"We are focusing on the renovation market," added Spindler, "because one of the major deterrents to renovating existing systems is cost. We need to let courses know that they can get financing for things like irrigation."

Deere Run Golf and Tennis Club in Lincoln Park, N.J. recently financed a Toro irrigation system because the by-laws of its association would not let the club go into debt.

"We couldn't go out and get a loan for the system," said golf committee member Ronald Kraft. "So we leased it. It is a different way of financing it, more like a rental really. This way we got a new system without having to change our by-laws or take on a large payment."



At the end of the five-year lease, the club will buy the system for a dollar.

Since the bulk of Toro distributors also represent pump station maker Flowtronex, the company can offer a package deal on all irrigation components. "We work closely with Flowtronex and other vendors such as irrigation consultants and installers," said Snow.

Toro's program is handled by San Francisco-based Bank Group Financial Services which offers customized services.

"With irrigation there are a lot of variables," said Bank Group's Mike Meacher. "It is not like golf cars or turf equipment that have a high residual at the end."

Meacher estimates that just five percent of all irrigation systems are financed each year, but said the market will grow.

"Renovating the irrigation system on an 18 hole course is more expensive than a new fleet of golf cars or turf equipment," he said. "With technology always improving there is little incentive to leave a system in the ground for 30 years. There are more reasons to upgrade."

CREATIVE SOLUTIONS

To convince clubs that financing an irrigation system makes sense, Meacher breaks it down on a cost-per-member basis. "We go in and say, 'You can get the system for a \$4,000 assessment per member, or you can finance it and raise monthly dues by \$47,'" he said. "When they look at it that way, one-third pay the assessment and two-thirds opt for the monthly payments."

To encourage clubs to do work in the off-season, Toro just introduced a six month, no interest, no payment plan.

"This allows courses to do the work in the fall and winter when there is less play, and not have to worry about payments during a time when revenues are lower," said Snow. "They don't have to make payments until the revenue kicks in in the spring."

Snow expects leasing and financing to keep increasing in popularity.

"As courses get more comfortable and familiar with these options, I think more will take advantage," he said. ■

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

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DOMESTIC AND INTERNATIONAL

Intergolf Construction is currently accepting applications for positions on projects in The North East, Korea and China. If you feel you qualify as one of the best in the industry in any of the following positions, Shaper, Irrigation Supervisor, Finish Personnel or Big Dozer Operator, fax, mail or e-mail resume to:

Intergolf Construction
P.O. Box 209, Dobbs Ferry, NY 10522
Attention: John Adams
Fax: 914-693-9506; Tel: 914-693-2024
e-mail: intergolf1@aol.com

SHAPER & MECHANIC WANTED

Golf course shaper and golf course construction mechanic with CDL needed. Must be willing to travel. Fax resume and date available to 231-536-2122.

CONSTRUCTION

Golf Course Construction Company has immediate openings for qualified project superintendents, shapers, and finish operators. Also seeking office based estimator (Hard Dollar exp.) for California office. Fax resume to: (650) 564-0086. Good long-term opportunities and excellent benefits package.

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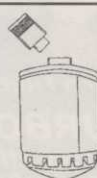
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REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL Nine Hole Golf Course

PROJECT DESCRIPTION

The Springfield Park District is requesting proposals from qualified golf course developers to construct a nine hole golf course and related facilities. The Park District will enter into a long term lease with the developer who will provide all necessary funds for the construction of the golf course, related facilities and any other costs related to the project.

SCOPE OF PROJECT

1. The Park District is developing a 190 acre park site on the growing west side of Springfield which has excellent arterial access.
2. Adequate acreage is available for a nine hole golf course, while the Masterplan suggests a site of 35 to 40 acres for a course designed for youth and senior advanced play with a training facility.
3. The Park District will provide a long term lease to be negotiated with the developer.
4. The developer will be responsible for all costs related to the development of the project and for operation of the course after development.
5. Design of the golf course will be mutually agreed upon by the Park District and the developer.

SELECTION CRITERIA

1. Experience of the developer in golf course construction.
2. Developer's ability to provide the necessary funds to construct the project.
3. Developer's approach to the project.
4. Developer's project schedule.
5. Developer's references.
6. Developer shall provide other information as requested by the Park District.

PROPOSALS

Proposals should be submitted on or before Friday, December 7, 2001 to:

John Linxwiler
Director of Parks & Recreation
Springfield Park District
P.O. Box 5052
2500 South 11th Street
Springfield, Illinois 62705

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Markers, Inc.	28	800-969-5920	440-892-9391	www.markersinc.com
Reelcraft Industries	25	800-444-3134	800-444-4587	www.reelcraft.com / reelcraft@reelcraft.com
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Nutramax	22	800-925-5187	410-776-4055	www.nutramaxlabs.com
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