

# GOLF COURSE NEWS

THE BUSINESS NEWSPAPER FOR THE GOLF COURSE INDUSTRY

www.golfcoursenews.com

GCSAA Show Section ...17

## INSIDE

### Bayer ES unified for 2003

The integration of Bayer and Aventis CropScience is complete and the firm is set to introduce a bevy of new products ..... 3

### Growing the game locally

Little Thunder Kids Golf Course is a kid-sized course in Ohio that hopes to set up an endowment to let kids play free ..... 5

### COURSE MAINTENANCE 9

- Dobie uses See Snake to solve drainage problems
- Returning superintendents find tough job market
- Tools of the Trade at Workman's Cateechee GC

### DEVELOPMENT & RENOVATION 13

- Maine ski resort to build golf course in 2003
- Course Crafters makes the case for Billy Bunkers
- Architect Spencer sells firm, finds job security

### COURSE MANAGEMENT 21

- Course owner discovers life after American Golf
- Interstate Cos. hires owner-operator for sales, consulting
- Cincinnati taps Billy Casper Golf to manage seven courses

### SUPPLIER BUSINESS 24

- E-Z-GO unveils new MPT utility vehicle line
- Underground reel market still developing
- Rain Bird to introduce Eagle wireless rotor

## POINT

Kevin J. Ross, CGCS, and Audubon International's Kevin A. Fletcher debate the value of Audubon's certification program.

Page 6

## COUNTERPOINT

## Rebranding: Textron to go with Jacobsen

By ANDREW OVERBECK

CHARLOTTE, N.C. — As part of its second rebranding strategy in as many years, Textron Golf, Turf and Specialty Products has changed its name to Jacobsen Turf, Commercial and Specialty Equipment. The company will officially announce the name change and introduce several new products at the Golf Course Superintendents Association of America Show in Atlanta this month.

Last fall, Textron adopted orange as its flagship color to visually unify its four major brands: Jacobsen, Cushman, Ryan and Ransomes.

The recently announced rebranding strategy will go much deeper than the paint job. The Cushman and Ryan names will be folded into the Jacobsen brand, joining the Ransomes products that were rebranded last year. For the first time, commercial landscape products will also be branded Jacobsen.

"We did some research over the last year and a half that indicates there has been fragmentation in

Continued on page 26

## Palmer Design gets boost in 2002



The 8th hole at the Palmer-designed Rivertowne Country Club outside Charleston, S.C., which opened last year.

By DEREK RICE

PONTE VEDRA BEACH, Fla. — Despite the amount of negative news coming out of the golf course industry, 2002 was a banner year for Palmer Course Design, according to Erik Larson, the company's vice president and general manager.

The company experienced larger than average revenue increases last year as compared to 2001, Larson said.

"It wasn't just double-digit growth, it was 25 percent in revenue," he said. "We picked up two new markets — offshore construction and we've also started a remodel program that

has been very helpful."

Larson also said the company expects revenue growth in 2003.

"We're going to have a good year this year too — good being up from last year," he said. "What percentage I can't predict, but I would say it's going to be in the five to 10 percent range, and we're comfortable in that prediction."

While the offshore market has been lucrative of late, Larson said it is often unpredictable and lags behind trends in the United States.

"The offshore market is always herky-jerky," he said. "When things go down here, it tends to pick up there because they follow the trend that happened here a

couple years prior."

The company's remodel program, called Charger Series, is a new addition to its menu of services and has seen a very positive response, Larson said.

"With this program, the improvements are endorsed as

Continued on page 15

## Court ruling puts Gotham Golf future in limbo

By DEREK RICE

HERSHEY, Pa. — The last several weeks have seen the fortunes of a Gotham Golf Corp. merger with First Union Real Estate Equity and Mortgage rise and fall on almost a daily basis.

At press time, the merger seemed as far from a done deal as it has been since it was first discussed nearly three years ago. The Wall Street Journal reported that William Ackman, co-head of Gotham Partners Management Co., a \$300 million hedge fund, announced to investors that he and partner David Berkowitz were shutting down their fund. Ackman also said Gotham Golf,

Continued on page 22

## Deere to test hydrogen fuel cell technology

By ANDREW OVERBECK

MOLINE, Ill. — As part of an effort to explore alternative fuel options across all of its product lines, Deere & Co. has partnered with Canadian fuel cell manufacturer Hydrogenics Corp. to develop a modified Pro-Gator demonstration vehicle that uses a hydrogen fuel cell.

The project is being handled by Deere & Co.'s new ePower Technologies Group that was set up last year to evaluate alternative fuel technologies and see how well

they fit into the company's plans for future products.

"We are learning how to apply



An engineering diagram of Deere's hydrogen-powered Pro-Gator

these technologies to a variety of our products and some of the first

candidates are going to be some of our golf equipment like mowers and utility vehicles," said engineer Bruce Wood, director of the ePower group. "These are products where the hydrogen fuel cell can do something better than a diesel engine or a battery. The technology has made enormous strides in the last couple of years."

Wood said Deere turned to Hydrogenics because they are a leader in

Continued on page 25