

GOLF COURSE NEWS

THE BUSINESS NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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Velocity kills Poa dead

By ANDREW OVERBECK

EAST LANSING, Mich. — Managing Poa annua has traditionally been an inexact science, but researchers here at Michigan State University (MSU) along with chemical maker Valent USA, said they have discovered a postemergent herbicide that controls Poa and certain broadleaf weeds in bentgrass and ryegrass fairway turf.

"Velocity controls Poa," said Jason Fausey, field market development specialist for Valent. "We are used to managing it, so this is a different approach."

Valent acquired rights to Velocity in the turf and ornamental market from Kumiai Chemical. The Japanese chemical maker has rights to the agricultural market where the herbicide is currently registered for use on rice to control barnyard grass. Velocity's active ingredient, bispyribac-sodium, inhibits the enzyme acetolactate synthase, which plants require to produce three key amino acids.

Valent submitted its approval package for Velocity to the U.S. Environmental Protection Agency in April. Company officials said

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Management cos. buck bum economy



The slumping economy has helped ClubCorp, which owns Pinehurst No. 2 (pictured above), focus on lowering overhead costs.

By DEREK RICE

With rounds played numbers down, revenues flat and an economy suffering through ups and downs, there is little doubt that now is a difficult time to be a golf course owner or operator.

For management companies, the challenge of staying afloat is multiplied by the number of properties they either own or operate, each of which comes with its own set of issues and competition in a particular market.

Perhaps surprisingly, many management companies are not

only surviving this economy, but they are actually thriving. The reasons for this are as varied as the companies themselves, but it would seem that a down time is a good time to be in the management business.

John Beckert, president and chief operating officer for Dallas-based ClubCorp, said his company has been able to hold its own for a number of reasons, including the sheer size and scope of its portfolio.

"One of our biggest advantages as a management company is our

size," he said. "Because we have almost 200 other golf and business clubs and three marquee resorts, when we go in and associate with a new club on a

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Editorial Focus: Utility Vehicles

Competition expands utility vehicle choices

By ANDREW OVERBECK

With new players on the scene and a bevy of new product introductions slated for the next six to 12 months, competition is heating up among utility vehicle manufacturers. Never before have superintendents had this many utility vehicles to choose from.

Yamaha Golf Car, E-Z-GO and Jacobsen all have new utility vehicles coming out this summer, and both John Deere and Kubota will unveil plans for new vehicles this fall. Toro said it will add an electric version of its Workhorse

utility vehicle line in early 2004.

This spring, Club Car introduced the Carryall 272XL, Lesco rolled out its first utility vehicle and Polaris came to market with an entry-level product to fill out its line.

YAMAHA'S NEW LINE

A year after opening its \$31 million manufacturing facility, Yamaha Golf Car (YGC) is set to introduce a new lineup of utility vehicles June 7. In a move to bring



A spy photo of Yamaha Golf Car's new utility vehicle

a consistent look across all
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The First Tee shows major gains in '02

By DEREK RICE

ST. AUGUSTINE, Fla. — In its fifth annual review, distributed in late April, The First Tee reported revenue of more than \$6.8 million in 2002.

The unaudited review reports that 52 percent of the organization's revenue came from oversight organizations, 42 percent from fundraising and 6 percent from sponsorship. After factoring in expenditures, the organization ended up with a cash surplus of nearly \$400,000, bringing its total cash on hand to nearly \$6.7 million.

The numbers seem to support what The First Tee

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POINT

Jim Koppenhaver of Pellucid and M.G. Orender of the PGA of America weigh in on strategies to grow golf.

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COUNTERPOINT

Course at Sunday River on fast track

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week of the April 11 official closing the land deal. The course, which Harris will own and operate, is scheduled to open in summer 2004.

The stone-and-log clubhouse will be built using native lumber from the Maine woods. Details are

still being finalized, but the finished product is intended to be a reflection of the natural surroundings at Sunday River.

While the construction plan is ambitious, Duplessis said she did not foresee any delays in opening the course as scheduled.

Golf Course News will continue to follow the development of the course at Sunday River in future issues. ■

Hills' Inverness work on display at Open

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some cases, Hills restored several greens that had been softened by years of wear and tear.

On the 18th hole, Hills replaced a right-side fairway bunker with three smaller pot bunkers to put more of a premium on shot placement. The remaining fairway bunkers on 18 were repaired and had their bottoms leveled to correct

shifting that had occurred over the years.

Hills added additional yardage to four holes, the 8th, 9th, 14th and 17th.

With the Senior Open in mind, space was cleared around a number of greens to make room for spectator stands that will be erected this month.

— Derek Rice

The First Tee reports financial success

Continued from page 1

stated last fall at its annual meeting (GCN, Dec. 2002). At that time, executive director Joe Louis Barrow said the organization was well on its way to achieving its goal of reaching 500,000 people by the end of 2005. The primary objectives for 2002 were to introduce 60,000 youths to golf, open 40 dedicated facilities and establish 75 affiliate relationships. While the number of facilities was lower than anticipated (30), The First Tee far exceeded the other two goals, reaching 100,000 youths and establishing 109 affiliate relationships. This year, according to the report, the organization hopes to reach 90,000 youths, open 45 facilities and es-



The First Tee honorary chairman, former president George Bush, recently helped celebrate the organization's 100th facility, in Richmond, Va.

establish 100 affiliate relationships.

As for total distributions in 2002, The First Tee received and distributed 22,000 pairs of Nike golf shoes, 20,000 dozen range balls, 8,000 dozen playing balls, 6,000 junior golf gloves, 3,700 sets of The First Tee clubs, 80 computers for database and facility management and more than 3,000 donations of miscellaneous supplies. The First Tee distributed more than \$1.4 million in grants to its facilities as well.

The First Tee also recently celebrated the opening of its 100th facility, The First Tee at Elson Redmond Memorial Driving Range, in Richmond, Va. Former President George Bush, honorary chairman of The First Tee, attended the opening and praised the organization.

"I am extremely pleased and proud to be involved with a program that has such a positive impact on the youth in our society," Bush said. "There was no way anyone could have known in 1997 that The First Tee would take hold the way it has, and the fact that this program consistently impacts the lives of 100,000 young people each year is a remarkable achievement."

In May alone, The First Tee opened facilities in Los Angeles, Sarasota, Fla., and central Florida, and announced The First Tee of Dallas. Several new initiatives are on tap for The First Tee in 2003, including the introduction of The First Tee University, launching a new Web-based communication solution and creating The First Tee chapter Web sites. ■

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McNulty had the opportunity to install Sandtrapper, an advanced polymer designed specifically for lining bunkers. "With so many of the newly redefined bunkers having dramatic shapes and flashing, we had to identify a solution." Along with new drainage systems, they installed Sandtrapper on the severe slopes to complete the bunker renovation on 9 of their 27 holes.

We followed up with Mike to see how well Sandtrapper worked on his new bunkers.

"This product has worked exceptionally well. We've had several big storms recently that washed out a number of bunkers without Sandtrapper." When asked how this product aided in his renovation, he replied, "We're going to install Sandtrapper on another 9 holes this year."



As we finished our discussion, we realized that the old photographs produced a nice surprise for Philadelphia Country Club. Mike closed by adding "Bringing back the drama and grandeur of such a place has really been satisfying."

For those who are contemplating renovation, we're familiar with the common saying among Superintendents – "It's supposed to be a hazard". Mike discovered how to renovate bunkers so they stayed hazards for the golfers and not his maintenance budget.

If you're planning some projects this year, make the bunkers a priority. Hundreds have already done it.

To find out more about Sandtrapper, call IVI-GOLF at 888-970-5111 or visit the website at www.sandtrapper.com.

