

# FEATURES

## Architect profile

# 22 A FORSE TO BE RECKONED WITH

Ron Forse and Jim Nagle have become synonymous with restoration projects that retain the flavor of great old facilities.

### **COVER STORY:**

Course management

# 30 LESSONS IN LEAN

Managers embrace the manufacturing world's concept of operating the least waste way.

# Facility development

36 AROUND THE GLOBE

Forward Management Group expands golf in China.

## Asset management

# 46 FUNDING ITS FUTURE

Protect your golf course by looking at long-range financial plans.

# **IN THIS ISSUE**

### Turfgrass research 52 FOLLOW THE MONEY

The industry relies on various sources to fund necessary agronomic research to protect turf.

# Turfgrass management 60 EXPERIMENTING FOR SUCCESS

Trial, error and ingenuity take a front seat in superintendents' PGR programs.

# Personnel management

LOOK, LISTEN AND LEARN Proper training pays off with improved and consistent playing condition.

#### Product update

66

**71 THE PESTICIDE PIPELINE** A glimpse at the products chemical manufacturers have released recently and plan to bring to market during the next three years.

### Product focus: Handheld equipment 80 IT'S IN THEIR HANDS

The maintenance staff at Great River Golf Club meets golfer expectations one piece of handheld equipment at a time.

### 83 HANDHELD HOMEWORK

Circling Raven Golf Club's equipment manager evaluates handheld equipment.



# 22



# 74 RESEARCH

# PESTICIDE AND NUTRIENT REMOVAL

Study optimizes vegetative filterstrips for treating runoff from turf.

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# Did You Know?

A healthy turf area absorbs rainfall six times more effectively than a wheat field and four times better than a hay field.

# DEPARTMENTS

- 6 **Teeing off** John Walsh: Private problems
- 8 Feedback
- 20 Consumer research
- 85 Travels with Terry Equipment ideas
- 88 Classifieds
- 89 Ad index

# COLUMNS

- 10 Assistant's view John Ekstrom: Using winter wisely
- 12 Design concepts Jeffrey Brauer: Noninvasive procedures
- 14 Irrigation issues Erik Christiansen: Room for improvement
- Guest column Terry Bonar: Assistants' keys to success
- 18 Equipment management Stephen Tucker: The tech's view of the GIS
- 86 Outside the ropes Tim Moraghan: Set yourself apart
- 90 Parting shots Pat Jones: Plan C for the GCSAA

# **ON THE WEB** – GOLFCOURSEINDUSTRY.COM

Look for these articles on our home page and in our e-newsletter this month.

# SELLING ACCEPTANCE

Convincing the membership to greenlight a construction or renovation project can be a hurdle sometimes, but there are ways to make the process go more smoothly.

# THE GREENSMOWER OF THE FUTURE – NOW

The day has come where machines are available to replace golf course maintenance staff.

## **TOOLS FOR TALLYING**

The Golf Course Builders Association of America's new guide to cost estimating can help to keep those building or renovating a course on budget.

## PODCAST: GET SCHOOLED ABOUT SOIL

Soil testing can be a useful tool for planning a course's pesticide program. Learn how to get the most out of it.

### **GIS COVERAGE**

In the run up to the Golf Industry Show, which takes place Feb 5-7 in New Orleans, we feature several articles about the industry's biggest event. After the show, don't forget to view our video interviews from the show floor and read our coverage of the educational sessions.



#### EDITORIAL MISSION STATEMENT:

*Golf Course Industry* reports on and analyzes the business of maintaining golf courses, as well as the broader business of golf course management. This includes three main areas: agronomy, business management and career development as it relates to golf course superintendents and those professionals responsible for maintaining a golf course as an important asset.

