

# Off The Fringe

NEWS WITH A HOOK

## Business briefs

### **BASF will buy Cyanamid**

German chemical company BASF will purchase the Cyanamid herbicide division of drug company American Home Products Corp. for \$3.8 billion, according to news reports. The purchase will double BASF's business in agricultural chemicals. Cyanamid makes herbicides, fungicides and pesticides.

### **Deere down for 1st quarter**

Deere & Co. reported first-quarter net income of \$37.7 million, or \$.16 per share, for its first quarter ending Jan. 31, 2000, compared with \$49.7 million, or \$.21 per share, in last year's first quarter.

### **ABT enters into DIP credit facility**

Henderson, Nev.-based AgriBioTech announced the entry of an interim bankruptcy court order authorizing the company to enter into a Chapter 11 debtor-in-possession credit facility with its prebankruptcy lenders.

At an emergency hearing in February, the bankruptcy court authorized the company to enter into the DIP credit facility with Bank of America N.A., as agent, and Deutsche Financial Services Corp., as administrative agent, for the bank group.

### **Van Waters snaps up Turf Industries**

Van Waters & Rogers has acquired Turf Industries of Dallas and Houston, Texas. Turf Industries joins Van Waters & Rogers Professional Products & Services business unit. The combined company will retain its current staff and locations serving Texas, Louisiana, Oklahoma and portions of other states.

### **Capstone under construction**

Construction is underway in Tuscaloosa, Ala., at The Capstone Club, an 18-hole Gil Hanse

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## Birdies And Bordeaux

### CORDEVALLE OFFERS 18 HOLES AND AN 85-ACRE VINEYARD

By James E. Guyette

Golfers sinking putts at the CordeValle GC near San Jose, Calif., will also be able to swill a goblet of homespun wine. The Robert Trent Jones Jr.-designed course, which opened in October, will feature an 85-acre vineyard and winery located in the heart of one of California's most fertile grape-growing regions.

CordeValle has teamed with Saratoga, Calif.-based Clos LaChance Wines, an up-and-coming premium wine label, says Rick Riess, CordeValle's general manager. The grapevines are already crawling, and the 30,000 square-foot, Tuscan-style winery will open in the fall on the 7,169-yard, par 72 course. The invitation-only club plans to roll out the barrels for "high-profile business leaders" from the Golden State's Silicon Valley.

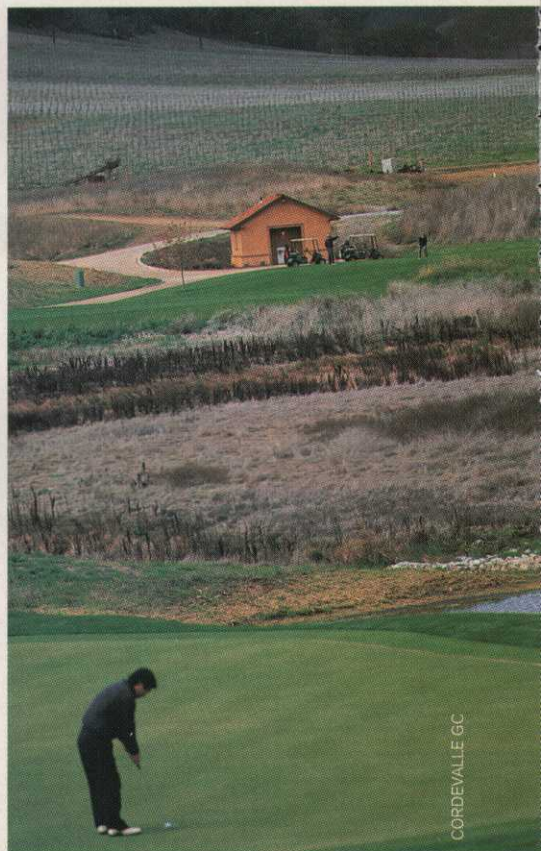
"We're on the 6th hole, so after you play the hole you can come in for a glass of wine," says Cheryl Murphy of Clos LaChance Wines.

With the vineyard hosting more than 22 varietals and 60 different clones, the winery will house processing equipment, tanks and barrel storage necessary for producing some 50,000 cases annually. A tasting room will host business banquets

and wine-related seminars, and patrons relaxing on the terrace can sip wine while viewing the course and vineyard.

Farming the fruit of the vine next to a golf course can create special challenges for superintendent Jim McPhilomy and vineyard manager Greg Mills.

"We'll probably be swapping gophers," quips Mills, who points out that he and McPhilomy are working



Drive for show, putt for Merlot.



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design and the latest development project from University Clubs of America, a joint venture between Arnold Palmer Golf Management and the University Clubs Group.

Developed and managed by UCA, The Capstone Club is one of several university-themed clubs in some stage of development/operation: The University Club of South Carolina has been operating since 1995; the Auburn University Club opened in the fall of 1999; and work has begun on retrofitting an existing 36-hole facility in Lexington, Ken., to be rechristened The University Club of Kentucky. Construction of the Cardinal Club (at the University of Louisville) began in March.

### ClubCorp teams with LifeCast

Dallas-based ClubCorp has partnered with LifeCast.com to create members-only Web sites for ClubCorp's more than 230 private clubs worldwide. The sites will deliver targeted, customized, club-related and lifestyle content for ClubCorp's more than 500,000 members.

In other company news, ClubCorp announced it has contracted with Tom Weiskopf to design a second course at La Vista Vallarta, a public access golfing property in Puerto Vallarta, Mexico.

### Broyhill acquires Yazoo/Kees

Broyhill has acquired the turf business of Yazoo/Kees in Chetek, Wis. All operations will be consolidated in Broyhill's Dakota City, Neb., facility.

### Textron, Pebble extend agreement

Racine, Wis.-based Textron Turf Care And Specialty Products will supply equipment to Pebble Beach Golf Links for the next five years, according to an extended agreement.

### Golfplan changes name

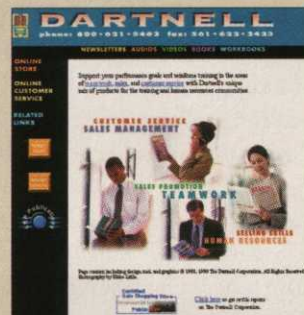
Golfplan, The Ronald Fream Design Group, has changed its name to Golfplan/Fream and Dale to reflect the new partnership status of vice president and senior golf course architect David Dale.

# Scanning the Web

Communication is the key for creating a productive work environment. After all, if the employees aren't speaking to each other, how are they going to accomplish your course's goals? Here are a few sites that will give you tips on how to get everyone at your course working together. (All sites start with <http://> unless otherwise noted):

**(\*\*\*\* - Bookmark it and return frequently \* - Look at only if absolutely necessary)**

▶ **\*\*\*\*www.dartnellcorp.com** - This is the Web site of Dartnell Corp., a consultancy group specializing in building communications skills. The site's clean look makes it simple to navigate, and it contains a specific area designated for team-building tools. You can order newsletters, audio tapes videos and books that will give you communication tips in easily digestible pieces.



**\*\*\*www.inspiredpro.com** - Start with the theory that being personally fulfilled will help everyone at your course communicate better together. Add a little popular psychology, and you have the essential components of this Web site. Its electronic magazine has sections designed to help you better understand your own goals as well as the goals of those around you. All that's missing from this new-age site is the sitar music.

**\*www.clement.com** - Like something out of a Dilbert cartoon, this site provides managers a sure-fire way to raise morale and build teamwork for a horribly overworked staff: posters. There are posters located on the site you can try for free, but for the REALLY inspirational posters, The Employee Development Co. requires that you give them money.

*Scanning the Web is compiled by noted misanthrope Frank H. Andorka Jr., Golfdom's associate editor, who works hard to get along with absolutely no one. You can reach him at [fandorka@advanstar.com](mailto:fandorka@advanstar.com) with future column suggestions or sites you think he should visit, but don't expect him to use any of your ideas.*



## Calling it Quits

Former golfers over 40 give these reasons for loosening their grip on the old putter. Oddly enough, they don't admit to throwing in the towel simply because their swings suck.

### Men

Work responsibilities: **50%**

Family responsibilities: **46%**

Too expensive: **33%**

### Women

Other hobbies or interests: **60%**

Too expensive: **52%**

No friends or family played: **45%**