

Blazing a New Trail



MIKE KLEMM

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able to use bent, but Palm Springs is no longer just a winter resort town. Resort courses want to attract players in the summer, and you can't run the number of rounds they want through bentgrass greens in 105-degree heat."

Similar to the Southeast and Palm Springs, ultradwarf bermudagrass varieties are gaining popularity in Arizona, says Mike Huck of the USGA's Southwest Green Section office.

"Bermudagrass is still the recommended grass if your course is down (South)," Huck says. "Bentgrass greens walk a thin line in Phoenix."

But Huck says that bermuda greens are no longer limited to the southern part of the state. As in South Carolina and Georgia, the bent/bermuda line is blurring in Phoenix.

"In Scottsdale, the nights are cool enough that most of the high-end courses use bent," Huck adds. "But the TPC of Scottsdale just switched from bent to bermuda, and that is not a low-end course."

Future of the line

How much the line between bent and bermuda is blurred in the Southeast and the Southwest depends on key considerations, including annual rounds, water quality and target audience.

"The decision is really based on clientele," says Wayne Horman, director of sales and marketing for The Scotts Co. "Maintaining bent in the South will always be difficult, and the trend is toward more bermuda. The ultradwarf is improving the putting surfaces so that it is becoming acceptable for high-end courses to have bermudagrass."

Acceptable is one thing; preferred is another. No matter how true it rolls, many players prefer bentgrass, according to Kastler.

"A lot of players associate bentgrass with upscale, no matter where the course is," Kastler says. "I'm a bentgrass man myself, but we only handle 26,000 rounds a year here, so we can pull it off."

According to O'Brien, the proliferation of ultradwarf bermudagrass will depend on the continued evolution of the species.

"How much the conversion occurs depends on how we assess the cold hardiness of the ultradwarf grasses," O'Brien says. "We are only in the first generation of these new ultradwarfs, and hopefully the second generation will address the cold-hardiness issues." ■

Although ultradwarf bermudagrasses are becoming acceptable on high-end courses, a lot of players still associate bentgrass with upscale.

Shane Sharp is a free-lance writer based in Charlotte, N.C.

Blast Off

Forget the new bentgrass varieties. They have nothing on my latest idea for an improved putting surface: concrete.

I know it sounds radical, but just think of the advantages: no mowing, no aeration (you'll be a hero in the pro shop), no slicing, no spiking, no grooming, no verticutting, no topdressing — not even a fungicide application will be required. The real beauty of it, of course, is that you could finally achieve greens stimping 30 to 35 feet, depending on the wind. Sure, you're bound to go through cup-cutting shells a little quicker, but the upside is just too sweet to worry about something so minor.

OK, so we're not quite to this point yet, but doesn't it seem like we're heading down some crazy path toward an end not altogether different than this goofy scenario? When was the last time you

watched a tournament on TV and they didn't discuss how wonderfully fast the greens were stimping? I watched the Memorial Tournament in May, held at the Jack Nicklaus-built Muirfield Village GC in Dublin, Ohio. The course was in wonderful shape, as usual, and even the commentators seemed more impressed than normal with its immaculate condition. I heard praise several times for superintendent Mike McBride and his crew.

I couldn't help but listen more closely, as I fed my baby daughter a bottle, when Jack was interviewed on TV. He said he asked McBride for green speeds in the 12 to 13 range, and that because of the conditions the greens were stimping at 14 or 15.

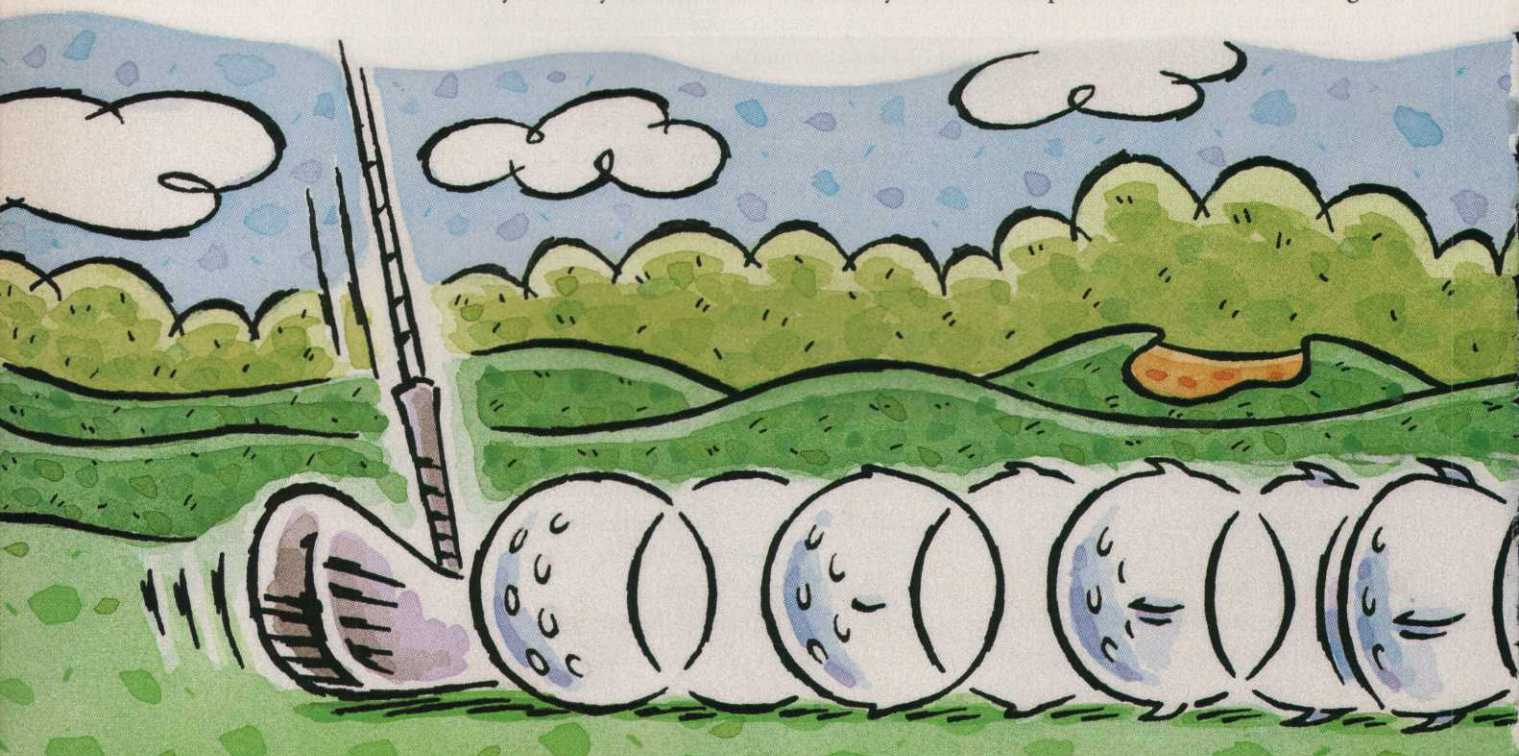
Fourteen or 15! I was so dumbfounded that the baby bottle slipped out of my daughter's mouth and she was sucking air. My wife had to shout in my ear —

“Watch what you're doing!” — to break me out of my stimp-induced stupor.

One of the problems with a PGA event course rolling at 14 or 15 lies in its consequences, commonly known as the dreaded Augusta Syndrome. Joe Golfer, sitting in front of the TV on Sunday afternoon, watches Tiger drain another 45-footer and wonders why his course, to which he pays his hard-earned money to belong, doesn't have the same perfect greens. “14 or 15,” he says to himself. “Why don't we have that? If we did, I could drain putts as easily as Tiger.”

Can you imagine having your greens stimping *anywhere* in this neighborhood for any extended period? Or can you imagine this poor fellow with his 17 handicap putting on them?

As shocking as a Stimpmeter reading of 15 may sound to some of us, McBride did put it into a certain comforting con-



Skyrocketing expectations about fast greens

ignore good turf maintenance practices

— and the good of the game BY RON FURLONG

text for me when I asked him about it.

"It's all a matter of perception," he said. "For greens with a high level of slope on them, you don't have to get them up to the high numbers to get the 'feel' you're looking for. But for pool-table flat greens, you have to reach for the high numbers to achieve the same perception."

Because of the renovation of the course's greens a few years ago, McBride said he had to shoot for a 14 or even 15 to get them rolling at a perceived 12. That's because his greens are relatively flat.

"On Wednesday (of the tournament week), when the sun came out, they were extremely quick," he said. "We happened to have the right weather and the right conditions to be able to raise them to the level we wanted. It was not extremely hot. You have to be careful with speed based on weather conditions."

So back to Joe Golfer. Although we

can sometimes justify a 14 or 15 Stimp-meter reading, it's hard to justify it for a typical Thursday afternoon on Joe's course, especially if its greens have slopes. More than likely, Joe doesn't understand PGA Tournament conditions, including slopes of greens and the weather's effect on them. He hears the talk of the high stimp number, sees the beautiful greens and watches the 45-footers sink. Then a light goes on in his head.

At a recent job interview, I was asked how fast I could get the greens. I answered with the politically correct response, "Whatever you want them to roll." I didn't add that dead poa annua rolls around 20 to 25. The problem isn't so much the question, but where did this mentality come from? Why the great need for speed?

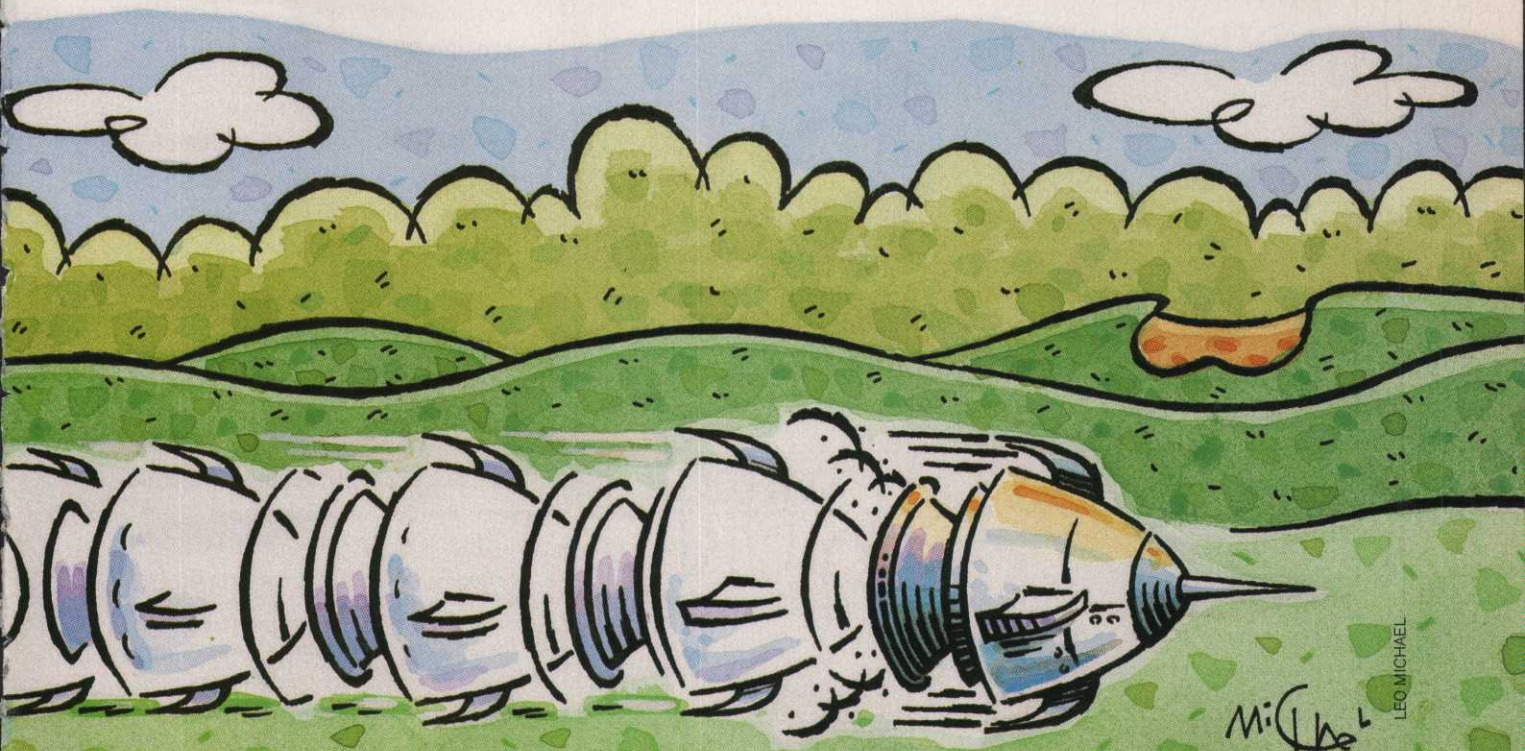
Let's briefly examine the history of the device that ostensibly measures speed. Ed-

ward S. Stimpson invented the Stimp-meter in 1935 to measure the *consistency* of ball roll on greens, not *speed*. The device will tell you if your sixth green has the same ball roll as your 14th green. If you use this tool properly, you'll know that each green is rolling a similar distance. Isn't that what's ultimately the most important factor? In the late 1970s, the USGA modified it and made it available to superintendents and course officials.

If only superintendents had kept it a secret. If the pro had asked a superintendent what he was doing with the device, the superintendent could have said any number of things to throw the pro off the scent — like it was a tool the irrigation technician had invented to locate drain tile underneath the green.

If you only had a dime for every time a member has caught you on the putting

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green and told you how quick the greens were in the tournament he played at another course the previous day. "Our greens just don't seem as fast," he tells you. You can insert your own delicate answer here, such as, "Perhaps they were maintaining the greens at lower speeds for the tournament," or "Perhaps they have greens

with more severe undulation." My favorite answer, though I never have the courage to say it, is: "Perhaps you're not as familiar with their greens as ours, making them more difficult for you. Thus, they merely *seemed* faster."

One of my favorite pieces on green speed comes from Larry Gilhuly, executive director of the Northwest Region for

the USGA Green Section. Larry did a survey of the Pacific Northwest Golf Association and the Washington State Golf Association Board of Directors. He asked them, "What expectations do you have regarding the playing conditions, maintenance, and overall atmosphere of a golf course when you play?" The No. 1 response to this question was, "Smooth greens of adequate pace." What a beautiful answer.

"The first and most emphatic answer in most cases was fast greens," Gilhuly wrote. "Upon further discussion, most of the respondents really wanted smooth greens with decent speed. Not surprisingly, those who still insisted on fast greens were single-digit players."

No one wants slow greens. In fact, you might even catch me on the practice green crouched down with the Stimpmeter in one hand. It is a tool like any other that provides us with information. What we do with that information is key. No one wants to take a step back. But when we start hearing numbers like 14 and 15, you have to start to wonder how much is enough. Is there no end?

Here's an idea: For all televised PGA events, the Stimpmeter reading isn't publicized. I'm not saying officials shouldn't measure green speed, but they should keep it under wraps. PGA officials and superintendents can know, but it should stop there. When asked what the greens are rolling, officials can respond with the only answer that really matters, "We have smooth greens of adequate pace."

The USGA provides an instruction booklet with the Stimpmeter. At the end of the booklet is an absolutely wonderful piece of information. It reads, "Strive for championship conditions only for limited periods of time, principally for important club events. Turfgrass failure is common when championship conditions are maintained for too long or when adverse weather conditions occur."

This is the last item in the booklet. It would be nice if it was the first. ■

Ron Furlong, first assistant superintendent at Everett Golf & CC in Mukilteo, Wash., can be reached at rf7500@aol.com.



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Inside The Fringe

A Cup of Class

The little things can make a big difference in a superintendent's quest to achieve great-looking greens. That includes painting cups to get the "tournament look."

Todd Voss, superintendent of Double Eagle GC in Galena, Ohio, has discovered that painted cups equal class. "A fresh set of painted cups are installed every Friday morning on our course," says Voss, who became superintendent at Double Eagle in 1996 and continued the cup-painting procedure introduced in 1991 by former Double Eagle superintendent Terry Buchen.

A Double Eagle crew member sets aside three hours on a rainy day every month to repaint four sets of cups. First, the worker dips each individual cup into lacquer thinner to dissolve the old paint. Then he spray paints them with one light coat of white paint. Voss says one coat is better than three coats because

paint chips off cups with three coats just as much as it chips off cups with one coat. Also, cups with three coats are harder to clean.

The bottom line: There's nothing like putting into a clean, white aluminum cup, Voss says.

Jim Knaffle, superintendent of the International Club in Myrtle Beach, also knows the benefits of good-looking cups. For the past few months, Knaffle has been using Hole-in-White, a product that provides a quick method to paint the inside of putting holes. "It paints the soil and thatch from the lip of the cup to the top of the turf," says Knaffle, who recommends the easy-to-use product.

A steel device is positioned snugly over a freshly cut hole. The turf paint is placed on a tool over the device. With a few quick turns of the can, the hole is uniformly colored. The paint dries quickly and is not harmful to grass.

— Larry Aylward, Editor



PHOTODISC

Resurgent Velvet

A FORMERLY REGIONAL BENTGRASS CREEPS ITS WAY SLOWLY ACROSS THE COUNTRY

By Frank H. Andorka Jr.,
Managing Editor

New varieties of velvet bentgrass are extending their reach beyond traditional strongholds in the Northeast and Northwest.

Superintendents are caring for velvet bentgrass in the shadow of the Rocky Mountains and on the shores of Lake Erie, two areas far outside its normal range. In addition, some southern courses overseed with velvet bentgrass (instead of the traditional perennial ryegrass or creeping bentgrass) because it provides a better putting surface for winter players.

Velvet bentgrass is a fine-textured turfgrass that is denser than many creeping bentgrasses, says Skip Lynch, director of the Golf and Sports Turf Division of Seed Research of Oregon, which manufactures a variety called SR 7220. It also tolerates lower mowing heights well, he adds.

Mike Ross, grounds manager at Lake Sunapee CC in New London, N.H., has managed velvet bentgrass greens for the last 10 years. He said it provides a superior putting surface to conventional creeping bentgrasses.

"Our greens roll as true as any I've seen," Ross says. "[Velvet bentgrass] bounces back well from a lot of everyday stresses."



SEED RESEARCH OF OREGON

Seed Research of Oregon is testing plots of velvet bentgrass (right) at Rutgers University to improve varieties for wider use.

But critics have charged that velvet bentgrass handles wear poorly and dies if grown outside of the Northeast and Northwest. Lynch says that perception stems from poor management in the early days of velvet bentgrass development. Velvet bentgrass needs little fertilizer and prefers slightly acidic soils. So when superintendents treated it with the same chemicals used on other varieties, velvet bentgrass died, Lynch says.

That's not to say that velvet bentgrass can be grown anywhere, Lynch says. In the South, for example, velvet bentgrass can only be used as an overseeding option because the summer heat kills the grass, he says. In addition, alkaline soils prevalent in states west of Ohio make it difficult for velvet bentgrass to thrive there, although researchers continue to search for a solution to the problem, Lynch says.

Ice Breaker

IT'S PROFILE TO THE RESCUE FOR FROZEN GREENS

Jack Cronin, a distributor of Profile Porous Ceramics in New England, has made a discovery that superintendents should find beneficial. He has learned that Profile melts ice on greens like a midday summer sun.

As Northeast superintendents learned last winter, ice can destroy greens and fairways. Turf suffers crown hydration, the rupturing of plant cells caused by ice crystals. But several superintendents are turning to Profile to melt ice before it damages turf, according to Cronin of R.F. Morse & Sons.

Northeast superintendents have used organic products to melt ice for years. They attract sunlight because they're dark, and they melt ice. But ...

"When the organic product gets through the ice, it's very susceptible to float to the low area," Cronin says. "Then around June when the temperature starts to rise, the area is growing out of control."

Cronin says a superintendent in New Hampshire was the first to use Profile to melt ice.

"He had done several of his greens with an organic product, but he wasn't able to finish because he ran out," Cronin says. "He went back to the barn and found he had some Profile left over from the year before."

Profile is completely different from organic products, but the superintendent thought it might melt ice because of its dark color. He applied it to four greens on a Friday.

When he came back Monday, the ice on the four greens had melted enough that he used a snow blower to remove it. But the ice on the other greens, where he applied the organic product, was still solid and couldn't be removed.

Cronin says Profile works faster to cut through ice without causing greens to grow wildly in the spring because it's a soil amendment. Profile isn't marketed for melting ice, but several superintendents in the Northeast are using it to do so.

Painting With Primo

Syngenta's scientists are always dreaming up new ways for superintendents to use their popular plant growth regulator, Primo, including the latest: tank-mixing Primo with paint to mark areas where superintendents don't want golfers to drive golf cars, particularly around greens.

Dave Ross, technical manager for Syngenta's turf and ornamental group, says the Primo/paint mixture allows superintendents to mow those areas less often, which means the paint stays around longer, Ross says.

Now if only Syngenta scientists could figure out a way to use Primo that would force golfers to obey the painted marks instead of blithely ignoring them as they so often do.

— Frank H. Andorka Jr., Managing Editor

Five Great Things Said About Green Design

Many things have been said about greens and the complexities of designing them. Contributing editor Geoff Shackelford searched his library of design books to come up with what he thinks are five of the best things ever said about green design from five deceased men regarded as golf legends. The sayings remind us not only of how important green design is, but also how subjective tastes are when it comes to interpreting the architect's work.

"A putting green has features just like a human, or, at least, it should have to be worthy of the name. Of course, there are many which are no more impressive than the vacant, cow-like expression of some people, but then again there are some with rugged profiles which loom head and shoulders above the common herd, and the moment we clap our eyes on one of these, impulsively we murmur, 'Ah! There's a green for you!'"

— A.W. Tillinghast, architect

"I am beginning to think that the idea of flat greens or slightly falling greens is more truly scientific than the American plan of small greens targeted or banked to stop almost any shot that hits them. Only a real golf shot will hold those big, flat or slightly retreating greens; and you may have to exercise yourself between the ears in selecting the shot to play."

— O.B. Keeler, golf writer

"Putting greens constructed with relation to the length and topography of the hole are the making of a real golf course."

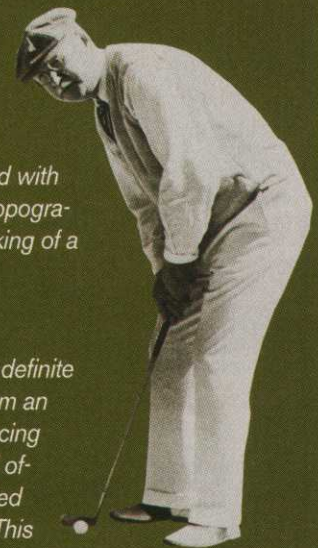
— Donald Ross, architect ▶

"There should always be a definite advantage to be gained from an accurate and intelligent placing of the tee shot, or a reward offered for a long, well-directed carry over some obstacle. This advantage or reward can be only in the shape of an easier or more open road for the second shot. When we soak the green with water, we absolutely nullify the advantage which the design of the hole has held out."

— Bobby Jones, player and architect

"... greens to a golf course are what the face is to a portrait."

— C.B. Macdonald, architect



Editor's note: This press release is only a spoof! But we wouldn't be surprised if a similar company emerges some day.

PRESS RELEASE

SANTA MONICA, Calif. – There is a question your patrons invariably ask, and one which the multi-million dollar golf industry struggles to answer every day: “Which hole is your ‘signature?’”

Do you know how to respond? Are you even sure which is the signature hole at your facility? Do you find yourself relying on the passé, “We don't have a signature hole. We like to think we have 18 signature holes.”

Worry no more. The American Society of Signature Hole Committees (ASSHCom) has unveiled its globally branded “American Signature Hole Program,” a fully integrated, multi-faceted, multiarchitectural outreach program designed to market and enhance the brand experience of your course by identifying your signature hole (or holes).

The ASSHCom rating teams consist of well-traveled, publicity-shy, single-digit handicap golfers. Our lineup of signature architects, course ranking panelists, noted television personalities, famous Tour players and award-winning developers will pinpoint your signature hole and identify the elements enhancing its marketability.

ASSHCom provides a multilayered agenda designed to fit our clients' needs. Each of our program choices comes standard with the following features: The client determines how many signature holes he would like and how he wants his hole (or holes) marketed for the targeted demographic. ASSHCom's annual signature hole list will be published in its lavish, once-a-year journal, *Cigars and Golf*.

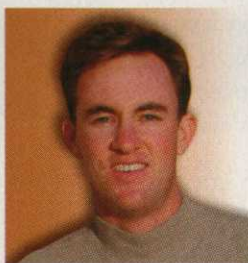
Meanwhile, a national registry of the world's fully branded signature holes will be listed on our award-winning website, www.ashcom.com. Depending on the program you select, ASSHCom will even copyright, trademark and handle all international royalties from courses replicating your signature hole's fully branded features.

How does our committee go about this difficult task and protect the needs of its clients? There are three ASSHCom program choices:

■ **The Classic Signature Program:** Holes are nominated from your course with the commit-

Do You Need a Signature Hole?

BY GEOFF SHACKELFORD



HAVE WE GOT A

PLAN FOR YOU!

INTRODUCING OUR

GLOBALLY BRANDED

'AMERICAN

SIGNATURE HOLE'

PROGRAM

tee branding one hole for signature status. Beautifully sculpted Formica-based signage is created for display on your signature hole. License fee: \$50,000 (not including journal subscriptions or shipping and handling of signage).

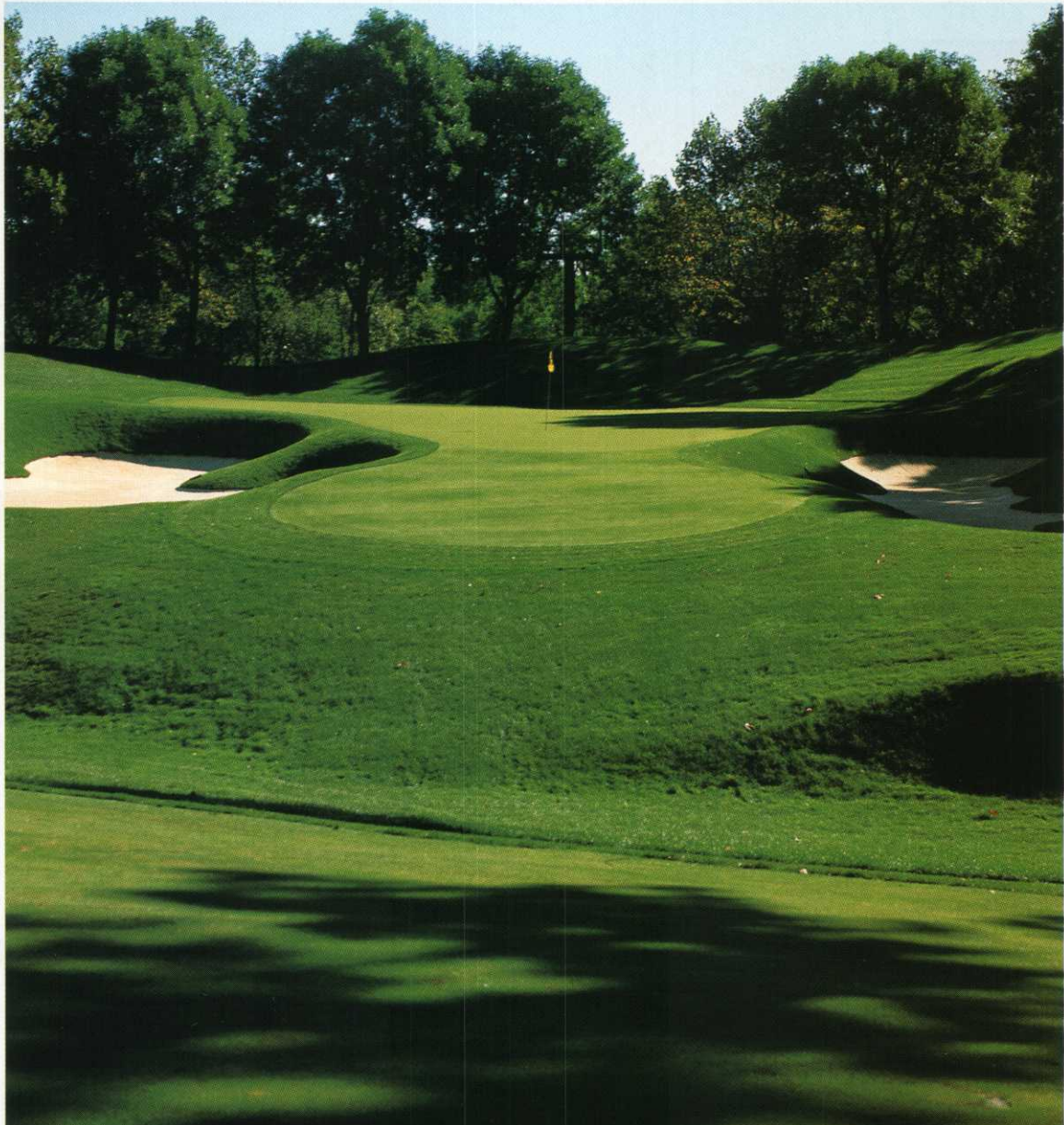
■ **The Titanium Signature Program:** The committee breaks down each of your holes should you decide that you have 18 signatures. Each signature hole will be classified by branded names of your choice (Championship Signature, Waterscape Signature, Award-Winning Signature, Bobby Jones Signature, etc.). Titanium hand-engraved plaques are created for display on each of your signature holes. The program includes all of the aforementioned options. License fee: \$100,000 (not including journal subscription, engraving and shipping of plaques).

■ **The Beryllium Signature Program:** All of the aforementioned elements included in the Titanium program, but also including full legal services designed to protect the brand integrity of your signature hole when others infringe on your ASSHCom registered trademark. Hole signage is made of the finest beryllium. License fee: \$300,000 (not including legal expenses).

To demonstrate the magnitude of the American Signature Hole Program, consider the ramifications had the Royal and Ancient GC of St. Andrews been a charter member back in the late 18th century. Under the Beryllium Program, the club would have collected billions of dollars in royalties from every 18-hole course that infringed on its unique 18-hole, par-72 brand.

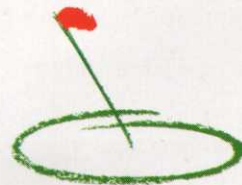
ASSHCom, which is expanding to cities all over the world, is a production of Globally Integrated Cigars and Golf. Legal services are handled by the firm of Force, Majeure and Breach. For more information, call 1-800-Signature.

Geoff Shackelford's next book, The Art of Golf Design, will be released in November. He can be reached at geoffshackelford@aol.com.



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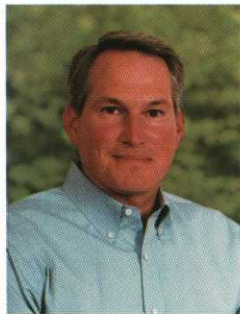


Andersons
GOLF PRODUCTS



You Can Count On Us

Our commitment is to provide the finest quality fertilizers and control products to superintendents and other turf professionals," says Tom Handel, vice president and general manager for The Andersons' Professional Turf Products Division. "We view our products as important tools for superintendents to accomplish their objectives — to create beautiful courses for golfers to enjoy."



Tom Handel, vice president and general manager

The Andersons began to supply fertilizers to the turf industry in the early 1970s. The company has grown to one of the largest manufacturers and marketers of high-quality turf products in North America.

"Our company's mission, culture and size provide the right blend of resources to deliver superior value to our customers," Handel notes as a reason for The Andersons' turf business success over the last 25 years.



Allen Figley, director of sales

That growth was accelerated in 2000 when the company purchased The Scotts' U.S. professional turf business. The acquisition of Scotts, leaders in the professional market for more than two decades, created the ideal platform for The Andersons to continue investing in an industry it sees as a long-term opportunity.

"Combining the top two fertilizer and control product lines in the industry has created the most comprehensive offering available," Handel says. "We offer superintendents unmatched flexibility to meet the needs and challenges of their particular situations with products and technologies they know and trust."

Allen Figley, the professional division's director of sales, agrees. "Uniting The Andersons' and

Scotts' products and people along with The Andersons' can-do, service-minded culture is a winning combination for our customers," he says.

The Andersons' go-to-market strategy includes servicing the industry with a large field organization supporting the efforts of a top-notch distributor network. "We have the strongest, most technically oriented field organization in the business," Handel says.

Figley says the best way to deliver the Andersons Golf Products' experience is through a nationwide network of turf distributors who know and serve the local markets. "We offer customers the best of both worlds — they get the service and knowledge of the local distributor along with a strong team of Andersons' representatives who are readily accessible coast-to-coast," he says.

The Andersons want superintendents to know that supplying value-added solutions to their needs is top-of-mind. "We're not satisfied with the status quo, and we continually seek new and innovative ways to meet our customers' needs," Handel says. "We're committed to research and development as a means to market products and services which provide improved performance and convenience."

It's been about one year since The Andersons completed the Scotts acquisition and six months since the company launched the Andersons Golf Products brand. "We've accomplished a lot in the last year and expect the next 12 months to be just as eventful," Handel says. "Our plans include the introduction of several significant product improvements, continued enhancement to our service levels, and an unwavering dedication to product research and development." ■

COVER PHOTO AND PHOTO ABOVE: MIKE KLEMMER



A History of Trust, Honesty & Integrity

The Andersons, established in 1947, maintains a rich history. Perhaps the most important component of that history is the never-say-die attitude of company founder Harold Anderson.

In the mid-1930s, Anderson left his job with Nabisco in Toledo, Ohio, to pursue a dream — starting his own company. Anderson, an expert in the grain business, believed he could serve farmers better by improving the system of moving grain from farm to market. He formed the Anderson Elevator Co. in 1937 with his wife Margaret and father David. But the business failed and the dream was shattered.

But Anderson, who possessed great confidence in his ability to succeed, didn't let the failed endeavor end his dream. He tried again in 1947 when he and his sons broke ground for The Anderson Truck Terminal. This time, he succeeded.

From this original grain business, The Andersons, as it's known today, has experienced tremendous growth. A corncob processing business was added in the '50s; a wholesale fertilizer division in the '60s as well as the "General Store" retail segment; and a turf fertilizer business in the '70s.

In the '80s and '90s, the company invested more resources in two areas — the rail and turf groups — which have both grown to be major business units. The rail group sells, leases and repairs railroad rolling stock, controlling a fleet of more than 4,800 units. The turf group is a leading manufacturer and marketer of turf fertilizers and control products to the professional and consumer markets. With the development of the TeeTime® products, the acquisition of The Scotts' U.S. Pro Turf busi-

ness and the launching of Andersons Golf Products, this unit has developed into a strategically critical part of The Andersons' overall business.

While these events have contributed to making the company what it is today, commitment to higher values has been the major backbone for the The Andersons' success. The company's mission statement reads: "We firmly believe that our company is a powerful vehicle through which we channel our time, talent and energy in pursuit of the fundamental goal of serving God by serving others. Through our collective action, we greatly magnify the impact of our individual efforts to provide extraordinary service to our customers, help each other develop, contribute to the improvement of the community and grow our company profitably."

Today, The Andersons' organization is comprised of dedicated and talented people built on a solid foundation of family values and service. With more

than 3,000 employees, annual sales of nearly \$1 billion and diverse business units, the company is committed to serving the professional turf market with a strong work ethic and a reputation of honesty and integrity.

This philosophy is practiced as well as preached. It's the common thread that has guided the organization in the past and will continue in the future. This dedication to higher values encourages stronger commitment from employees, stockholders, the community, and most importantly, customers. ■



1947



1951



1960



1972



They've Come Into Contec

SUPERINTENDENTS LIKE FERTILIZER
PERFORMANCE AND EASE OF USE

Don't tell superintendents Ron Ross and Bob Miller that all fertilizers are the same. The veteran superintendents have tried numerous brands of fertilizers in their careers, and they know what works.

"A lot of people will tell you that fertilizer is just fertilizer," says Miller, superintendent of En-Joie Golf Club in Endicott, N.Y. "But it's not."

Ross, superintendent of Quarry Oaks Golf Course in Ashland, Neb., says he can save money by buying cheap fertilizer, but he wouldn't apply it with much confidence. That's why Ross doesn't second guess himself for paying more for better and more dependable fertilizer, such as the Andersons Golf Products' fertilizer. "Why not buy something I'm totally satisfied and have had great results with?" he asks rhetorically.

Ross says the Andersons' products provide the backbone of his fertilization program. "I feel comfortable and confident using their products,"

Ross says. "They're reliable and easy to use."



Ross uses Contec® controlled-release fertilizer on his greens, specifically the 18-9-18/63 percent methylene urea product. Ross prefers the product's small particle size because it's resistant to mower pickup. He also likes that it dissolves quickly into the turf's canopy. "We've had no problem with injury and streaking," Ross says of Contec, which he uses on his greens about four times a year.

Contec can provide slow-release nitrogen feeding, in some cases, for up to 16 weeks without surge growth. Contec is clean, has low dust and does not burn.

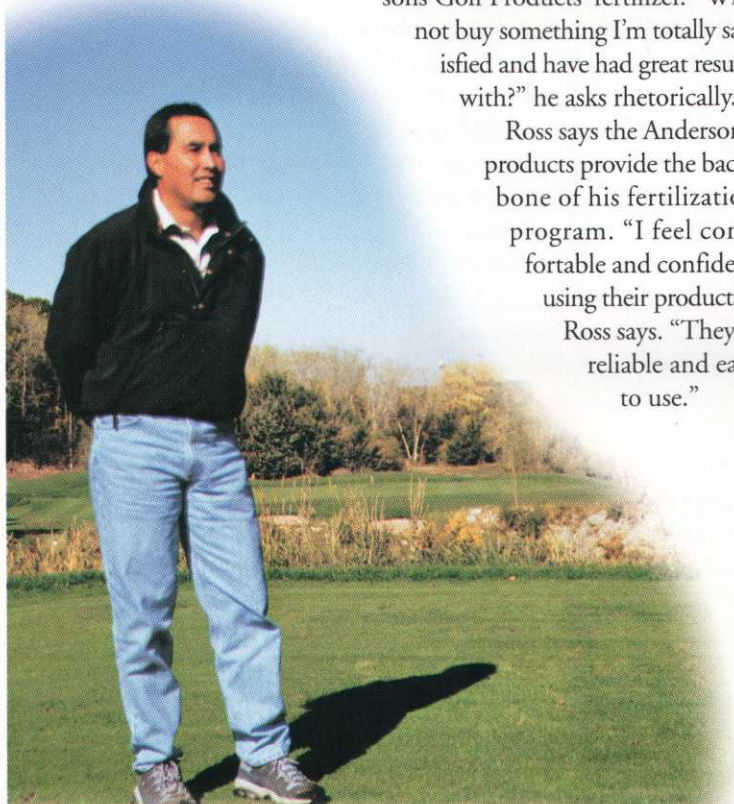
Ross says the product is so user-friendly that he would let a new worker apply it. He says application directions on the Contec package are clear and easy to understand.

In 1998, when En-Joie completed a two-year renovation, Miller decided to use Contec on the course's restored and larger bentgrass greens. "It provides a longer residual, which is always good," says Miller, a superintendent for more than 20 years.

Miller recalls switching from Andersons' products to a cheaper fertilizer several years ago. It burned areas on tees and greens, so he switched back. He also learned a lesson.

"If you're satisfied with a product, you shouldn't change to another product," Miller says. "In our business, people are willing to pay for peace of mind — to know that a product will react the same time and again." ■

Superintendent Ron Ross prefers Contec's small particle size because it's resistant to mower pickup.



QUALITY EQUALS performance

BY TIM BIRTHISEL

The effective application of pesticides and plant nutrients are very important to us. These products are essential for high-quality turf maintenance. Our company and its products do the job of turf protection in a professional manner, a fact that is reflected in our products' design. For example:

- ▶ We target particle consistency in our granular products to ensure clump-free materials that flow uniformly from the hopper of the spreader equipment that you use.

- ▶ We are devoted to controlling particle size because we know about spreadability. Your care in applying them properly is not lost with our products because of the even flight path our granules attain during broadcast operations.

- ▶ Today's lower-mobility active ingredients demand proper placement on the treated area for best results. Don't get confused about discussions of pounds per acre because the real issue is particles applied per area treated with the proper balance of active ingredients. We're so particular about this that we count the particles per square inch.

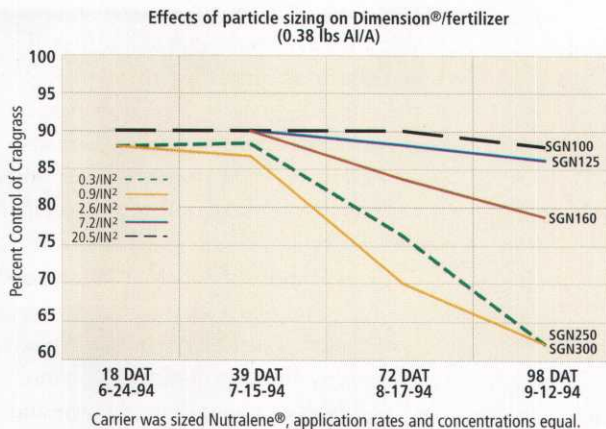
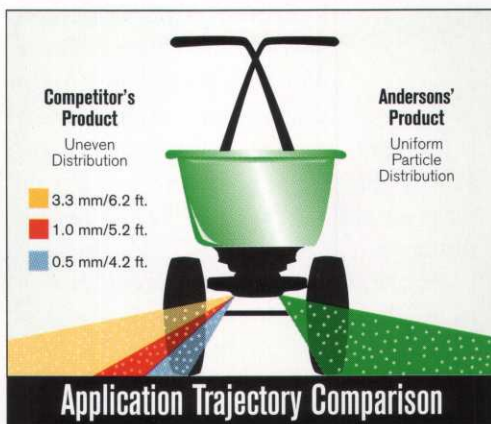
- ▶ We custom design our own granular carriers and fertilizers to give you the best results for each purpose for which our products are used. Our formulations ensure efficient delivery of their active ingredient to the intended target.

This is the difference in the performance that a well-designed formulation can make. For example, most pre-emergence herbicide formulations are similar in composition, but we have

seen tremendous efficacy differences in our research test plots by modifying the particles per square inch applied.

Because of our efforts, you can rest easier knowing that our products are doing the job they are intended to do — for you and the turf you manage. ■

Birthisel is manager of technical development for The Andersons' Turf Products Group.



Fine By Them

SUPERINTENDENTS SAY GRANULAR FUNGICIDES ARE
CONVENIENT, RELIABLE AND EFFECTIVE

Out of convenience and necessity, certified superintendent Wayne Perkins began using granular fungicides about 15 years ago. At that time, granular fungicides were perceived to be less effective than sprayable fungicides for disease treatment.

But Perkins, who oversees golf course maintenance for the two courses comprising the Colonial Country Club in Jackson, Miss., has found that granular fungicides work just fine, thank you. Perkins uses products from Anderson's Golf Products, which include FFII®, Daconil® 5G and Golden Eagle™.

"They have taken care of the turf diseases," Perkins says. "I have not had any problems with the products."

Perkins, who has been at Colonial for 21 years, began using granular fungicides because weather conditions in Jackson dictated it. "Most of our problems are in the winter

when it's extremely wet," Perkins says. "We have one course with old clay-based soils.

Once the

greens get wet, they stay wet, and it's difficult to put a spray rig on them."

Besides, Perkins would rather use a spreader for fungicide application because it's more environmentally friendly.

Perkins explains that granular fungicides are easy to apply because they don't have to be tank mixed in a sprayer and applied when weather conditions are right. A worker can just load up a spreader, and the granular fungicides are ready for application.

"We take a curative approach, not a preventive one," Perkins says. "So when you have a problem, you have to take care of it no matter what the weather conditions."

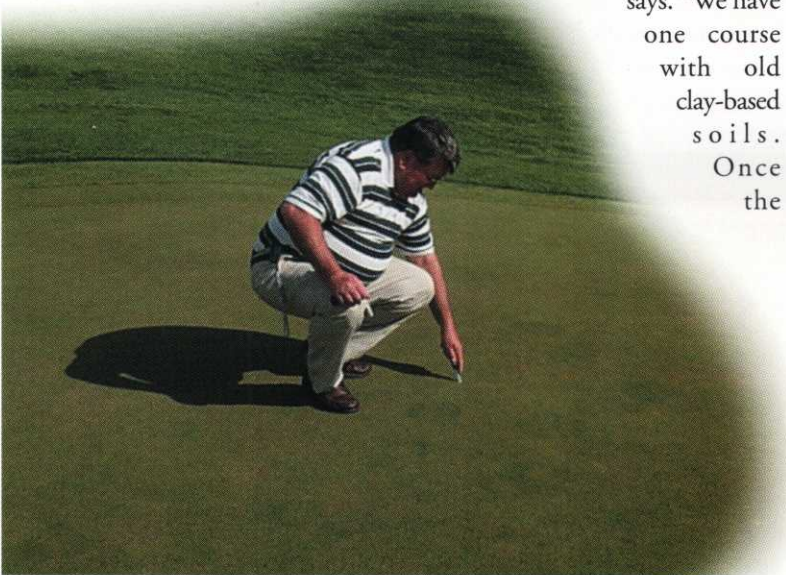
Perkins admits he may get better foliar coverage with sprayable fungicides, but he doesn't view that as a drawback for granular fungicides. "If a product does its job, it doesn't matter what kind of coverage it gets," he adds.

Bob Miller, superintendent of En-Joie Golf Club in Endicott, N.Y., has used granular fungicides since 1975 and says they perform as well as sprayable fungicides. "We've stopped diseases as fast as we would have if we had sprayed them," he says.

Miller also says golfers perceive granular fungicides as safer products since they're applied with spreaders. Some golfers become alarmed when they see a maintenance worker dressed in a protective suit, gloves and a white mask while driving a spray truck on a golf course. The golfers wonder if what the maintenance worker is spraying is dangerous, Miller says.

"But if they see a worker applying fungicides with a spreader, the golfers don't even think about it," Miller adds. "Golfers are more comfortable when you use granular products. That's one of the reasons we use them." ■

"We've stopped diseases as fast as we would have if we had sprayed them," superintendent Bob Miller says of using granular fungicides.



Fertilizers & Combination Products

... Designed to Meet Your Needs

Pre-emergent herbicides

The Andersons selection of high-quality fertilizer with pre-emergent products is unsurpassed in the industry. From the new state-of-the-art greens-grade formulations with Dithiopyr to time-tested specialty products, such as fertilizer with Dimension®, Barricade®, Ronstar®, Team®, Team Pro®, Pendimethalin, Betasan and Tupersan® (Siduron), the company offers a comprehensive lineup of herbicides for every type of turf and special need situation in the North, South, East and West.

Our pre-emergent formulations are designed in a variety of particle sizes and active ingredients for many turf uses throughout the country. The Andersons' Barricade, Dimension, Team Pro and Pendimethalin formulations have set the industry standard for low dust, consistently formulated combination products resulting in a more uniform amount of active ingredient reaching the soil surface. This translates into superior pre-emergent weed control.

Postemergent herbicides

The Andersons has recently introduced fertilizer with Millennium Ultra® to the marketplace with rave reviews. These formulations, such as 18-5-9 with Millennium Ultra®, are fertilizers with excellent broadleaf weed control of dandelions, plantain, etc., and better clover control than you've ever seen in a granular weed-and-feed product.

Insecticides

We are an industry leader providing the best selection of insecticide and fertilizer combinations.

Fertilizer with Merit® for grub control has been a proven performer, while we also offer granular Dylox® for the more urgent knockdown of grubs. New from The Andersons is Fertilizer with Talstar® for broad-spectrum surface-feeder insect control. Our premium particle-sizing technology ensures that the fertilizer and pesticide are evenly distributed for maximum efficacy.

Rounding out the tools we offer you are natural-based fertilizer, sprayable fertilizer and other specialty nutrients products. ■





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Central Region

The Central Region promotes the best of The Andersons' small particle technologies, a variety of nutrient sources of NPK (Contec, Poly S, Poly NS-52, Super K, Nutralene, Nitroform, etc.), and combination products.

Our greens and tees offering is unmatched in the industry with products like Contec 19-2-15 & 18-9-18, 18-6-15 with Nutralene and Super K 0-0-45 coated slow-release potassium sulfate. In addition to the premium small-particle fertilizer products, The Andersons is the recognized leader in high-quality combination products such as FFII for snow mold control, fertilizer with Millennium Ultra® for broadleaf weed control, fertilizers with Merit and Talstar for insect control, fertilizer/fungicide combination products for preventive and curative disease control, fertilizer/TGR for growth suppression, and a variety of fertilizer with pre-emergent weed control formulations.

The Andersons also offers sprayable fungicides for preventive and curative control of turfgrass diseases. Last but not least: If you need a high-quality and accurate fertilizer spreader, The Andersons has available the best fertilizer spreaders in the industry (AccuPro 2000, SR 2000, and SS-2).

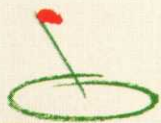
Our commitment has been and will continue to be to develop premium-grade, well-sized, small-particle products. It has taken commitment to excellence, capital investment and hard work from many people to get the company to where it is today — unmatched in product quality, selection and performance. We invite you to look at our products and make up your own mind.

— Tom Wentz, Regional Manager

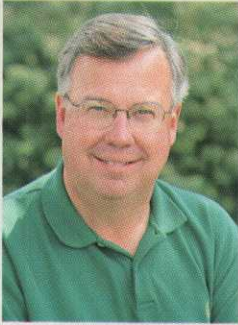
Western Region

The Western Region extends from Texas westward to California and up to the Pacific Northwest and east to Big Sky country. Our seven territory managers are equipped to deal with the diversity in climates and turf types to help turf managers produce high-quality conditions at their facilities. The Andersons continues its leadership position with the highest quality lineup of specialty fertilizers and control products for greens including: Contec, Peters®, STEP®, Turf Enhancer and Goosegrass Crabgrass Control. In the South, The Andersons provides a broad line of fertilizers with pre-emergence herbicide — including Pendimethalin, Dimension, Ronstar, Barricade and Team — to help prevent both grassy and broadleaf weeds. In the North, our customers have depended on fertilizers with fungicides, especially FF-II, the proven performer for winter disease control.

— Bob Eichenberg, Regional Manager



Central



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Ray Saseen, Territory Manager
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Eastern Region

The Eastern Region encompasses a large geographic area from the New England states to the coastal South.

Because of this, our territory managers and distributors promote nearly all of the company's golf products. Whether it's snow mold products in the North or mole cricket control in the South, the products feature

quality, performance and technology. Names like Contec, Tee Time, NS-52®, Poly-S®, TGR, and FFII mean the best in particle size, uniformity and consistent performance. In the South, Andersons Golf Products is known for high-quality greens products and as an industry leader in formulating fertilizer and pre-emergent herbicide products. In the Northeast, our customers realize we're unmatched in small-particle fertilizers and granular control product technologies. They also know that our team of territory managers is the best when it comes to providing technical information and service.

— Mike Chinich, Regional Manager



Eastern

National Accounts

Doug Masters
National Accounts
Manager



Technical Services Team

Dave Irmen
Manager Field Tech
Services/International
Sales



Shawn Emmack
Field Tech Services
Representative,
Central Region



Tom Brown
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What's New

The Andersons Expands Maumee Laboratory

Andersons Announces Fertilizer Plus Talstar

www.Andersonsinc.com Relaunch Announced

The Andersons Introduces New Premium Brand of Golf Products

On February 15, 2001, The Andersons introduced their new brand of products to golf and other turf professionals at the 75th annual Golf Course Superintendents Association of America Conference and Show.

The new brand of products is Andersons Golf Products™. It includes turf care products marketed up to now under the Tee Time® brand, known for consistency and premium particle sizing; it also includes well-recognized and trusted turf care products previously marketed by The Scotts Company under the ProTurf® brand. This includes products such as Cortec® Poly-S® FF-® AccuPro®, Extend™ and ProPenda™.

Technical Questions?

Contact your area Territory Manager

Search By State

The Andersons Golf Products' Web site (www.AndersonsGolfProducts.com) is a user-friendly site with an abundance of information.

The Andersons relaunched a portion of its Web site earlier this year to include the Andersons Golf Products section. The section includes more in-depth industry information such as seasonal tips, technical reports and industry links.

Specific product information is located under a "Products" heading. Contact information for technical representatives and distributors is found under a "Technical Support" heading.

Superintendents can access information on fertilizer, fungicides, growth regulators, herbicides, insecticides and spreaders. The information includes product makeup and application procedures.

Under the "Turf Facts" heading, superintendents can access newsletters, seasonal tips, technical reports and press releases.

Turf Facts

Seasonal Tips

Winter Care 1, 2001. The Andersons completed its acquisition of The Scotts Company's U.S. professional turf business. The transaction includes a long-term master agreement with Scotts and will be completed by the end of the year. The acquisition includes ProTurf, Cortec, Plus Talstar and other brand names. The distribution network, customer list and marketing rights to all trademarks, patents, technologies and copyrights associated with the professional turf market. The transaction also includes the sale of the Scotts brand for use in a master agreement with Scotts. Professional turf care products for professional turf care.

Products

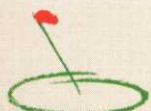
Seasonal Tips

Andersons Golf Products™ products are now under the Tee Time® brand. The new brand of products is Andersons Golf Products™. It includes turf care products marketed up to now under the Tee Time® brand, known for consistency and premium particle sizing; it also includes well-recognized and trusted turf care products previously marketed by The Scotts Company under the ProTurf® brand. This includes products such as Cortec® Poly-S® FF-® AccuPro®, Extend™ and ProPenda™.

Technical Support

Seasonal Tips

Andersons Golf Products™ products are now under the Tee Time® brand. The new brand of products is Andersons Golf Products™. It includes turf care products marketed up to now under the Tee Time® brand, known for consistency and premium particle sizing; it also includes well-recognized and trusted turf care products previously marketed by The Scotts Company under the ProTurf® brand. This includes products such as Cortec® Poly-S® FF-® AccuPro®, Extend™ and ProPenda™.





Distributor List

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(Southeast Turf)
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ProSource One
Robin Borden

ARIZONA -----

Helena Chemical
Target Specialty Products
Van Waters and Rogers
Ibsen Dow

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BWI Companies Inc.
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Golf Enviro Systems
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TENNESSEE -----

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exceptional quality, consistency and performance. We offer the services of highly experienced technical personnel and a nationwide distributor network. Above all, we share your passion for your profession – and your art. For information and assistance, call 1-800-225-2639 or visit our Web site at www.andersonsgolfproducts.com.



Andersons™
GOLF PRODUCTS
The groundwork for excellence™

Giving a Charge?

BY LARRY AYLWARD, EDITOR

No one can say whether the electric triplex greens mower will transform the way the industry does maintenance. But the machine is gaining a presence in the industry

Frustrated by hydraulic fluid leaking on the golf course greens from the cutting units of his diesel-powered triplex greens mowers, environmentally minded superintendent Dean Baker elected to “go electric” in 1998. Baker, certified superintendent of Kinston CC in Kinston, N.C., purchased three Jacobsen Greens King Electric triplex greens mowers from Textron Golf, Turf & Specialty Products.

“I don’t care how good of shape you have your diesel-powered greens mowers, there’s always the possibility of fluid leaks,” Baker says. “I was ready for a change.”

Because electric triplex greens mowers don’t require oil, gas or hydraulic fluid, they can’t leak those liquids and damage greens. “Preventing spillage was my top priority,” Baker says.

Baker, whose course is an Audubon Cooperative Sanctuary, also likes that electric triplex greens mowers are easy and inexpensive to maintain. Since there are no oil, filters and spark plugs to change, as well as no ignition components and radiators to maintain, Baker doesn’t have to pay for parts and man-hours to service them.

Baker also contends that quality of cut is better with the electric mowers because their reels

spin faster. “So even if the reels get dull, you can still get a good cut from them,” he adds.

Finally, Baker is impressed with the quietness of the mowers. “All you hear is the reel turning and the grass hitting the bucket,” he says.

But despite their benefits, not all superintendents have taken to electric triplex greens mowers like Baker. Most still prefer the tried-and-true power-train mowers fueled by gasoline and diesel fuel. Much of that has to do with superintendents unwillingness to change to something different, but it also has to do with the unavailability of electric greens mowers.

Until recently, only one of the industry’s major mower manufacturers, Textron, offered electric triplex greens mowers. Last month, John Deere revealed possible plans for a greens mower with an electric reel drive. The Toro Co. has no current plans to introduce a similar machine.

“We’re not pursuing it,” says Helmut Ullrich, Toro’s marketing manager for greens mowers. “The electric market is a niche market.”

No one will say the electric triplex greens mower will transform the golf course maintenance industry. But with Deere’s recent announcement and Textron’s commitment to the machine, it has more of a presence in the industry than before.

“Our customer base is a conservative customer base,” says William S. Robson, director of marketing for Textron Golf, Turf & Specialty Products in Augusta, Ga. “Our customers are careful about embracing new technology.”

But Robson adds that more superintendents are gaining interest in the technology. “The tech-

Continued on page 40



COURTESY OF TEXTRON

Textron will continue to pursue the electric technology. “We want to proliferate the technology and expand it to other turf maintenance products,” says William Robson of Textron Golf, Turf & Specialty Products.



Textron says it has made its latest triplex electric greens mowers more powerful.

COURTESY OF TEXTRON

Continued from page 39

nology continues to improve and reception among superintendents continues to increase," he adds.

Power play

Lack of power has been a criticism of triplex electric greens mowers. It has been about six years since Ransomes introduced the E-Plex, the industry's first electric triplex greens mower. Ransomes introduced the E-Plex II, an improved version of the E-Plex I, about three years ago. Textron introduced the Jacobsen Greens King Electric Triplex Greens Mower in 1996 and acquired the rights to the E-Plex when it purchased Ransomes in 1998. Robson says the electric technology has improved with the new mowers, especially in the power department.

"That's one area where continued research and development has helped us," he says. "Most superintendents can mow up to 20 greens without recharging the batteries."

Robson says the electric technology is more intricate than people realize.

"It wasn't by luck that we developed a mower that has the cutting, climbing and transport power to cut so many greens," he says. "It's a fairly complex machine."

Chuck Greif, manager of worldwide market and development for John Deere's Golf & Turf Division, says superintendents want electric triplex greens mowers mainly for two reasons: to cut down on

noise and to eliminate fluid leaks. But Greif stresses that the machine must have the power to perform the same functions as a gas- or diesel-powered mower, such as verticutting, grooming and scalping for overseeded areas.

With that in mind, Deere presented a prototype machine — a diesel-powered triplex greens mower with an electric reel drive — for evaluation last month during the John Deere Golf & Turf 2001 Feedback Program. As Greif puts it, "The mower is electric where it needs to be electric."

"It has diesel power so you have power steering and traction drive," Greif explains, noting the mower has the might to perform the functions of a power-train mower. "But we've taken the hydraulics off the cutting units."

Hydraulic cutting units develop wear points from continuous raising and lowering, which creates the potential for leaks. But there are no leaks if the cutting unit is run by electric power.

There will also be less complaints about noise from people living on golf courses if more electric greens mowers are used by maintenance staffs. Noise is a major factor that will drive the success of electric greens mowers, especially as more homes are built on courses.

Jeff Davis, superintendent of the Sanctuary GC at Westworld in Scottsdale, Ariz., says homeowners often complain about "loud machines" and ask crew members why they must use the power-

train mowers so early in the morning. When homeowners inquire about less-noisy electric-powered equipment, Davis tells them the technology is coming.

Greif says noise will always be an issue on courses with residents as well as resort courses. "We're all going to work to have to drive our noise levels down on our machines, whether they're electric, hydraulic, gas or diesel mowers," Greif says.

Davis suspects the noise issue will become more regulated by local governments. "Zonings and city codes will probably mandate that greens mowers and other machines operating before 6 a.m. be non-gas and non-diesel powered," Davis says.

Outlook

Proponents of electric triplex greens mowers vow that superintendents will save money on fuel and maintenance. It's not a huge amount, but Robson says a superintendent can save about \$700 annually on operating costs with a unit.

The cost differential between an electric and a power-train mower is not large. Robson says a fully equipped Ransomes E-Plex II costs \$19,110 compared to \$17,740 for a fully equipped G-Plex II gas mower.

Greif says the automobile industry is driving the electric technology. Honda, Toyota, Ford and Chrysler have introduced hybrid (gas and electric) vehicles.

"If we can piggyback what the auto industry is doing, then we might be able to go somewhere with the technology," Greif says, stressing that there must be an adequate demand for electric mowers.

Robson says Textron will continue to pursue the electric technology. "We want to proliferate the technology and expand it to other turf maintenance products," he adds.

Toro is doing the opposite. "We have other products that have more priority than chasing a wild goose," Ullrich says, adding that Toro will only enter the market if there's more customer demand.

But, ultimately, the fate of the electric triplex greens mower is in the hands of superintendents. ■