

**NEW!**

# BACKED BY SOLID SCIENCE

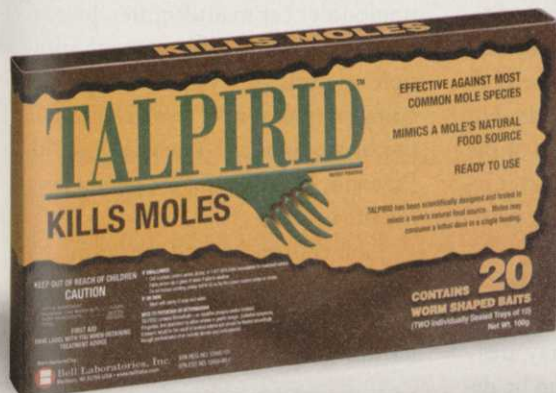


## Introducing **TALPIRID™**. The industry's first & only proven mole bait.

The result of more than 3 years of groundbreaking research, TALPIRID redefines the concept of mole control. TALPIRID will allow you to open up new revenue sources by providing the product, program and technical support to ensure reliable, on-going success.

Designed and developed by Bell Laboratories, TALPIRID is backed by solid science and proven through both lab-and-field efficacy studies. Don't let this incredible revenue opportunity pass you by.

Contact your Bell distributor today for more details.



**TALPIRID™**  
The Bottom Line  
In Mole Control



**Bell Laboratories, Inc.**  
Madison, WI 53704 USA • [www.talpid.com](http://www.talpid.com)



## Pin High

*Continued from page 10*

more people who are amputees, paraplegics or senior citizens who simply have trouble walking would come out of the woodwork to play golf if they were made welcome by golf courses. And welcome partly means a course would provide a single-rider car.

Perhaps this is where the issue becomes less about the law and more about golf courses doing what's right and possibly helping their businesses and images in the process.

The issue is about integrity at its core. It's about a golf course's brass — from owners to general managers to superintendents — opening their minds and their hearts to *really* welcome disabled people to their courses. They shouldn't do it because they have to. They should do it because they want to — because it's the right thing to do.

And apart from that genuine commitment, a golf course has to do more than just purchase and supply a single-rider golf car or two to demonstrate its earnestness and commitment to attract disabled golfers. A course needs to let its golfing public know that it has purchased a car for use and that disabled people who want to use it to play golf are welcome at its facility. A course has to market the initiative.

Then the course needs to educate its able-bodied players, which could be its bread-and-butter clientele, that the specially designed golf car, which might feature a 350-degree swivel seat and ergonomic controls for the disabled operator, is manufactured so it can be driven on greens and tees without damaging turf.

Then the course needs to enlighten the same able-bodied players that just because a player doesn't have legs and is using a single-rider car doesn't mean he's going to slow down play for golfers playing behind him.

While single-rider golf cars are expensive — they can cost twice as much a normal golf car — a lot of



PHOTO COURTESY: SOLORIDER

golf course owners can afford them. In fact, golf courses that make less than \$1 million in revenue or have fewer than 30 employees are eligible for a federal tax credit, which will bring the car's price down dramatically. The bottom line is this: A single-rider car might pay for itself whether purchased or leased in a short time if it's marketed effectively. That will take a commitment and some planning on behalf of the operator, but that's what running a solid and exemplary business is all about.

This has been a hot issue as of late. In fact, the U.S. Department of Justice is now considering a mandate to require every golf course in America to provide one or two accessible golf cars at its facility at a potential cost of \$6,000 to \$12,000 per golf course.

While Tinkey disagrees with the mandate, that doesn't mean he's discriminatory against players like Ebel. "We're all about attracting and retaining more golfers," Tinkey says of the NGCOA's mission, noting that it includes attracting and retaining players with various disabilities.

Tinkey only questions whether there are enough potential disabled players to use them. It is a gray area with various statistics that can be debated, and Tinkey can't be faulted for taking such a guarded stance.

But the fact remains that there are

**Marty Ebel lost his legs below the knee when he was 21, but that has not stopped him from playing golf.**

many good reasons for golf courses to purchase single-rider cars. And whether the Department of Justice passes the mandate or not, golf courses should look into this matter on their own.

They need to conduct some research on the matter — yes, it might require some time and money — to discover if there are potential disabled players in their respective regions who will come to their courses and use the single-rider cars.

Ultimately, this is an issue about the triumph of the human spirit. Roger Pretekin, president of SoloRider, a Centennial, Colo.-based single-rider car manufacturer, loves to tell a story about a woman with multiple sclerosis who was able to play golf again because of the advent of the single-rider car. The woman told Pretekin, "Thank you for giving me my life back."

Golf courses around the country might be able to give even more lives back. It's time they look into the matter to see if they can.

---

*Larry Aylward, Golfdom's editor in chief, can be reached at 440-891-2770 or [laylward@questex.com](mailto:laylward@questex.com).*



A close-up, artistic photograph of several grass blades, likely from a golf course, showing their texture and structure. The blades are in various shades of green and blue, with some appearing sharp and others blurred, creating a sense of depth and movement.

syngenta

To protect longer, you have  
to work from the inside.

That's the power of a systemic. Xylem to tip, Heritage® is the only systemic strobilurin that protects each and every blade of grass, including new growth. Broad-spectrum disease control protection from the inside, that lasts up to 28 days against all four major classes of fungi and the six major turf diseases. Now it's available as Heritage TL, a turf liquid engineered to work from the inside even faster, so your turf continues to look good outside. For more information, call the Syngenta Customer Resource Center at 1-866-SYNGENTA or visit us at [www.syngentaprofessionalproducts.com](http://www.syngentaprofessionalproducts.com).



Important: Always read and follow label instructions before buying or using this product. ©2005 Syngenta. Syngenta Professional Products, Greensboro, NC 27419. Heritage® and the Syngenta logo are trademarks of a Syngenta Group Company.



# The Big Picture

THE NUMBERS THAT SHAPE YOUR BUSINESS

## TIDBIT OF THE MONTH

### A 'Bend' Toward Golf

Though Oregon is most often associated around the United States with each new course that opens at Bandon Dunes – Bandon Trails opened on June 1 and two other courses are permitted for future development – the state of Oregon has other golf projects afoot, especially in the central part of the state. What was once a rowdy Wild West town of 15,000 people, Bend has become an upscale golf Mecca, with more than 25 golf courses in Deschutes and Crook counties. And more are on the way. No less than five new courses – **Cascade Highlands Destination Resort**, **Pronghorn Golf Club** (a private Tom Fazio course to augment Nicklaus' original resort design), **Thornburgh Resort**, a new **Juniper Golf Club** in neighboring Redmond and **Brasada Ranch Resort** in Prineville – are either near completion or well under construction. For details on these and other golf projects around the country visit [www.golfconstructionnews.com](http://www.golfconstructionnews.com).



COURTESY OF:

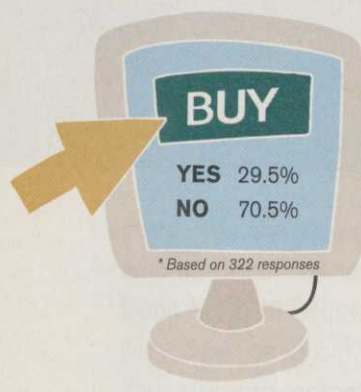


## Buying Power

Remember a few years back when some players in the industry were pushing electronic commerce as the way for superintendents to shop for products and services? Well, online e-commerce never quite took the industry by e-storm. Still, some

superintendents are buying online. We recently asked superintendents:

**Do you use the Internet to purchase products for work?**



Golfdom

## Golf Rounds Played

The percentages below represent the difference in number of rounds played in March 2005 compared to the number of rounds played in March 2004.

REGION	MARCH	Y.T.D.
<b>New England</b> ME, VT, NH, MA, RI, CT	-53.5%	-50.6%
<b>Middle Atlantic</b> NY, PA, NJ	-43.5%	-40.2%
<b>East North Central</b> MI, OH, IN, IL, WI	-10.4%	-13.2%
<b>West North Central</b> ND, MN, SD, NE, KS, IA, MO	3.9%	4.4%
<b>South Atlantic</b> WV, DE, MD, VA, NC, SC, GA	-13.8%	-5.5%
<b>Florida</b>	-9.7%	-4.0%
<b>East South Central</b> KY, TN, AL, MS	-17.0%	-10.2%
<b>West South Central</b> OK, AR, LA	-7.1%	-4.2%
<b>Texas</b>	-5.6%	-3.7%
<b>Mountain</b> MT, ID, WY, NV, UT, CO, AZ, NM	-4.7%	-5.3%
<b>Pacific</b> WA, OR, AK, HI	-8.3%	-10.0%
<b>California</b>	-10.8%	-14.7%
<b>TOTAL UNITED STATES</b>	-11.8%	-7.6%

GOLF DATATECH

## I Couldn't Do Without My:

Superintendents were asked: What's the most important piece of technology for your golf course operations? They replied:

Computerized irrigation	64%
Internet/personal computer	21%
Satellite weather report	6%
Other	2%
GPS	1%
No answer	5%

SOURCE: GOLF COURSE SUPERINTENDENTS' ASSOCIATION OF AMERICA LEADERSHIP SURVEY



GOLFDOM'S BIG PICTURE IS BROUGHT TO YOU IN PARTNERSHIP WITH

**TORO®**



**Can you find what's missing from this picture?**

Introducing the Toro® ProCore® 648.

Its unique design places the wheels inside the aeration path. So you won't see tire marks, ruts or smashed cores. And you won't see all the extra work. To find out more, and learn about financing options, visit [toro.com/procore648](http://toro.com/procore648).

**TORO**

**Count on it.**



# Off The Fringe

## Business briefs

### Bayer joins John Deere One Source

John Deere Golf & Turf One Source says it has reached a sub-distribution agreement with Bayer Environmental Science to offer its fungicide, herbicide and insecticide products.

"Understanding many of our customers are loyal to the Bayer brand, it was critical for our distributors to provide these high-quality products," says Gregg Breningmeyer, director of sales and marketing for John Deere Golf & Turf One Source.

Bayer Environmental Science produces many chemical products, including Merit, 26GT and Ronstar. These, along with the full line of Bayer golf course products, are now available for purchase from any North American John Deere Golf & Turf distributor.

### Gullikson honored for environmental prowess

If an environmentalist wants proof that the golf industry can be good for the environment, the golf industry would be smart to point the environmentalist in Jeff Gullikson's direction.

Gullikson, the certified golf course superintendent of Spokane (Wash.) Country Club, was recently awarded the Certis USA Environmental Communicator of the Year Award at the annual Turf and Ornamental Communicators Association (TOCA) held recently in Memphis, Tenn.

### Singleton receives ASGCA's top honor

John T. Singleton of The Toro Company received the Donald Ross Award from the American Society of Golf Course Architects at their recent annual meeting, held in Pebble Beach, Calif. ASGCA presents the Donald Ross Award annually to an individual who has made significant contributions to the

*Briefs continue on page 18*

## Water in So Cal's Spotlight

By Thomas Skernivitz,  
Managing Editor

CLASSIC FILM SUBSTANTIATES  
ASSOCIATION'S EFFORTS IN  
STRESSING VITAL WATER ISSUES  
THROUGHOUT THE WEST

**W**hen it comes to baseball stadiums and the top 100 films according to the American

Film Institute (AFI), I want to see them all. Being a list kind of guy, those two are my guilty pleasures.

Unfortunately, a business trip to San Diego recently never even got me to first base at 2-year-old Petco Field. The Padres were out of town. Until I visit Busch Stadium in St. Louis this summer, I'm stuck at 26 Major League Baseball stadiums.

The good news is that, upon returning home from a water issues seminar sponsored by the San Diego Golf Course Superintendents Association (SDGCA), I immediately upped to 32 the number of top 100 films I've viewed.

Prompting a visit to Blockbuster was one of the conference speakers, Sandra Dunn, a California-based lawyer specializing in environmental issues. In detailing the historical "holiness" of water throughout the West, she cited the 1974 mystery "Chinatown."

Set in the 1930s, the Roman Polanski film — ranked No. 19 by AFI — delves into the world of

shady water rights and land deals. Starring Jack Nicholson, Faye Dunaway and John Huston, it's definitely a classic (although I wouldn't have ranked it one spot ahead of another Nicholson gem, "One Flew Over the Cuckoo's Nest").

More importantly, "Chinatown" really does substantiate the current





efforts of the SDGCA and Southern California Golf Association (SCGA) in stressing the critical nature of water issues throughout the West. Water is gold in California, and golf course personnel had better be on their guard, even if the corruption that had tormented Nicholson's character, Jake Gittes, went down the drain years ago.

"If we're not the proactive ones, we're going to have a governmental agency come tell us, 'You need best management practices, and here's what they are,'" said Sandy Clark, the certified superintendent of Barona Creek Golf Club. "We have to be the engine. We can't be waiting till the tail end and wonder what that parade was that just marched over our head."

Ironically, Southern California is nearing the end of its third-wettest season in

history. San Diego has received nearly 23 inches of precipitation, ranking behind only 25.97 inches in 1883-84 and 24.74 inches in 1940-41.

"We cannot be lulled to sleep by one good rain year," said Clark, who organized and moderated the seminar, titled "The Day the Tap Ran Dry." "That was a hundred-year event that we saw, so I don't think we can comfortably say that we're back in business with water."

The four-hour conference, held at Lomas Santa Fe Country Club in Solana Beach, attracted about 100 superintendents, club managers and owners and featured several speakers in addition to Clark and Dunn. Among the highlights:

► Mark Moede, a local liaison of the National Weather Service, said Californians should heed the weather conditions known as El Nino and La Nina. El Nino seasons are caused by warm water near the equator and result in wetter and cooler conditions along the West Coast. Its inverse, La Nina, leads to drier and warmer conditions in the same area.

"The (systems) you want to key on when you watch the local news or surf the Internet are the status of the El Nino or La Nina," Moede said. "That's probably going to be your best way to determine water usage for the upcoming season."

Unfortunately for superintendents, the next three decades could bring an abundance of dry La Nina

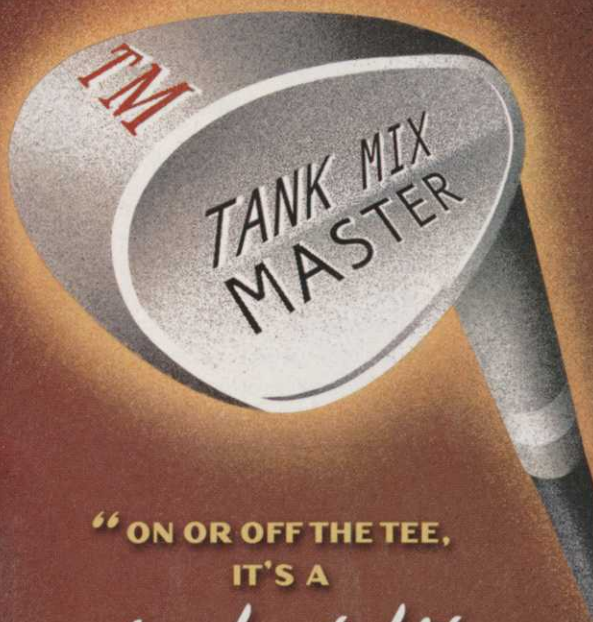
*Continue on page 20*

Golf course water issues were discussed at the seminar, which attracted about 100 people.



Bayer Environmental Science

# FITS IN ANY BAG



**"ON OR OFF THE TEE,  
IT'S A**

*perfect fit*

**AND IT GIVES  
ME GREAT CONTROL."**

— Hugh Lynch  
StoneRidge Golf Club  
Stillwater, Minnesota

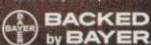
**Compass™ is the most compatible tank mix partner on the market, providing improved and expanded disease control. Its active ingredient is Trifloxystrobin, which, unlike other strobilurins, suppresses dollar spot and improves turf quality without encouraging turf thinning.**

**Call 1-800-331-2867 or visit  
BayerProCentral.com.**

# COMPASS

Bayer Environmental Science, a business group of Bayer CropScience | 2 T.W. Alexander Dr., Research Triangle Park, NC 27709 | Compass and Backed by Bayer are trademarks of Bayer. | Always read and follow label directions carefully.

©2005 Bayer CropScience





## Business briefs

*Briefs continued from page 16*

game of golf and golf course architecture.

"John Singleton is a true gentleman, problem solver and friend to everyone in the golf industry," said ASGCA President Bill Love. "His 40-year career at Toro and his dedication to golf and golf course architects has helped us provide the world's golfers with the best possible playing conditions."

### **AGCOA joins the world**

On June 9 the golf industry — that's world golf industry — welcomed a new association: The Asian Golf Course Owners Association (AGCOA).

The AGCOA is a non-profit organization, commissioned by the National Golf Course Owners Association. Golf course owners and operators attended the inauguration of AGCOA, together with the nomination and selection of AGCOA board and committee members in Beijing, China.

The NGCOA was founded in 1971 by a group of public access golf owners. Since then the group has grown to more than 6,000 members in America alone. Another commissioned organization is the European Golf Course Owners Association (EGCOA), founded in 2001. Seeing the explosive growth potential of the Asia's golf market, NGCOA entered Asia as AGCOA.

### **Huesgen leaves Pebble for new club**

Tom Huesgen, the former superintendent at Pebble Beach, will assume the same role at Cornerstone, a new private golf community located in southwestern Colorado, near the ski resort city of Telluride.

"Obviously, Pebble Beach has grandeur, history and a matchless setting for golf," Huesgen said, "but I have a very special opportunity at Cornerstone. This is going to be a fabulous opportunity and a unique challenge."

A 6,000-acre project, Cornerstone features a Greg Norman Signature course.

### **Becker acquires Brazilian producer**

Becker Underwood acquired Nital Urbana, Brazil's largest producer and supplier of rhizobium inoculants. Previously, Nital Urbana was a joint venture between Becker Underwood and Sr. João Jurandir.



## EXPECT A BUSY HURRICANE SEASON, FORECASTERS SAY

**A**s if 2004 wasn't prolific enough, the forthcoming hurricane season is expected to be even busier, according to forecasters. The National Oceanic and Atmospheric Administration (NOAA) calls for seven to nine hurricanes this season, which runs from June 1 to Nov. 30. Of those, three to five will be major storms ranked Category 3 or higher on the Saffir-Simpson scale.

The forecast is slightly higher than had been 2004's, which predicted six to eight hurricanes, two to four of which would be at least Category 3, which has winds of 111 mph to 130 mph.

The 2004 season wound up spawning 12 major storms, including four that hit Florida directly and one indirectly. An average Atlantic season produces six hurricanes, said Frank Lepore of the National Hurricane Center (NHC).

"Just for historical perspective, we were actually below average in the decades of the '70s, the '80s and half-way through the '90s," Lepore told CNN. "That is, less than six hurricanes on average per season."

"It is difficult to make any kind of an accurate prediction of how many of these will strike land," said NOAA Administrator Conrad Lautenbacher. "But I think statistically you can look at the fact that when seasons are more active, and we have a higher level of hurricanes, you have a higher chance of hurricanes striking the United States."

"So I would expect two to three perhaps striking the United States," Lautenbacher said.

Lepore said scientists were looking at warmer ocean temperatures as a possible factor in this year's forecast. "The issue this year is the anomalously warm sea surface temperatures in the Atlantic," he said.

The surface temperatures of the Atlantic are warmer earlier this year than they were at the same time in 2004, Lepore said.

Another report states there are "high odds" of a hurricane making a major hit in the United States.



# Syngenta, LESCO Part Ways

COMPANIES CITE PHILOSOPHICAL DIFFERENCES

By Larry Aylward, Editor in Chief

**A** fundamental disagreement over philosophies regarding the role of the distributor in marketing and selling products to superintendents has led to a breakup between two of the golf industry's major players — Syngenta Professional Products and LESCO Inc.

Greensboro, N.C.-based Syngenta announced last week that its products would no longer be represented by Cleveland-based LESCO in the marketplace.

"We have decided that LESCO's strategies in the marketplace are inconsistent with Syngenta's," Bill Lewis, vice president of Syngenta Professional Products, said in a news release.

In a conference call with reporters, Michael Vanausdelt, Syngenta's manager of corporate communications, said Syngenta didn't agree with what its company representatives said was LESCO's increased emphasis on a retail strategy to sell products rather than through its sales representatives.

"We're committed to the traditional distribution model, which is one of several reasons why the business strategy is divergent," Vanausdelt said. "We're maintaining a long-standing strategy that we've had ... where you want to continue to provide high-quality branded products through full-service, value-added distribution partners and their field staffs."

Joe DiPaola, golf market manager for Syngenta Professional Products, added that it was "a lot of little things" that led to Syngenta's decision.

Michael DiMino, LESCO's president and CEO, said in a conference call that he was "surprised and disappointed" by Syngenta's decision. He said Syngenta's products represent "at or under 5 percent" of LESCO's total net sales of about \$560 million.

During a meeting with Syngenta's leaders, DiMino said he and other LESCO representatives were so stunned when they were told of Syngenta's decision to end the relationship that "our mouths dropped out of our heads."

But Keelan Pulliam, group head of Syngenta Professional Products' Turf and Ornamental division, told *Golfdom* the decision shouldn't have been a surprise because it had become clear in the past 12 months to 18 months that Syngenta's and LESCO's business strategies were moving further apart.

"The relationship became more and more strained, and it was probably difficult for both parties to find some common ground," Pulliam added.

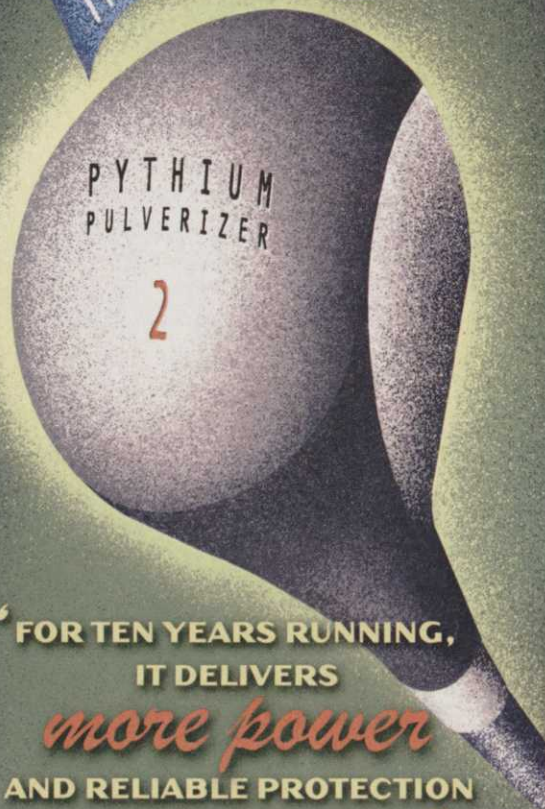
In the spring, DiMino said LESCO was "extremely

*Continue on page 22*



Bayer Environmental Science

*all*  
THE CLUB YOU NEED



"FOR TEN YEARS RUNNING,  
IT DELIVERS  
*more power*  
AND RELIABLE PROTECTION  
FROM TEE TO GREEN."

— Tony Girardi  
Rockrimmon Country Club  
Stamford, Connecticut

Unlike Subdue MAXX™, Banol® has seen  
no resistance issues and provides  
unsurpassed preventive plus  
curative control of pythium.<sup>1</sup>  
Its systemic action quickly moves  
through the leaf, stem and root  
tissues making it nearly rainproof.  
Call 1-800-331-2867 or visit  
BayerProCentral.com.

**Banol®**

1. Data on file. Subdue MAXX is a trademark of Syngenta.

Bayer Environmental Science, a business group of Bayer CropScience | 2 T.W. Alexander Dr., Research Triangle Park, NC 27709 | Banol and Backed by Bayer are trademarks of Bayer. Always read and follow label directions carefully.

©2005 Bayer CropScience

BACKED  
by BAYER



# Talkin' Bugs

John Cunningham, the certified superintendent at Black Diamond Ranch Golf Course in Lacanto, Fla., recently organized a two-day event designed to teach sixth-grade students about insects.

On Day 1 he taught classes in insect physiology and identification at a local school. On Day 2 he invited 150 students and their teachers to his golf course.

**1** Students tour Black Diamond, a 45-hole, Tom Fazio-designed championship course ranked by *Golf Digest* in the "Top 100 in the World." Built on a former stone quarry, the course is the centerpiece of a gated community 90 miles from Tampa.

**2** John Cunningham, center, shows students how he uses light traps to capture beetles and determine threshold levels for timely pesticide applications. Light traps were provided by Bayer Environmental Science to help facilitate applications of Merit insecticide.

**3** Cunningham tells students about the environmental benefits of golf courses. His program is an example of how superintendents communicate the benefits of golf courses within their local communities.



*Continue from page 17*  
seasons. Moede described the phenomenon known as the Pacific Decadal Oscillation, a series of 30-year cycles that rotate between El Nino and La Nina.

"What (forecasters) are saying is that we are coming to the end of a 30-year, mostly El Nino oscillation," Moede said. "They're thinking the trend is shifting to this pattern where more of our seasons over the next 30 years are going to be La Nina weather trends, which mean typically less than normal amounts of rainfall."

Of course, that didn't prevent a few dry seasons over the last 30 years, including 5

inches of rain in 2003-04 and 3 inches in 2001-02.

"There are exceptions to the rule," Moede said. "But as a general rule — 70 percent of the time — you can expect this type of scenario during those El Nino or La Nina weather conditions."

► Noting the recent abundance of rainfall, Anatole Falagan, an official with the region's Metropolitan Water District (MWD), said, "What's critically important this year is that we're trying to store all this water."

Falagan said the MWD covers six counties and 5,200 square miles in Southern California, from

Ventura to the Mexican border. Eighteen million people reside or work in the area, with an annual growth rate of 220,000 people.

Golf courses can do their part to conserve water by adhering to the MWD's Innovative Supply Program, which has offered \$250,000 in grants for concepts with the potential to provide new sources of drinking water in Southern California. The United States Golf Association (USGA) received a \$50,000 grant to study golf course on-site recycling.

"Water recycling is typically associated with the county or city sanitation district," Falagan said. "We

want to see how you can actually do on-site recycling, which means that you're located somewhere on the watershed and you're capturing that wastewater stream as it makes its way down."

With more than 320 golf courses in Southern California, the district and USGA are proposing that at least 250 of those courses use potable water by 2025. The result would be 100,000 acre-feet of savings — an acre-foot is about 326,000 gallons, and provides the needs of two typical Southern California families for a year — that would provide enough supply for 200,000 households, Falagan said.