

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 10, NUMBER 3
MARCH 1998 • \$5.50

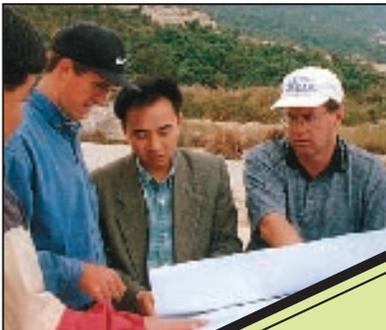
INSIDE

GCSAA Show Wrap-Up

Time to catch up on the news you may have missed during the hustle and bustle of the big show 39

Asian Notebook: China

China's golf market appears to be steady and strong amidst the current economic turmoil 12



GOLF STRATEGIES LAM

Neil Cramer and
in January
Cramer
prises

GCSAA ele 4
Floridians s 17
Goooder name 21

COURSE DEVELOPMENT

New courses springing up in Europe 3
Flat pipes save fat bucks 45
International update: The world stays busy 55-58

COURSE MANAGEMENT

Family Golf adds half-dozen facilities 11
Liability still a sticky issue 61
Survey confirms Tiger's impact 62

SUPPLIER BUSINESS

Scotts busy into genetic engineering 71
Eco Soil buys Midwest supplier 72
New products abound post GCSAA Show 73-74



ADVANCED DRAINAGE SYSTEMS, INC.
3300 RIVERSIDE DRIVE
COLUMBUS, OH 43221

Player makes drastic cuts in Singapore office

By PETER BLAIS

SINGAPORE — Gary Player Enterprises has drastically scaled back its Singapore group office in response to the slowdown in the Asian economy.

"We've operated a group office in Singapore for the past six years," said Player Director of Design Phil Jacobs. The firm had employed as many as six people at its Malaysian office covering the various golf-related businesses carrying the Player banner.

"We never had a design office there. We also had that from our Singapore office."

Four Indonesian projects have been put on hold, although Graha Helvitia Golf & Country Club in Medan was completed just before the Thai collapse.

Jacobs expects work to be completed on the 27-hole Ria Bintan project on

Continued on page 60

The First Tee hits roadblock in Richmond

By MARK LESLIE

RICHMOND, Va. — Acting on a mission to be the initial First Tee facility to open in the country, Richmond natives Fred Tattersall, Lester George and Robert Wrenn anticipate breaking ground in this area on a nine-hole golf course for youths by June and opening it by Memorial Day 1999.

All they need now is the land. They thought they had a deal nearly cut when, in a shocking decision on Feb.

23, city administrators opted not to accept Tattersall's offer of \$2 million — \$1.5 million to build the course and \$500,000 to operate the program for five years.

The city wanted Tattersall's Richmond First Tee Foundation to build the facility on a former landfill that now contains a driving range. But Tattersall, George and PGA Tour officials thought the 63-acre city-owned property was ideal for schools and the

Continued on page 48

YOUTH QUAKE

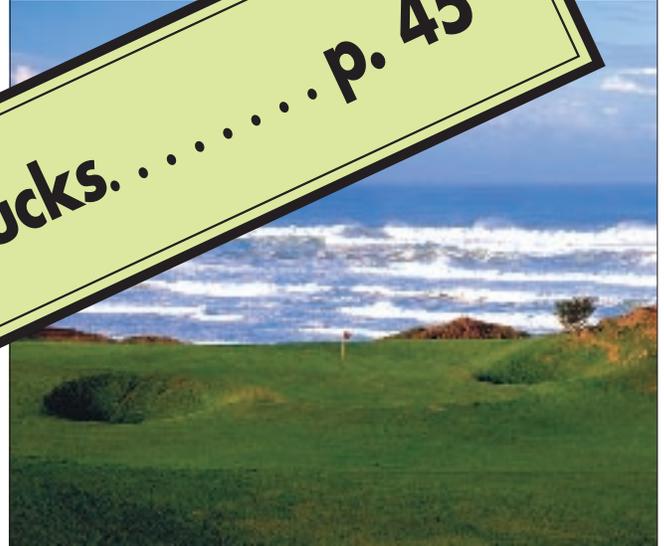
Youth and minority golf movements are catching on all over North America. For more information, see related stories:

• PAGE 49 — Wadsworth bankrolls \$3.5M for inner-city juniors, handicapped

• PAGE 49 — Robbing from the rich to help the poor

• PAGE 51 — National Association of Junior Golfers ushering in 'Junior Golf Decade'

Flat pipe saves fat bucks. p. 45



GOLF AHOY: The first 18 holes of Bandon Dunes in Bandon, Ore., a 54-hole, 2,000-acre development, will open for play in June of 1999. The 7,253-yard, par-72 oceanside layout was designed by Scot David Mclay Kidd. The 12th green is pictured above. See page 61.

Textron completes Ransomes acquisition

By M. LEVANS

PROVIDENCE, R.I./LONDON — The four-company race has been winnowed to three.

Textron Inc. has succeeded in its move to take

over Ransomes PLC, the UK based turf-care equipment manufacturer, for \$230 million for the entire issued capital stock of Ransomes.

As of 1 p.m. GMT on Tuesday, January 27, 91.9 percent of Ransomes shareholders voted to accept the Textron offer — 1.9 percent more than the 90 percent necessary to secure the deal.

According to reports in *The Times*, the offer had been on a "knife-edge" as

Continued on page 73

Meadowbrook Golf Group Acquires IGM and GVI

By PETER BLAIS

BEVERLY HILLS, Calif. — National course operator Meadowbrook Golf Group Inc. has acquired International Golf Management (IGM) Inc. and Golf Ventures Inc. (GVI) in exchange for cash, common stock and convertible preferred stock in two separate merger and acquisition transactions.



IGM is a major provider of outsourced golf course maintenance services, with more than 35 courses under contract as of Dec. 31. IGM also operates two golf properties consisting of 54 holes under long-term leases. IGM had 1997 revenues of approximately \$15 million.

Continued on page 35

Flat pipe a money-saver in greens construction

COLUMBUS, Ohio — Operating on the philosophy that it is more profitable to reduce expenses through innovation than by cheapening the product, a growing number of golf course projects are installing or remodeling putting greens with a new drainage technique.

The key ingredient is a flat, perforated corrugated plastic pipe called AdvanEDGE,[®] made by Advanced Drainage Systems, Inc. (ADS) here. Developed in 1988 as an edge drain to be installed vertically alongside highways, AdvanEDGE reportedly has about twice the soil contact area of 4-inch round pipe, and will collect and drain water almost twice as quickly.

In the early 1990s, football stadiums began laying the pipe horizontally under the playing turf and found that this accelerated water collection from heavy rainfalls. The concept has since spread to other recreational areas, and now golf courses.

Dr. Michael Hurdzan of Hurdzan-Fry Design here first adapted this product to the unique requirements of putting greens. David Whelchel, a project manager with Hurdzan-Fry, said anything that will make greens better and less costly to build will have bottom-line benefits to course managers.

“The flat-pipe idea just made a lot of sense to us,” he said. “With its bigger surface area, it does a better job of taking water out of the bottom of the all-sand California green profile than conventional round pipe and gravel.”

But the main reason the flat-pipe technique is attracting attention, according to Whelchel, is that “it saves a lot in construction costs. Although the material cost of AdvanEDGE is higher than round pipe, there are no trenches to be dug, no gravel backfill to buy, and no trench spoils to dispose of.

“Our experience,” he said, “shows that the installed cost of flat pipe is about half the cost of traditional drain pipe, maybe even less. This can add up to \$30,000 to \$40,000 in savings for 18 holes.”

The first Hurdzan-Fry course to use flat pipe was Westwood Plateau in Vancouver, British Columbia, Canada. Others include Widow’s Walk in Scituate, Mass., and Tall Woods by the Sea in Forster, New South Wales, Australia.

AdvanEDGE pipe is normally sold with a geotextile fabric wrap to filter out soil fines. If the greens mixture and surrounding soils are relatively free from migratory fine soils, Hurdzan-Fry permits the pipe to be



One of the earlier Hurdzan-Fry greens showing ADS AdvanEDGE[®] pipe installed horizontally on the sub-base.

installed without the filter wrap. ADS can produce the pipe with narrower “sand slot” perforations, an option Hurdzan-Fry normally recommends.

ADS also offers a standard line of couplings, tees and wyes designed specifically for horizontal installation of AdvanEDGE pipe, along with standard round outlet pipe and other accessories for the golf course construction industry.

Several construction companies in the Midwest report positive results with flat piping. In St. Louis, Jack Litvay Management and Construction has built 50 such greens, and plans to try the same idea with bunkers.

“We started our construction business three years ago,” said Litvay, “and my son (who has a degree in finance) said we were spending too many hours digging trenches for drainage pipe. I talked with Mike Hurdzan, got some AdvanEDGE, and it’s really made a difference. The bottom of the green is easier to form, and two men can tile five greens in a single day.”

Pete VanDeHey, owner of Mid-Vallee Golf Course in DePere, Wis., heard about flat pipe at a Hurdzan-Fry seminar in 1996. Doing virtually all the work himself, Van De Hey added a third nine holes to his course, each with a California green over the AdvanEDGE pipe.

“I believe we saved about \$35,000 over the cost of USGA greens,” he said, “and it is draining well. We were able to cut the greens to 1/4 inch just two months after seeding ... the roots were down 10 inches. I’ve never seen turf come in so fast.”

After 30 years of building courses around the country, Salyers Golf Construction, Inc. of Galena is installing its first flat-tiled greens at Dornoch Country Club in nearby Delaware, Ohio. Kenny Holmes, vice president of Salyers, said it took a little getting used to.

“At first, we didn’t see that we were saving that much time with the flat pipe, but as we got into it, it became obvious that this was going to save the owners money,” he said. “We were using fewer people and less equipment because there were no trenches and no spoils to haul away. The sand installed in the greens cavities was a California blend, and was clean enough so that we could eliminate the filter wrap on the pipe.”

Whelchel at Hurdzan-Fry said AdvanEDGE has already proved itself as a genuine way to improve the playability of putting greens at a far lower cost.

“We’re working with the USGA to keep golf affordable for average-income people,” he said. “Finding imaginative new ways to use existing products is a good way to help achieve this goal.”

Only ADS offers all the products you need for a total golf course drainage system.

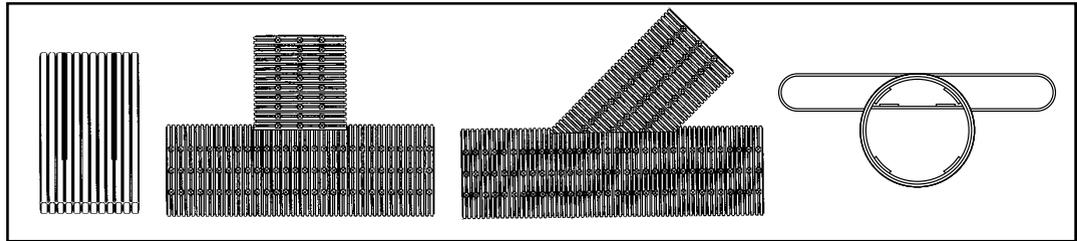
AdvanEDGE® Panel

AdvanEDGE pipe is the latest innovation in the broad line of ADS polyethylene drainage products that has for years been the first choice among golf course architects and contractors. AdvanEDGE pipe's low installed cost can save up to \$40,000 in greens construction over 18 holes, compared to traditional trenched pipe and gravel systems. Its large surface area promotes rapid drainage, and is even being used for root zone aeration.

Fittings: ADS has created a special line of couplings, tees, wyes, and outlet adaptors designed for the horizontal installation of AdvanEDGE pipe.



Available with and without geotextile wrap, and with choice of regular or "sand slot" perforations.



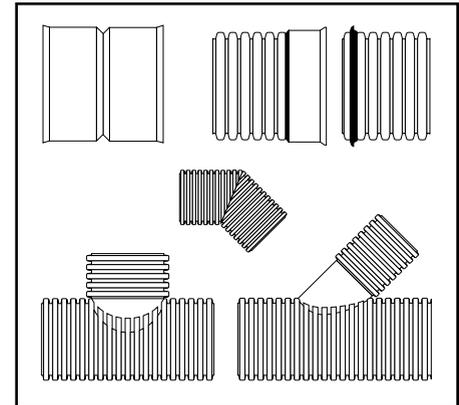
Corrugated Polyethylene Pipe



ADS N-12® smooth interior pipe provides excellent flow and durability for rapid outlet and transfer of collected storm water. Diameters from 4" through 48", perforated or non-perforated.



ADS single wall corrugated pipe serves well for localized collection and drainage. Offered in both perforated and non-perforated styles in 3" through 24" sizes.



Fittings. A wide selection of standard and fabricated fittings will accommodate virtually any drainage design. Our N-12 ProLink™ pipe series provides the ultimate in both soil-tight and water-tight joint integrity.

Surface Drainage



Heavy duty Nyloplast® inline drains and drain basins are designed for removal of surface water from golf courses, parks, athletic fields, etc. Solid cast iron surface grates will easily stand up to traffic from carts, mowers, and tractors.

Geosynthetic Products



ADS offers a complete line of geotextile construction fabrics, silt fencing, geogrids, and erosion control mats for soil stabilization, reinforcement, filtration, separation, and sub-surface drainage.

ADS: The world's largest manufacturer of high-density polyethylene drainage prod-

In the construction market, plastics are outperforming and outlasting traditional metal and concrete materials in a wide range of applications.

Without doubt, the workhorse of construction plastics is High Density Polyethylene (HDPE). And the company that has led the development of HDPE for drainage products is Advanced Drainage Systems, with a record of painstaking research and breakthrough applications dating back to the 1960s.

Today, millions of feet of ADS pipe are installed annually around the world. You'll see ADS products everywhere on construction sites with drainage requirements.

Markets we serve

ADS HDPE drainage products are used in a wide variety of end-use applications:

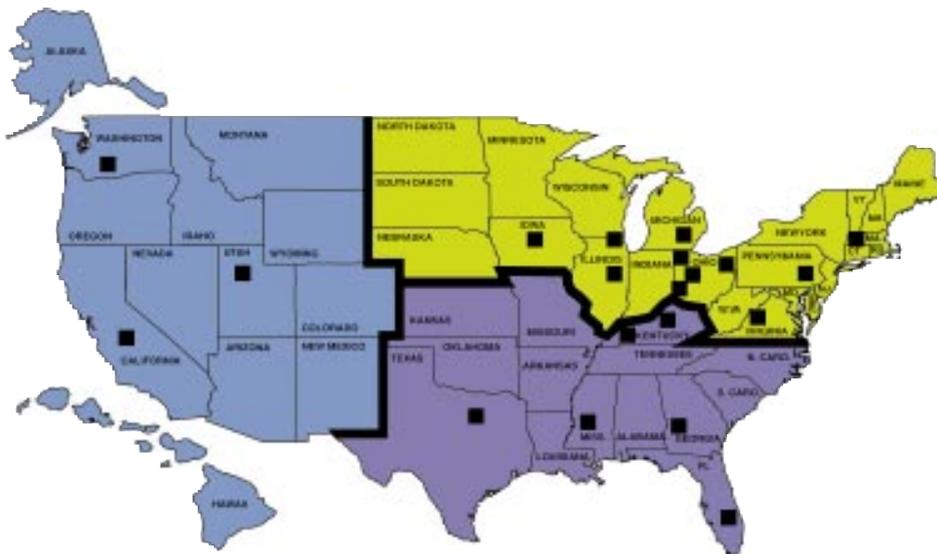
- Storm and sanitary sewers
- Highway drainage
- Agriculture
- Turf and recreation drainage
- Mining
- Septic systems and leach fields
- Landfills and waste management
- Retention/detention systems
- Residential drainage

Customer service

ADS operates 20 manufacturing facilities throughout the U.S. Custom design and special fabrication work is handled through production centers established at 5 of these plants.

Local requirements are promptly serviced through a nationwide network of 4,000 independent distributors, and by more than 30 ADS Distribution Centers. ADS representatives are on hand to provide factory-direct product and installation information. An experienced group of regional engineers serves government agencies, private consultants, and contractors with specification guidance, project design assistance, and overall technical support.

ADS Sales and Service Locations



© The Green Stripe is registered in the U.S. Patent and Trademark Office.



ZONE OFFICES

- MIDWEST/NORTHEAST ZONE
LONDON, OH
1-800-733-9554
- SOUTHERN ZONE
FRANKLIN, TN
1-800-733-9987
- WESTERN ZONE
WASHOUGAL, WA
1-800-733-8523
- MANUFACTURING FACILITY LOCATIONS



ADVANCED DRAINAGE SYSTEMS, INC.

3300 RIVERSIDE DRIVE COLUMBUS, OH 43221
800-621-8710 WWW.ADS-PIPE.COM

THE MOST
ADVANCED
NAME IN
DRAINAGE
SYSTEMS