**POTASSIUM DEFICIENCIES**

by John O'Keefe  
*Westchester Hills Golf Club*

Potassium Deficiencies seem to be showing up more and more throughout the Westchester area as superintendents receive their soil tests. These deficiencies seem especially common in areas where clippings are removed, such as tees and greens. We will probably start to see more of the same problem on fairway tests as the practice of removing clippings becomes more common.

Symptoms of a Potassium deficient turf appear as follows: the first symptoms appear as leaves start to droop and soften, and excessive filtering is evident. As the deficiency worsens moderate yellowing of the inner veins occurs, especially in the older leaves, followed by the rolling and withering of leaf tips. Once a deficiency occurs it alters the plant in a variety of ways. The lack of Potash drains carbohydrate reserves, which restricts rooting. It also increases the transpiration rate which often causes premature wilting.

Potassium is a nutrient essential to plant growth and development. It is used for the process of photosynthesis, starch formation and the development of chlorophyll; all of which strengthens a plant. It also is necessary to regulate transportation and aids in translocation. Optimum levels of Potassium benefit a plant in many ways. Root growth is stimulated and the plant becomes more wear tolerant. Turfgrasses have a tendency to promote more stolons and rhizomes. The leaf cells of turf develop more turgidity and plant succulence is reduced. High levels of potassium reduce the proneness to many diseases, such as Brown Patch, Dollar Spot, Fusarium Patch, Ophiobolus Patch, red Thread and Helminthosporium diseases.

There are actually only two sources of potassium for the soil. One of which is through the decaying of old plant material or thatch, which we are starting to eliminate through clipping removal. The second source is commercial fertilizers. There are a variety of potassium fertilizers available. The largest problem with most forms of Potash is that it must be handled with care because of possible burn and high salt content.

During the past three years Tony Grasso of Metro Milorganite has been performing tests with potassium on fairways at a local golf course. The tests involved two fairways, one where clippings were returned and one where clippings were removed. He started these tests to determine the amount of potassium being taken from the soil with clipping removal. Basically his results were that 150 pounds of Potassium per acre are removed annually.

With facts such as these we are able to see how deficiency problems can occur without returning or adding proper amounts of this vital nutrient. ■

Credit: *Tee to Green Met CGSA*

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**NINE WAYS TO NEGOTIATE A RAISE**

Many persons who have no trouble dealing with their superiors in most day-to-day situations find it very difficult to ask for a raise. If you’re fainthearted at negotiation time, consider these recommendations to ease the process:

- **Know your worth.** Ask yourself how valuable you are to the course, how much would it cost to replace you, what have you done lately to help the organization.
- **Pick your place.** Get your boss outside of the office to listen to your request. Take him to lunch if possible.
- **Detail your reasons.** Tell your boss why you deserve a raise.
- **Suggest an amount.** You, not your boss, should propose the amount of your possible raise.
- **Set your figures high.** Ask for more than you expect to get. This leaves room to bargain.
- **Compromise — but not too easily.** Since you’ve started with a high figure, realize you probably won’t get it. Let your boss make a counter-offer, and be ready to compromise.
- **Rehearse, don’t go into negotiation cold.** Be sure to be in top mental and physical condition when the actual talks begin.
- **Get it in writing.** If possible, get your boss to put it in writing — for both signatures — the raise he agrees to.
- **Don’t wait — ask.** Don’t wait around for the company to recognize your value and give you a raise. Ask for it. Your aggressiveness may pay off. ■

Credit: *Fore Front*

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