

Seed companies victimized by the double squeeze



Hal Phillips,
editor

Pity the seed companies doing business in Oregon's grass belt. They're getting squeezed and superintendents may well see higher ryegrass prices as a result.

For the better part of two years, we've been reporting on the advent of purchasing groups — courses which have pooled their buying power to negotiate lower prices on products, like grass seed. These groups buy in bulk, so while sales are steady and voluminous, seed company margins take a hit on the top end.

Now many perennial ryegrass growers — the farmers who sell their product to seed companies — have organized a bargaining association and instituted floor prices (see story on page 1). For seed companies, this hurts margins on the bottom end.

It's called feeling the pinch of tighter margins at both ends of the marketplace.

"The price is going up. No doubt about that. People in the golf course market should know that," explained Mike Robinson, Seed Research of Oregon president. "And it's not only because of the bargaining association — it's because of supply and demand.

"There has been a shortage around the world of perennial ryegrass, and seed companies have been getting a little more money this year. But we may be facing a huge crop this year. If we have a bumper crop and prices don't go down, we won't see a price hike until next spring."

Bob Richardson, president and general manager of Great Western Seed, said the increase will come this fall. He also believes the Perennial Ryegrass Bargaining Association may well signal a new era in seed economics. "Initially we're going to see it in ryegrass," he said. "But if these guys are successful — and they are very well positioned to be successful — I can foresee a fescue bargaining association popping up in the near future."

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Through the wonder of the Turfgrass Information Network (TGIF) and Turfbyte, *Golf Course News* has been on-line for sometime. But we finally have our own e-mail address:

hphillip@gcn.biddeford.com.

For you superintendents, managers, architects and builders with one foot firmly planted in the 21st century, anyone at *Golf Course News* — Charles von Brecht, Mark Leslie, Bob Sanner,

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Some bureaucrats can't see the issues for the red tape

A friend of ours owns a farm in rural Maine. One day she walked out into her yard to find a coyote standing in the driveway eyeing her dog, who was hitched. The coyote had just killed a sheep, was drooling blood, and may have had rabies since he was already eyeing his next kill and he was out in the open in daylight. A lady jogger running by saw the coyote, crossed to the other side of the street and hollered over, "Patty, don't you know about our leash laws?"

Consumed by an **apparent** violation of a minor law, that woman entirely missed a real danger.

Do you ever wonder if the same thing is going through the minds of certain bureaucrats?

Do you sometimes wonder if they are talking without thinking and regulating with no common sense whatever?

It was, after all, EPA Administrator Carol Browner who described her job as "... protecting the health of the people of this country and the health of the resources we all share — the air and the land and the water." She was doing fine until she added, "But I can't do my job if the people of this country don't have health care." Say, what?

This all comes to mind because of the case of *Pennington Enterprises, Inc. versus the United States of America* (see page 61). Pennington was absolutely and foolishly wronged by a bureaucrat — supported by other bureaucrats — costing the seed company \$250,000 and a half dozen other companies another \$750,000. Sonny Pennington was the only one to take on the government, fully knowing the long road ahead. And he was indeed prophetic on June 9, 1989, when he said, "The government's got thousands of attorneys on salary who can drag the thing out forever," and added, "I can sue and possibly win \$250,000 and it will cost me \$200,000."

Indeed, some 2,200 days later, the U.S. Treasury has paid Pennington \$250,000 for his losses, plus interest. There was no compensation for the \$170,000 in lawyers' fees that



Mark Leslie,
managing editor

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OBITUARY

Dr. William H. Daniel, 75

WEST LAFAYETTE, Ind. — Dr. William H. Daniel, Purdue University professor emeritus, died Feb. 24 in St. Elizabeth Hospital medical center, where he had been a patient one day.

Dr. Daniel, 75, retired in 1985 after working 35 years at the Department of Agronomy. One of the leaders in developing the International Turfgrass Society, he pioneered research and educational methods in turfgrass management and developed the PURR-Wick Water Management System and Prescription Athletic Turf (PAT).

He is survived by his widow, Gwen, a son and two daughters.

Memorial funds may be sent to the Daniel Scholarship Fund, Department of Agronomy, Purdue University, or the Endowment Fund of the Federated Church here.

Letters

PBI/GORDON SETS THE RECORD STRAIGHT

To the editor:

PBI/Gordon Corp. wishes to correct any misconception concerning the quality of SCAG mowers that may have been generated by our 1995 Embark Lite advertising campaign, "Get the turf management tool that works when you can't!"

The campaign is based on the testimonial of Scott Hall, president of Classic Landscape, Inc. of Frederick, Md. According to Mr. Hall, Classic Landscape uses Embark Lite as a "tool" in his business, i.e. the plant-growth regulator (PGR) keeps turf growth from getting out of hand when schedule delays might otherwise be experienced.

The makers of SCAG mowers felt that the mention of inevitable "mower breakdowns" in an ad which pictures one of their machines might cause the industry to perceive the mower in a negative way.

In fact, Scott Hall has used SCAG mowers for several years and is proud of all the tools he has selected for use in his business. A sprayer, a string trimmer, a blower, a PC unit and a jug of Embark Lite, all the property of Classic Landscape, are

also displayed in the ad.

We hope no one thinks that we intended to imply that any of these items are of inferior quality. After all, Embark Lite is a quality tool, so it was our intention to feature the product among other quality turf management tools.

I would also like to state that the ad is not intended to imply endorsement of Embark Lite by any of the equipment manufacturers whose products are pictured. We understand that many manufacturers feel that PGRs are in competition with them. It's really too bad, because PGRs can't replace mowing and trimming, but they can save wear and tear on equipment and help contractors and managers with scheduling.

Hal Dickey
Director of Advertising
PBI/Gordon Corp.
Kansas City, Mo.

TDD TAKES ISSUE WITH 'TRUCE'

To the editor:

I saw the "Truce" in bold print on the front page of the April edition of *GCN* in regard to the relationship between the USGA and the current physical evaluation laboratories supporting the 1993 USGA Guidelines. I was

confused, because in order to have a truce, you first have to have a "War" and at best Mr. [Jim] Snow's fear was only the need to deal with the potential of angry lab technicians. But I am sure that the mob of Green Section personnel that was in attendance would have gallantly protected Mr. Snow. However, I can't fault *GCN* for the tone-setting header of the article because, as Mr. Stossel was quoted in Mark Leslie's column in April's edition, it sells newspapers.

The meeting that the USGA set up in San Francisco with the American Association of Laboratory Accreditation was in no small way historic. The USGA deserves credit for taking a major step forward in resolving the controversy over the qualifications of the laboratories that protect the integrity of the 1993 USGA Guidelines.

It was clear to me that there was no opposition to the requirement for accreditation of the laboratories and there will probably be a list of accredited labs by the 1997 GCSAA show. However, please let me clarify the somewhat less than optimistic picture of the accreditation process that was attributed to me.

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LITERATURE

**EARTH-SAFE
DISEASE REMEDIES**

POWNAI, Vt. — Don't be deceived by its title, the new book *"The Gardener's Guide to Plant Diseases"* contains a number of techniques and tips for dealing with problems encountered on the golf course.

From airborne to plant pathogens, from viruses to bacteria, author Barbara Pleasant covers a gamut of problems — and offers "earth-safe remedies." While turfgrass problems are not on her menu, many horticultural concerns are.

Each chapter begins with a general discussion of the "culprits," followed by an alphabetical listing of diseases associated with them.

The book is available in paperback for \$12.95 at bookstores, or from the publisher for \$14.90, by contacting Storey Communications, Inc., P.O. Box 445, Pownal, Vt. 05261; 800-441-5700.

SEED-TO-BLOOM SIMPLIFIED

POWNAI, Vt. — From abronia to zinnia, author Eileen Powell has filled in the blanks on sowing, germinating, planting, maintaining and propagating every plant you might landscape a golf course with in a new book from Storey Communications.

"From Seed to Bloom" is a comprehensive encyclopedic look at more than 500 annuals, perennials and even herbs. Powell is the proprietor of Secret Gardens Landscaping and lives in Arlington, Va. She holds a certificate in landscape design from George Washington University.

The book is available for \$18.95 in bookstores in paperback, or for \$20.90 from Storey Communications, Inc., P.O. Box 445, Pownal, Vt. 05261; 800-441-5700.

Leslie comment: A little praise, a little censure

Continued from page 12

Pennington absorbed, or the time, energy and frustration.

This was a pure and unadulterated case supporting Lewis H. Lapham's claim that "the supply of government exceeds the demand."

As the epicenter of an earthquake lies at the core of trauma on this earth, so Washington, D.C., is indeed the epicenter of some very queer, tumultuous behavior. We can only hope and pray the new Congress does affect change. It is apparently trying. Witness legislative measures that would require a reasonable cost-benefit ratio before new laws are enacted, and that lawmakers stay clear of bills that would give bureaucrats reign over such workplace issues as ergonomics.

This relates to golf from the clubhouse (remember the states legislating how much space ladies' rooms should have compared to men's rooms?) to the fairway (remember the no-chemical edict to Squaw Creek in California?).

And I recall former Wild Dunes owner David Lucas declaring that our government is "tyranny by legislative fiat and special-interest groups." Lucas, who formed the Council on Property Rights, can attest to the fact that the Louisiana Purchase of 1803 was merely a 19th-century prelude to 20th-century land grabs by enviro-driven government. He needed to go to the U.S. Supreme Court to beat his own state of South Carolina, which had tried to prevent him from building a home on beach-front property — though it was flanked on either side by homes.

Yet, I would not be so unkind as to agree with Honore de Balzac's assessment: "Bureaucracy is a giant mechanism operated by pygmies." Nor would I be so

brazen as to agree with Ludwig van Moses' statement: "Government is the only institution that can take a valuable commodity like paper and make it worthless by applying ink." Well, I'll agree with van Moses.

A how-to-go! to Augusta National superintendent Marsh Benson and Double Eagle Club superintendent Terry Buchen, a GCN contributing editor, for finishing 1-2 in the nation in conditioning, as judged by Golf Digest panelists. GD's Ron Whitten wrote: "Perfection, thy name is Augusta National. But among courses actually open for play during summer months, the surprise is Double Eagle near Columbus, Ohio. How plush is it? They run Stimpmeter tests on the tees."

Wouldn't you like to trade places for a while with Masters Chairman Jack Stevens and Vice Chairman Joe Ford? They are members of both Augusta National and Double Eagle.

Following up in the Top 10 maintenance poll are Pine Valley, Muirfield Village in Ohio, Oakmont, Shadow Creek, Cypress Point, Merion's East Course, Inverness in Ohio and The Quarry at La Quinta, Calif.

Paul, we coulda loved ya'... Oh, well. Mentioning Paul Harvey's comparison of the U.S. Golf Association to the to-

bacco industry, a friend said, "That's like comparing nuns to Nazis."

What's in a name?

Speaking at the Canadian Golf Course Superintendents Association annual conference, Dr. Joe Vargas said: "The biggest mistake we ever made was that we started calling things we used to control plant diseases 'pesticides.' People who use things to control human diseases call them 'medicine.' It doesn't matter that you are controlling a bacterial disease in a person or on a plant, you use a bactericide. It doesn't matter if you are controlling a fungal disease on a plant or on a person, you are using a fungicide. But, unfortunately, when we use them on a plant we call them pesticides... And there is a perception out there that medicines are good and pesticides are bad, when in reality they are oftentimes the same chemistry."

Hints aside from Vargas in Ottawa:

- When putting fertilizer in a sand-type environment, use either a slow-release fertilizer or one that is soluble where you are putting down limited amounts, so that the fibrous root system can pick it up.

- Thatch is very good at preventing pesticide leaching. "Remember all these years we told you thatch was bad?" he said "Well, now we're telling you thatch is good."

Never stop taking pictures, Lewis says

Continued from previous page

the other with slide film), says slides are ideal for presentations to greens committees, especially if you can get two slide projectors working side-by-side.

A good place to begin or improve your understanding of a camera, as Buchen himself did, is in an introductory photography class at your local college, museum or vocational-technical school.

A typical introductory class, where you might even learn to develop and print your own film (black and white), might meet once or twice a week for about 12 weeks.

You might be surprised at just how much you can learn, and how exciting, and practical, photography can be.

As Buchen says, once you get the camera working, there's practically nothing on or around your golf course that isn't worth taking a picture of. Buchen says he shoots at least one 36-exposure roll of film a week.

And it doesn't have to be all business. Lewis, in Portland, Maine, and his wife, Linda, take candid shots of the grounds crew staff throughout each summer and then lay them out in a framed display in the maintenance shop as a memento.

"One thing I've learned over the years is never stop taking pictures," says Lewis. "There were a couple years I didn't take as many and I wished I had."

The best times of day to take your pictures are early morning (sunrise to 9 a.m.) and late afternoon (4 p.m. to dusk), when the sunlight is angled instead of directly overhead, and not too bright.

"The shadows are the best at those times," says Buchen, "and shadows make everything. I like to take pictures sometimes real early in the morning, with the dew still on the course and no vehicle tracks anywhere."

Another sensible tip Buchen passed along was placing a pen or pencil or a coin in your subject areas, like a "trouble" spot on a green for example, to help give a sense of size and perspective to your photograph.

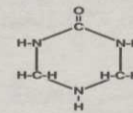
Whether it's for prints or slides, for the scrapbook or the slide projector, photography can play a key role in understanding and explaining the tasks and challenges facing a golf course superintendent and his or her staff every day.

"To really be thorough," says Buchen, "it's the best way to make a presentation. It's a lot of work. But hard work pays off."

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