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*John Zimmers,
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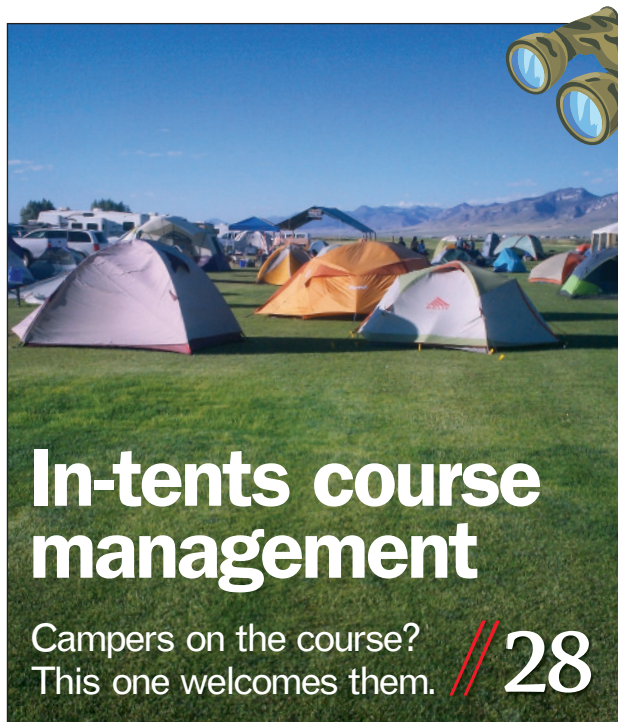
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“... (Palmer) stories... wind their way from Spring Break ’74 to a 2006 lunch line, as well as two eerily similar stories. (Who would have guessed that the two finalists for the Isleworth job 20-plus years ago both are columnists for the magazine today?)”

SETH JONES, *Editor-in-Chief*

The loss of a LEGEND

We’re honored here at *Golfdom* to pay tribute to someone who was not just a great man, but also a legend of the game of golf, Mr. Arnold Palmer.

Four of our regular contributors, Karl Danneberger, Ph.D., Joel Jackson, CGCS-Ret., Steve Wright, CGCS, and Mark Woodward, CGCS, share stories of their experiences with the King. If you’re like me, you’ll enjoy each tale, stories that wind their way from Spring Break ’74 to a 2006 lunch line, as well as two eerily similar stories. (Who would have guessed that the two finalists for the Isleworth job 20-plus years ago both are columnists for the magazine today?)

Likewise, it’s an honor to feature Mr. Palmer on the cover. As an extra bonus for this Kansan, we have President Dwight D. Eisenhower alongside the King, which ties in our “Golfer-in-Chief” story that begins on page 18. Once-in-a-lifetime.

I met Mr. Palmer only once, and have mentioned it here before. It was March 2013, and I was invited to meet Mr. Palmer in his office at Bay Hill during the week of the Arnold Palmer Invitational. The meeting was set up the week before when I interviewed Mr. Palmer over the phone for a *Golfdom* story. My friend Adam Slick, who at the time worked for Jacobsen, joined me. We found Mr. Palmer’s office and walked in about 30 minutes early, just to be safe.

Palmer’s secretary greeted us and told us to grab a seat. Adam and I nervously fidgeted while we waited. I’ve interviewed plenty of celebrities and professional golfers over the years and have become a little numb to it all, but I recognized this was a big one.

We sat there for 10 min-

utes, then 15. Palmer’s secretary apologized once, then twice. I repeated to her that we were fine, and joked that we could sit there until Sunday if needed in order to meet The King. Finally, she had had enough — the meeting ahead of us was 20 minutes past schedule, and she was going to interrupt it, despite my pleas not to.

She guided us in. Adam tells me, in hindsight, that when he saw the look on my face as I walked into Palmer’s office, he knew there was trouble afoot. The meeting we were interrupting was with the Associated Press and its golf writer, Doug Ferguson, who was then the president of the Golf Writers Association of America.

Golfdom crashing the AP’s interview wasn’t ideal. Also

not ideal, Mr. Palmer had just taken out his hearing aid and was performing some maintenance on it when we entered. So after I introduced myself and Adam, I was then instructed by his secretary that I’d need to **SPEAK MUCH LOUDER IF YOU WANT ARNOLD TO HEAR YOU.**

So now not only am I crashing Ferguson’s interview, I’m also shouting at the King.

Mr. Palmer was friendly, but the meeting was short and as awkward as it sounds. I got an interview, but it was disjointed. I was distraught afterward. Adam tried to convince me it wasn’t “that bad.” I wasn’t convinced.

Later that day I saw Ferguson — who has since become a friend — and apologized for interrupting his meeting. He told me it was just fine, and that it was perhaps helpful, as he was able to observe Palmer’s interaction with me.

A few days later, Ferguson’s syndicated AP story started running around the world. In that story, he recounted my meeting, using phrases like “powerful handshake” and “broadening smile.” He politely left out the part about me shouting and (probably) sweating profusely. Strangely, *Sports Illustrated* swimsuit model Kate Upton was part of the same Arnold Palmer story.

I have no idea how it all worked out in the end, but it did.

He really was The King.

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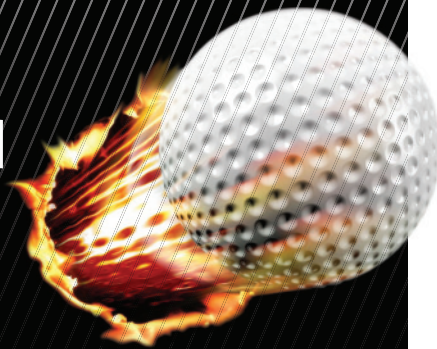
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Starter

NEWS, NOTES AND QUOTES



//BUSY AS BEES

A VISIT TO CANTIGNY'S HONEY BEE HILL

BY GRANT B. GANNON // Associate Editor



Scott Witte, CGCS, has been managing the 27-hole Cantigny Golf Club, Wheaton, Ill., for 22 years, but if you really want to get him buzzing, ask him about his bees.

Bayer and Witte recently hosted *Golfdom* at Cantigny to show how golf courses can embrace the role of beekeeper and help grow the insects' habitat.

All 500 acres of Cantigny became a certified Audubon Cooperative Sanctuary in 1993. Witte said with the various wildlife that already called the property home, bees were a natural fit. He never would've imagined what would happen next.

"The first time I set up (a hive)



(Top) Cantigny Golf Club Director of Agronomy Scott Witte shows off one of his bee hives. (Bottom) A sign that Witte posted on the course to inform golfers about bees.

it taught me something about the strange and powerful allure of the honey bee," said Witte. "What I can tell you is our customers and golfers often times want to know more about when the honey is going to be available than how fast the greens are."

Witte, founder of The Bee Barometer Project, currently has four hives set up on "Honey Bee Hill" and another two elsewhere from which they collect honey twice a year. The honey and wax, collected to make candles and lip balm, is sold in the clubhouse at a premium rate, but people pay the price for the novelty items. Witte says that the money made from those sales is a fundraiser for his Audubon expenses.



//INDUSTRY ACQUISITION

BAYER, MONSANTO REACH DEAL WORTH \$66B

After a long negotiation process, German health and agricultural company Bayer reached a deal to acquire seed and pesticide firm Monsanto. The deal is valued at \$66 billion, NPR reports.

St. Louis-based Monsanto is an agricultural seed supplier, fertilizer producer and also makes herbicides, most notably Roundup. Bayer is responsible for herbicide products like Tribute Total Herbicide and Spectacle FLO.

Bayer will take on \$57 billion in debt to finance the purchase, which is the largest-ever foreign acquisition by a German company. The accepted offer is \$4 billion more than Bayer's initial offer on May 9.

According to the *New York Times*, Monsanto and Bayer's agriculture business, which focuses on seeds and traits, will be based in St. Louis, and its crop science headquarters will be based in Monheim, Germany.

If the deal fails to pass regulations, Bayer has agreed to pay Monsanto \$2 billion.

//OH, CANADA

CANADA TO HOST USGA 2017 GOLF INNOVATION SYMPOSIUM

The United States Golf Association (USGA) will host the 2017 North American Golf Innovation Symposium on March 6-7, 2017 in Vancouver, British Columbia.

The 2017 event will be the fourth symposium hosted by the USGA, and the first conducted outside the United States. The first two events focused on pace of play and were held at USGA headquarters in Far Hills, N.J.

Supported by Golf Canada and the Mexican Golf Federation, the 2017 event will center on three major themes: Golfer Experience, Facility Sustainability and Innovation in Governance. The USGA will introduce technologies and tools, in addition to presenting research results from the USGA's strategic partnership with the University of Minnesota.

Additional details will be made available in the coming months.

Starter

// **BECAUSE CANCER SUCKS**

North Coast Media kicks in to fight cancer



North Coast Media, parent company of *Golfdom* and its sister publication, *Landscape Management*, once again is donating a portion of the company's October revenue to support the American Cancer Society. It's the third consecutive year the company has made this donation.

"Cancer has touched all of us at North Coast Media in one way or another, so it's a good feeling to know our hard work can help those in the battle in some small way," said Pat Roberts, *Golfdom* publisher.

NCM also proudly donates to the American Red Cross, Wounded Warrior Project and The City Mission. Additionally, each Wednesday, NCM staff members volunteer their time, serving lunches at the Bishop Cosgrove Center, which helps feed those less fortunate.



// **I WANT MY GOLFDOM TV**

FIRST LOOK AT 2017 PGA CHAMPIONSHIP VENUE

Golfdom stopped by Quail Hollow Club, Charlotte, N.C., site of the 2017 PGA Championship, to see the results of the massive renovation the course underwent recently. Keith Wood, superintendent, talks about the scope of work that was completed in only 89 days. Visit golfdom.com/category/video/.



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"I've had the privilege of meeting a number of the greatest golfers in the world, but nothing compares to the day I met Arnold Palmer."

MARK WOODWARD, *Contributing Editor*

A higher power

My father's favorite golfer of all time was Arnold Palmer. Part of the connection for my dad was that he was born the same year as Mr. Palmer and watched faithfully how the great player changed the game of golf. My father always admired how Mr. Palmer interacted with the gallery and how he was truly a legend to which most golfers could relate. A testament to Mr. Palmer's impact on all golfers is "Arnie's Army," in which I count myself a proud member.

As my career in the golf industry evolved, I gained increasing respect for the "King." I admired him for his longevity in golf, his business ventures, and for what he's done for our game. I've had the privilege of meeting a number of the greatest golfers in the world, but nothing compares to the day I met Arnold Palmer.

It happened at Winged Foot Golf Club at the 2006 U.S. Open. I was there learning as much as I could as we prepared Torrey Pines for the 2008 Open. I was in the clubhouse luncheon buffet line. I looked up and saw that Mr. Palmer was progressing

through the line with me. I introduced myself, and he graciously asked me where I was from. I explained that I was there because I was preparing for the 2008 Open. He commented that he was hearing a lot of bad things, about not only Torrey Pines, but also about the political situation in San Diego.

As we loaded our plates, I explained to one of the greatest golfers of all time what we were doing to correct the issues related to Torrey Pines hosting the Open. Luckily, the line was moving slowly, so I had time to detail some of the things we were getting done related to agronom-

ics, course conditioning and projects. I even touched upon the support I was getting from San Diego's new mayor, Jerry Sanders, who was helping pull everything together by getting me the resources I needed.

When we reached the end of the buffet line and started to go to our respective tables (I wasn't invited to join the King at his table) I was thinking two things: I wish my father were here; and I wish this moment wouldn't end.

It's possible that the King said the last thing between the two of us. He turned to me, looked me in the eye and said, "You better get Torrey

Pines ready for the Open." I may have mumbled something along the lines of "Yes sir, Mr. Palmer, and nice to meet you," but I can't honestly remember.

I do remember going over to my table, trying to eat my lunch, and thinking about the words "You better get Torrey Pines ready for the Open." Everyone who knows what we had to accomplish to get Torrey Pines ready to peak in that one week in June of 2008 also knows that we were under a lot of pressure, with a relatively short timeline and a golf course that needed a ton of attention to detail. Not that we needed more motivation to get Torrey Pines ready, but to hear the King say those words personally motivated me as much as anything. As I look back I know that we succeeded, and I was able to be a part of one of the greatest Opens in recent memory, with Tiger beating Rocco in a Monday playoff.

Most people don't realize it, but Arnold Palmer's words bounced around in my head every time we faced an obstacle or challenge at Torrey. It was like a higher power had spoken to me.

The last thing I wanted to do was to let down the two greatest influencers in my life and career, my father and the King.

Mark Woodward is a senior vice president for OB Sports, principal of Damarco Golf, president of Mark Woodward and Associates and a contributing editor for *Golfdom*. He can be reached at mwoodward@obsports.com.



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"Opening day for the new holes arrived, and I was asked to play golf with Mr. Palmer. Quite the treat... all day with Arnie."

STEVEN WRIGHT, CGCS, *Pine Tree GC, Boynton Beach, Fla.*

Arnie and me

To say I had a life with Arnold Palmer would be quite an exaggeration. But to say Arnie never had anything to do with my life would be not be true, either.

My first experience with Mr. Palmer came when I was 14 years old. Our moms dropped off my best friend, Luke, and me at the 1971 Florida Citrus Open. This was one of the Florida Tour swings played at Rio Pinar CC. We were there all day following Mr. Palmer.

Rio Pinar was not what you would call a fan-friendly course, so we each had a periscope. For those who have never held one, it's an 18-inch box with an angled mirror at the top and bottom. A necessary tool back in the day.

That day, Palmer and Julius Boros were in a playoff. More golf, more walking, more periscoping. Mr. Palmer won and the crowd went crazy. Luke and I stuck around for an autograph. I'd like to say he looked me right in the eye and said something profound. Nah. Just the signature.

Fast forward a dozen-plus years. I'm at my second superintendent position, Suntree

CC in Melbourne, Fla. Suntree was an original Senior Tour event. Mr. Palmer was coming to play my course. It was my first of five Senior Tour events there, but the next thing I knew the club had negotiated a deal for Mr. Palmer's golf course design company to design Suntree's next 18 holes. For the next year or so we built nine holes at a time and I got to see Mr. Palmer and his designers quite a bit.

Opening day for the new holes arrived, and I was asked to play golf with Mr. Palmer. Quite the treat... all day with Arnie. He held my newborn daughter, met my mom — a huge fan — and my wife. Somehow I played OK that day. The course looked good and Arnie was grateful. That was the day I learned I was in the right profession.

A couple of years later, and another Arnie moment, this time a job interview with Mr. Palmer in his Bay Hill office. The open job was his at new-

est club in Orlando, Isleworth CC. At the time, Isleworth had the only bentgrass greens in central Florida.

My friend Jim Ellison was Mr. Palmer's agronomy guy and arranged the interview. It was down to two, Joel Jackson and me.

Arnie's office was awesome, full of photos, trophies and golf books. Arnie arrived with a few pieces of luggage, his pilot, Winnie and two big dogs. We shook hands and I noticed how large and strong his hands were. It was not the first time shaking his hand, but it stirred memories.

The interview was awkward. He seemed rushed to get to Latrobe, and I might have talked too much about Isleworth and bentgrass. Joel Jackson got the job. What did I get? I got to sit one-on-one with the King and talk golf, grass and business. Even though it didn't work out that day, I learned that there is a plan, and sometimes you don't

have anything to say about it.

There were a couple of other brief meetings. He came to a benefit tournament while I was working at Gary Player's Alaqua Country Club. And then again at many PGA events at Bay Hill, where the Citrus Open later was played, and at Central Florida GCSA's Crowfoot Open. He always was extremely friendly.

A couple of years ago the Golf Channel broadcast a three-part series on Arnie. I was moved by the production, and realized how much of an impact this man has had on the game of golf. I had a need to tell him, so I wrote him a letter on Palm Beach GCSA letterhead expressing our (superintendents/vendor members) gratitude for his efforts through the years. It's safe to say many of us owe our careers to him. His popularity spurred the growth of this game for decades, making golf a career option for many a turfhead.

Arnie wrote me back and thanked me. Wow. Needless to say, the letter is a prized possession.

"To whom much is given, much will be required." We are held responsible for what we have. If we are blessed with talent, wealth, knowledge and time, it's expected that we will use these well to glorify God and benefit others.

Arnold Palmer tried his hardest to live this out. One man can make a difference. Steven Wright, CGCS, is golf course superintendent at Pine Tree GC in Boynton Beach, Fla. He can be reached at steven_wrightcgcs@pinetreegolfclub.net or followed at [@wrightsteve19](https://twitter.com/wrightsteve19).

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FILES

FROM THE ARCHIVE

Some article topics that might seem pedestrian today were quite timely in *Golfdom's* first year of publication. In October 1927, Jack Daray wrote an article concerning the agronomic practices of southern superintendents. It appears Daray was a greenskeeper at Olympia Fields Country Club in Chicago for a majority of the year, but spent winters at the Biloxi (Miss.) Golf Club. He went on to build courses across the country, from Michigan to Mississippi to California. To read the full article, visit golfdom.com/exclusive.

Special maintenance duties of the southern greenskeeper

BY JACK DARAY

The southern greenkeeper's problems are not, in their broader aspects, particularly different from those of the northern greensman. Mowing, weeding, fertilizing and similar maintenance duties are performed in very much the same manner wherever the golf course is located.

There is, however, one important difference — the southern course receives its heaviest play during the winter months and (the superintendent) must accordingly keep his course in playing condition twelve months in the year, whereas play on the northern course ends about Dec. 1, and the northern greenskeeper simply puts his links to bed until spring, some four or five months later.

The principal problem of the southern course, then, is to keep the greens, and the fairways to a lesser extent, in good condition through the winter.

FALL SEEDING NECESSARY

My experience has been mainly with courses along the Mississippi Gulf Coast. In such a climate I have never found any grass better than bermuda for summer greens. It gives us a fairly smooth putting surface, is reasonably resistant to weeds

and is easy to keep up. But it dies out and becomes brown and dormant about the middle of December.

Accordingly, about this time of year, I sow the greens rather heavily with a 50/50 mixture of redtop and Italian rye, so that by the time the bermuda dies down, the winter seeds have formed a playing carpet.

Within a month, I have better greens than I have in summer, and they last until well into February when the bermuda comes up again. I use two kinds of seed in my winter greens because the red top is somewhat bunchy and the rye acts as a filler.

PRINCIPLE SOUTHERN WEEDS

Obviously, there are some operations to be done before the winter seed is put in, principally weeding. Along the Gulf Coast there are three important injurious weeds.

There is bull-grass, which looks like the crab-grass of the North, but coarser; carpet grass, which forms our fairways and is ideal for that purpose but very bad and hard to keep out of the greens. The third weed has a small round leaf about a third of an inch across, and spreads very rapidly

like a slender vine. I do not know its name.

The bull-grass and the carpet-grass must be cut out of the greens by hand so as to get to the roots. For the third weed, vigorously raking the greens will remove the long runners very quickly.

FAIRWAYS REQUIRE LITTLE CARE

Winter care of Gulf Coast greens is not out of ordinary routine. They must be sprinkled and mowed and weeded if they are to be kept in good condition. The fairways require almost no attention; the carpet-grass hardly grows at all. Occasionally I send a mower over them to trim up the edges of the rough and to clip off the tips of the leaves of the carpet-grass, which turn brown after a frost. This browning does not affect the fairways in any way, but unless the leaf tips are clipped off the fairways look burned and dead.

Whether or not a grass will ever be developed that can be used on southern greens year round I don't know, but if it is developed, the work of the southern greenskeeper will be very lightened.

I hope some variety of bent is developed that will withstand the scorching sun of summer and the frosts, which are sometimes most severe, of winter.





“As I rode the course during my last few days at Isleworth, Palmer came out from his home along the 1st hole, flagged me down and invited me into his house.”

JOEL JACKSON, *Senior Contributing Editor*

The King and I

I first met Arnold Palmer during a practice round at the Masters in the early 1980s. I attended the event with Jimmy Ellison, who was the superintendent at Palmer’s Bay Hill Club. Jim and I knew each other from our work with the Central Florida GCSA. We stayed that week at a house in Augusta that had been rented by the Loft Seed Co. We caught up with Palmer during a practice round, and Jimmy naturally touched base with him and introduced me.

It would be six or seven years later, after I had been at Disney for 14 years, that Jimmy asked if I would be interested in becoming superintendent of the Isleworth Country Club, which was one of a dozen courses in Florida experimenting with bentgrass greens. This was a phenomenon begun in the late 1980s by Jack Nicklaus at his Loxahatchee Club in Jupiter, Fla.

At that time, I had almost a decade and a half of service at Disney with decent retirement benefits at stake,

but the chance to work with Palmer was too strong to ignore, so Jimmy arranged an interview. I had taken all those GCSAA-offered professionalism courses on social etiquette, résumés and interviews. I headed to the local men’s store to get a new navy-blue Hart Shaffner & Marx blazer for my interview with the King.

We all knew early on that Palmer was the son of a superintendent, which endeared him to many of us in the business. I did a background search online and dis-

covered that, like myself, he had served in the U. S. Coast Guard, so we also shared that common ground.

On the appointed day, all decked out with my new coat and tie, I met Jimmy outside of Palmer’s office. We went in and proceeded with the interview. When the interview was over, I made my exit and headed out to the car. I thought, “Hey, that went pretty well! He’s just as warm and friendly as they say!” As I took off the blazer and put it on the clothes hanger, my heart stopped.

Sewn on the inside of the left sleeve was one of those cloth labels with the maker’s name and logo, and not just any logo — *a Jack Nicklaus Golden Bear logo*. I got the job and never knew if anyone had noticed the label.

That’s why I ended up learning how to grow bentgrass in central Florida until 1991, when the developer put the property up for sale and my job came to an end. As I rode the course during my last few days at Isleworth, Palmer came out from his home along the 1st hole, flagged me down and invited me into his house. He apologized for the turn of events and said he’d help me any way he could.

Fortunately, I was able to return to Disney in 1991, completed my 20 years of service and took early retirement from the mouse in 1997 to work for the Florida GCSA.

After that, every time I saw Arnold Palmer at the Bay Hill Invitational events or later during the NBC Father/Son Challenge events, he would always come over to the ropes to say hi, shake hands and ask how I was doing.

My “forever” moment with Arnold Palmer was the day when he was playing Isleworth with a couple of guests, and he took me aside and said of the course conditions, “This is the way I always hoped it could be!”

Long live the King!

Joel Jackson, CGCS-Ret., is senior contributing editor for *Golfdom*. Email him at flrjn@aol.com.

Golfdom Gallery



1 Our name in lights Our friends at Textron Specialized Vehicles, manufacturer of the new Cushman Hauler, know how to make us feel welcomed — by putting our name up on their marquee. Next stop, Carnegie Hall.

2 Trinity Forest travel tip After touring Trinity Forest GC in South Dallas, we then toured Angry Dog restaurant with (left to right) Assistant Superintendent Chad Kuzawa, Superintendent Kasey Kauff and his wife, Amanda Miller. Take our advice: the next time you're in Dallas, visit Trinity Forest then invite these three to Angry Dog.



3 Raking and rolling Kitch, Connor, James and Anthony at Quail Hollow Club, Charlotte, N.C., took a break from raking and rolling bunkers for this photo. Nice lid, Connor.



4 Talking '17 PGA Championship Assistant Superintendent Brandon Hicks and Superintendent Keith Wood are plenty busy getting the recently renovated Quail Hollow Club ready for next year's major event.



5 DAPper Dons *Golfdom* Publisher Pat Roberts with DAP Championship Tournament Director Kevin Krisle. The tournament, played at Canterbury Golf Club, Cleveland, Ohio, was won by PGA Tour up-and-comer Bryson DeChambeau.



6 Happy 10th Anniversary At first we were just impressed *Golfdom* EIC Seth Jones didn't try to take his wife golfing on their 10th anniversary, but we were more impressed that he surprised her with tickets to see her favorite band (The National) at Red Rocks Amphitheater outside Denver. Congrats, Seth and Adrienne!





"Maintaining a salaried employee's current wage and eliminating the overtime hours he/she is expected to work is not a realistic option for most operations."

MATT NEFF, *assistant superintendent,*
Wedgewood G&CC, Powell, Ohio

Dollars and common sense

The August 2016 *Golfdom* cover story discussed updates to the Fair Labor Standards Act (FLSA) that will go into effect Dec. 1, 2016, and asked if, as a result of these changes, it's time to reconsider assistant superintendent salaries. In my opinion, the new regulations will have no real effect on compensation or overtime requirements for many workers in this business.

Under the new regulations, salaried employees making less than \$47,476 will be eligible for time-and-a-half overtime pay as long as their position doesn't meet requirements allowing an employer to classify them as exempt. These changes would, in theory, have a direct impact on the compensation that many assistants and equipment techs receive.

The Department of Labor (DOL) states that changes to FLSA will have several positive benefits for the American workforce. Chief among them are increased compensation for those whose salaries are increased to the \$47,476 threshold or who will now be paid overtime; increased work/life balance through a reduction in hours for those who will not receive a raise and will have overtime reduced or eliminated; and increased employment as a

result of the need to hire more employees to cover the duties previously handled during overtime hours by salaried workers under the salary threshold.

On paper, this looks great for those of us employed in the golf business. Many people will either get raises or will be required to work less. However, a closer look casts some doubt on this rosy outlook, especially for golf course maintenance workers. It's common sense: It simply won't be financially possible for many organizations.

According to GCSAA, the median salary for assistant superintendents is \$40,000, and \$43,680 for equipment managers. This means that approximately half of assistants and EMs would need raises of at least \$7,476 and \$3,796, respectively, to meet the exemption threshold, assuming the majority of these

employees are salaried.

Furthermore, since the average assistant salary is \$41,372 and the average EM salary is \$44,962, there are likely substantial numbers of salaried employees who fall between the median and the FLSA exemption threshold. Assuming a fairly typical two salaried assistants and one salaried EM set-up, many operations could experience \$15,000 to \$20,000 in payroll increases to meet the \$47,476 overtime cutoff. That's an increase many clubs simply can't handle, especially when you consider we aren't the only department within the operation that would require payroll increases.

While many organizations in this business can afford the payroll increases resulting from these new regulations, there are at least as many that cannot. Those in the latter group will have to explore the

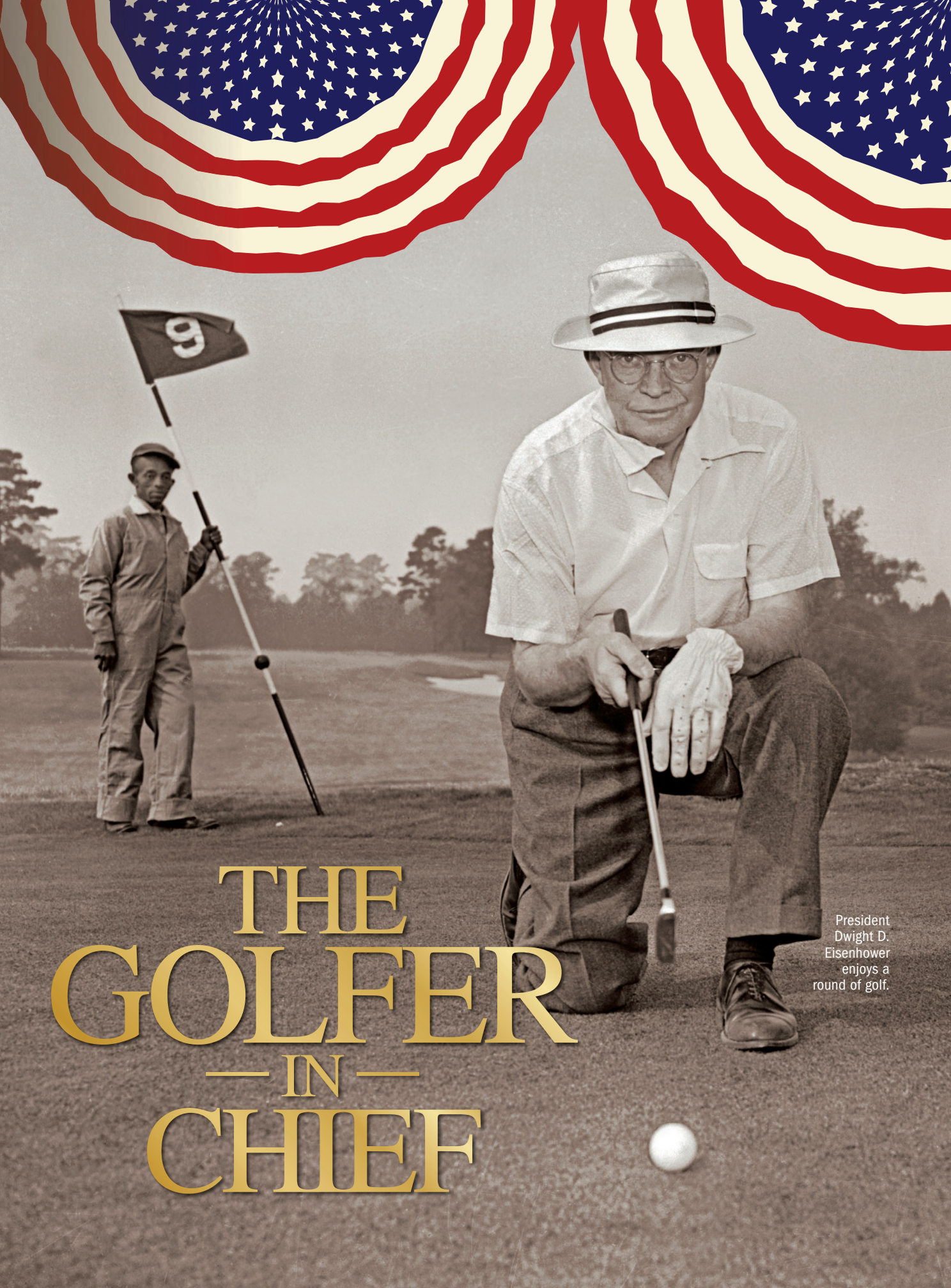
other options outlined in the regulations.

Maintaining a salaried employee's current wage and eliminating the overtime hours he/she is expected to work is not a realistic option for most operations. The work still needs to be done, and that often means overtime. Attracting and retaining quality employees in this business continues to be a challenge, so the DOL's assertion that the new regulations will stimulate employment is optimistic bordering on naive.

The only option for many operations will be to find a way to maintain the status quo while also complying with the new regulations. That most likely means that base wages will be reduced to a point where the employee will continue to make the same amount as before the regulations go into effect once their OT is added in. Of course, contingencies will have to be in place in the event that an employee is not able to obtain enough OT to match their previous salary.


These changes and their supposed benefits are great in theory but are not entirely realistic. There's only so much money in the budget and so much time in a day, and the successful people in this business figure out a way to get the most out of both. This case will be no exception. Nobody goes into turf to get rich anyway, right?

Matt Neff (mneff4@yahoo.com) is assistant superintendent at Wedgewood G&CC in Powell, Ohio.



THE GOLFER — IN — CHIEF

President
Dwight D.
Eisenhower
enjoys a
round of golf.



FROM EISENHOWER'S 800 ROUNDS IN EIGHT YEARS TO OBAMA'S WEDDING CRASHING, GOLF AND THE POTUS HAS A LONG, RICH HISTORY.

BY STACIE ZINN ROBERTS

A helicopter circles overhead. The thump, thump, thump of its blades reverberate down onto the golf course turf as trees sway in the artificial wind. In the bushes framing the fairways, snipers stare through powerful riflescopes. On the practice tee, Secret Service agents in dark sunglasses hold a finger to their ears, listening. Inside the maintenance facility, bomb-sniffing dogs paw a serpentine path past greens-mowers and around the mechanic's bench.

Is this a scene from the latest Tom Cruise movie? Nah. It's just another day at the office for golf course superintendents who host the president of the United States of America on their golf course.

Golfing Martha's Vineyard

In the 21 years that Matthew Crowther, CGCS, has been the golf course superintendent at Mink Meadows Golf Club on Martha's Vineyard, he's hosted two presidents and a first lady. Then-sitting President Bill Clinton played his course once, along with First Lady Hillary Clinton, who is now running for the nation's top office. Current President Barack Obama has played four or five times.



Matthew Crowther

"My mentality, when I first started having presidential visits, was that it was like a special tournament. You want the course to be as prepared as possible, get as much mowed as you could, make sure the bunkers are raked right before them, make sure the cups are changed," Crowther says.

He soon relaxed once it became more of a common occurrence, realizing that presidential golf rounds can be canceled at a moment's notice, meaning all the extra prep could be for nothing.

The biggest difference in the post-9/11 world since the Clintons first played Mink Meadows is the level of security necessary to accommodate a presidential round of golf.

"The security is much tighter," Crowther says. "The staff and the Secret Service come in probably a week before the president even arrives on the island and we just kind of run through the logistics of the property."

This includes a run-through of the clubhouse, maintenance facility and other buildings, and designating an area for the press corps to hang out. "Most people don't know this, but the press corps is probably 25 to 30 people," he says. "There are usually that many people who follow him around all day every day, even when he's playing golf."

The last time President Obama played Mink Meadows, Crowther rode in a golf cart with a Secret Service agent to help determine who the people were along the edges

Continued on page 20

GOLFER-IN-CHIEF



Presidents George H.W. Bush, Bill Clinton and Gerald Ford pose with Bob Hope at the 1995 Bob Hope Classic.

Continued from page 19

of the fairways — property owners or guests of the club.

“The security is almost like a traveling bubble,” Crowther says. The Secret Service clears the course two holes in front of the president and two holes behind him. They may even have a foursome of Secret Service agents playing golf in between as a buffer.

Still, despite all of the security, Crowther says both the Clintons and President Obama were incredibly cordial. He says in the old days before security was so tight,

spectators would stand seven people deep around the fairways and roadways to say hello to Bill and Hillary. Today, the Secret Service groups people together in one spot on the side of fairways, and President Obama stops to shake hands and signs autographs. After every round, President Obama, who “has that athletic build so he’s got a very nice golf swing,” is known to greet everyone on the clubhouse porch and pose for pictures.

Continued on page 22

PHOTO COURTESY CAREERBUILDER CHALLENGE

A BRIEF HISTORY OF GOLFING PRESIDENTS

Golf and U.S. presidents go back a while. Here’s a look at who and when.

1900

1910

1920

1930

1940

1897-1901

The moment **William McKinley** smashed a gutta-percha golf ball down the middle, he officially became the first president to play the game. Sorry, Grover Cleveland.

1913-1921

Advised by his doctor friend that golf was good for his health, **Woodrow Wilson** heeded his advice and played 1,000 rounds over the next eight years, the most by any sitting president.

1923-1929

When **Calvin Coolidge** left office he forgot to take his clubs with him, leaving them in the White House storage. Clearly he wasn’t playing the new Ping G30s.

1933-1945

Unable to play due to his health, **Franklin D. Roosevelt** still made a presidential contribution to the game by funding the construction of numerous courses (including Bethpage Black) through public works programs.

13

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GOLFER-IN-CHIEF



Vice President Joe Biden is a frequent golfer, once delaying a flight to China to hit balls.

Continued from page 20

The Veep

The traveling bubble extends to the vice president as well. VP Joe Biden plays frequently at a club in the D.C. metro area. The superintendent of the club, who asked that he and his club remain anonymous, says the level of security changes according to whether the vice president's round of golf is on his official schedule.

Scheduled events get the full Secret Service treatment, complete with dogs, snipers and helicopters. "The first time, it was a little overwhelming," the superintendent recalls. "I wanted to say, 'I'm out of here. That's it. I'm not getting involved in this.'"

But most of the time when Vice President Biden comes out to play, it's considered his personal time and it's a low-key affair. He comes out with his SUV, his sticks and that's it.

"The first time I met him," the superintendent says, "I shook his hand and asked if he needed anything. He was very cordial. He's known as 'Regular Joe' and that's what he is," the superintendent says. "He'll ask me about different bushes and trees, ask for advice about his lawn and his landscape."

Golf course staff is trained to be courteous but to leave the 'veep' alone.

"We let the staff know he's here to enjoy himself. He's off the clock and not to be bothered with selfies. Treat him like any other golfer. You know, being 'on' all the time is tough. It's not easy. So when he's here, this is his personal time."

How big of a golfer is the vice president? Well...

"I remember one time he came out and he was next to our maintenance shop. There's a practice tee there. I noticed the Secret Service were a little more agitated than normal, so I asked what was going on. They looked at me and said, 'We're supposed to be on the plane to China right now, but he wanted to hit golf balls first.'"

PHOTO BY: MAXWELLS DUBLIN / IRISH GOVERNMENT PHOTO VIA AP (JOE BIDEN)

A BRIEF HISTORY OF GOLFING PRESIDENTS





15 OF THE PAST 18 PRESIDENTS PLAYED GOLF

BARACK OBAMA	JOHN F. KENNEDY
GEORGE W. BUSH	DWIGHT D. EISENHOWER
BILL CLINTON	FRANKLIN D. ROOSEVELT
GEORGE H. W. BUSH	CALVIN COOLIDGE
RONALD REAGAN	WARREN G. HARDING
GERALD R. FORD	WOODROW WILSON
RICHARD NIXON	WILLIAM HOWARD TAFT
LYNDON B. JOHNSON	

Source: Golf Digest

No. 41 and No. 43

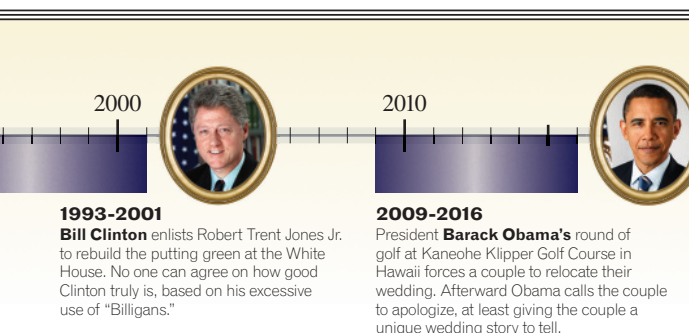
At Coral Creek Club in Placida, Fla., Superintendent Jackson Reiswig has hosted both George H.W. Bush (President #41) and his son George W. Bush (President #43). The family has a compound nearby in Boca Grande on Gasparilla Island where they spend the winter holidays, and both are club members. Reiswig hasn't seen "41," as he's referred to at the golf course, in about five years because of the former president's advanced age, but "43" plays four or five times a week in January.

Reiswig says the relationship with the former president is quite casual. He's comfortable calling out to George W. Bush on the putting green, "What's up today, Prez? How're things going?" The former president also is friendly with the golf course crew, letting them hop into his golf cart to take selfies.

"He's just a regular guy out here," Reiswig says. "Big cigars. Making games and betting and being loud. He's a rich Texan and we have a good time with him."

Continued on page 24

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GOLFER-IN-CHIEF

Continued from page 23

Sometimes, Reiswig says, he forgets that it's all a big deal "unless you're talking to someone about it. He's a cool cat."

Bush has been known to do more than just play a



Matthew Crowther's son Josh gets a handshake from President Barack Obama at Mink Meadows GC.

round of speed golf on the course.

"We've got a lot of elevation and terrain. What he'll do is come in the morning to play golf, then he'll come back at four or five in the afternoon and mountain bike on the crushed coquina shell cart paths. The guy books around the golf course. He pumps it. He's got his posse behind him (Secret Service and a few family members), and he just goes and goes. He yells out at the guys on the crew and they yell back at him," Reiswig says. "We got a phone call once from a member complaining that there was a band of hooligans riding around the golf course, and the pro shop girl said, 'Actually, that's George Bush!'"

Obama, Trump, Hillary

Much has been said about how often President Obama plays golf. Two of his golf rounds made news because they interrupted weddings. In December of 2014, President Obama's round of golf on the Marine Corps base in

Continued on page 26

PHOTO COURTESY MATTHEW CROWTHER

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[...on your fairways]

[...on your high traffic areas]

[...on your greens]



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GOLFER-IN-CHIEF

President Bill Clinton and First Lady Hillary Clinton have been known to play a round together — and draw a crowd.



Continued from page 24

Hawaii forced the wedding of two military members to be moved to a different location on the golf course. When the president heard he'd inconvenienced the couple, he called

them. In a video that made the news, President Obama is heard on the phone saying, "Listen. Congratulations on your wedding. I feel terrible. Nobody told us." Photos of the couple and their wedding party giddy over the call

PHOTO COURTESY MATTHEW CROWTHER

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Actual spring photo by a Superintendent — not retouched!

GOLFER-IN-CHIEF



DONALD TRUMP


provide proof that the inconvenience was worth the call.

In October 2015, Obama's round delayed a wedding at Torrey Pines. Once he finished his round, the president approached the wedding party and posed for pictures with the bride, groom and guests.

It's well known that GOP candidate Donald Trump is an avid golfer and that he owns golf courses all over the world. What might not be as well known is that Democratic presidential candidate Hillary Clinton has swung a club a time or two as well. She played alongside her husband that day long ago at Mink Meadows, and smilingly posed for photos with the club pro, Crowther and his family. The date is imprinted in Crowther's memory because the day the Clintons played Mink Meadows was also the day Princess Diana died: Aug. 31, 1997.

Although the Clintons have played only once at Mink Meadows in the 21 years Crowther has been at the club, they played there frequently prior to his tenure.

"I was told by the Secret Service that at one time this was the only golf course she had ever played. She took lessons from my pro one year," Crowther says.

Should either Trump or Clinton win the election, Crowther says one thing is clear: "Golf has been a part of the presidential lexicon. Having a president who plays golf is good for the game." 

Stacie Zinn Roberts is a frequent contributor to *Golfdom*. Her March 2015 cover story, "To Core or Not to Core," won a first-place TOCA award in the Turf Feature Article category. Zinn Roberts is president of What's Your Avocado?, a writing and marketing firm based in Mount Vernon, Wash.



HILLARY CLINTON



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Think we
can play
through?

BY CURT HARLER

IN-TENTS COURSE MANAGEMENT



It's a unique golf course that allows tent camping on its fairways. What kind of a management team actually invites campers to bed down for a week on the course?



"I'm hanging my butt out," acknowledged Randy Long, superintendent at White Pine County Golf Course, Ely, Nev., shortly before the campers arrived en masse. "I approached them and invited them to come."

"Them" would be anywhere from 400 to 700 cavers, members of the National Speleological Society (NSS), who decided to hold their annual convention in the middle of nowhere, Nevada. They camp out, which means they want to put tent pegs, poles and pop-up campers on fairways. On the plus side, the NSS members — who are interested in science, exploration and enjoyment of caves — are an environmentally sensitive lot.

Still, it takes more guts to invite several hundred tent campers to set up on your fairways than it does to go up-and-over the tree line on a dogleg.

"Everything went really well," Long, who also is general manager and head golf professional, said after the event. "There was no track or trace. They came in touting their footprint would not be very much. They were true to their word."

Major impact

A week after the event, Long was breathing much easier than he did the week before. "They were good stewards," he said of the cavers. "They did what they said they would do."

Long had two more things to be happy about. First, the revenue from the campers helped pay his seasonal help. Second, the camping fees — added to the men's club donation and funds from Mt. Wheeler Power — put him over the top on the purchase of a much-needed Toro diesel greensmower from a course in Reno.

"It was a great infusion of cash," Long said. Although open to the public, White Pine Golf Course has a schedule much more like an exclusive club. They see 10,000 to 11,000 rounds per year. In short, with greens fees in the \$26 area, they are not rolling in cash.

"We are a small-budget course, enterprise funded," Long said. "This would bring us some extra money." He discussed the camper's requirements with Matt Bowers, NSS convention chairman. "We wanted to be sure their footprint to be nominal," Long said. Bowers assured him it would be.

"We are off the beaten path," Long said. "We are isolated on the north end of town, surrounded by ranchland." But not only that. The course in 2007 was named by *Golf Digest* as America's most remote 18-hole course. It is 105 miles to the next nearest golf.

Looking for money

To build revenues, White Pine hosts rounds of archery golf, a sport not anticipated when the course was built in 1928. This is hunting country. The archers visit the course with live arrows, pay their greens and cart fees, and do their 18 holes.

So it wasn't that big of a stretch for Long to figure that if he could charge each of 400 campers a "greens fee" of \$26, he could have a significant impact on this year's bottom line, maybe up to

Continued on page 30



// IN-TENTS MAINTENANCE

This past July, members of the National Speleological Society held their annual convention in Ely, Nev. Caver and event producer Matt Bowers (pictured) negotiated with White Pine County to rent half of its 18-hole rural golf course for the convention. The site featured a banquet hall tent, meeting rooms, security stations, medical facilities, entertainment stages and camping space for hundreds of cave explorers from around the world. The event delivered more than \$15,000 in rental and supplementary income to the golf course.



The cavers observed the rules of the course, and self-reported the few that were not.

Continued from page 29

10 percent. On top of that, the course's design made it easy for him to isolate the camping and the big circus-style meeting tent around fairways 5, 6, 7 and 8, but still keep the back nine open for daily play.

A perfect loop road passes the camping area and allowed the cavers to get close to their tenting and still control who got in through the back gate to their area.

"I was at a meeting when Matt Bowers was talking about where the cavers could camp," Long said. The cavers were

hoping to find space on some BLM (Bureau of Land Management) land outside of town. It would have been a scattered bunch of campsites with uneven, stony, stick-covered tent sites.

"I told Bowers, 'I'd like you to look at our golf course.' I figured if we could get a greens fee out of all of them, it would be a bit of a windfall for us," Long said.

In turn, the caver-campers got a nice, smooth, grassy, stone-free area to camp, and

one close to town.

Campers loved the turf. "It is so nice to be able to walk around in bare feet," said Scott Engel, a caver from Knoxville, Tenn. "You put up your tent and it is so soft underneath. You barely need any padding."

There was absolutely no camping in the tee box areas or on the bentgrass greens. Those areas were watered throughout the week that the tents were on the fairways. A few weeks before the campers arrived, Long and his crew checked to be sure they would not be raining on anyone's tent with their irrigation. Any spill-over areas were defined and declared off limits.

The campers respected all the restrictions. In fact, the only violations Long encountered were self-reported by the group. While there were some pets on site, there was no mess when the campers left.

"We have enough room between the roughs and the fairways to handle 400 to 600 people," Long figured. The roughs are crested wheat and

Continued on page 32

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// IN-TENTS MAINTENANCE

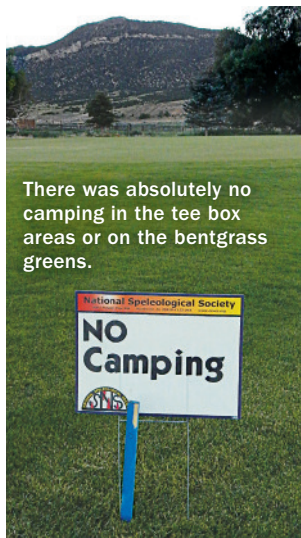
Continued from page 30

other native grasses. Other areas are mainly Kentucky bluegrass, with some rye.

"We don't know what to expect," Long said a month before the event. Rather than being a detriment to regular golf, he saw some interest in daily players to do a round just to see what all the buzz was about with the campers.

He expected it would not all be dreamy. Leading up to the campout, Long let the fairway grass grow out.

"I expect some brown or yellow spots," Long said. However, he didn't see any more of a management problem with that than he has with the 50-gallon drums he puts out on the driving range for people



to use as targets. The drums get moved every 10 days or so, and the yellow areas grow out after a mowing or two.

That said, he anticipated quick recovery. Since they are

out of the Las Vegas-style desert at 6,400 feet, water is not a problem. They are not restrained by night watering. They get snow at White Pine and the greens are covered from November until April. The area this year had a wet spring, and the 6,843-yard, par 72 course was fit going into July. They are proud to tell you that 6,843 is 264 yards longer than America's average 18 holes.

The cavers paid a \$26 greens fee for the first 400 campers, with a reduced rate for 400-500 campers on the site. After 500, the rate went back to the full \$26.

Campers like Engel and about 600 companions flooded the course. By mid-week, the



turf was yellowing. More than showing wear, the lack of water and hot wind was turning the grass yellow. But, hey, in mid-July, with temperatures nearing 109 degrees, what would you expect?

By Friday, you almost could hear the grass cry for irrigation. By Saturday afternoon, there were no tents or campers to be seen. Recovery was under way.

Ten days after the event, Long said there were absolutely no agronomic problems with the turf. "There is nothing to notice that they were even here," he said.

Ironically, the tents might have helped the course. "We lucked out," Long said. "Those

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tents created a kind of greenhouse effect.”

During the week of the campout there was a steady 25- to 30-mph wind that sucked moisture out of the ground. Exposed areas were desiccated. “The moment you stop watering, the desert tries to reclaim the land right away,” Long said.

After the campout, it was easy to see where the tents were pitched. Those areas were still green, as opposed to the wind-dried brown patches in between.

The only course areas needing extra TLC were No. 5 and No. 7. Both holes are on a shelf and fall away. “We needed some extra water



After the campout, it was easy to see where the tents were pitched. Those areas were still green, as opposed to the wind-dried brown patches.

there where the wind sucked it out of the ground,” Long said.

Remember, he could not water while the campers were in the irrigation pattern.

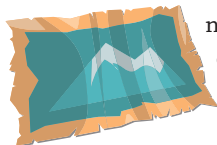
“We’re hitting those zones hard,” Long said the week after the campout. “I expect they’ll recover

in another five days.”

Long started his career in 1989, and the mid-July 2016 week-long campout surely is the most unique period in those 27 years. He says he would do the deal again. “It gave us a great little influx of cash,” he said. “They self-policed the area. They took care

of the area just the way they said they would.” ©

Curt Harler, a regular *Golfdom* contributor, has camped all along the Appalachian Trail, in the Andes of Peru, at the bottom of the Grand Canyon and atop Kilimanjaro in Africa. But until this article, he had never camped on a golf course fairway. Reach him at curt@curtharler.com.



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“What are online tee times doing for your course?,” Grant Gannon

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» Photography, Video, Multimedia

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“The *Golfdom* Report,” Seth Jones, Grant Gannon, Pete Seltzer

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“Getting by with a little help from friends,” Seth Jones

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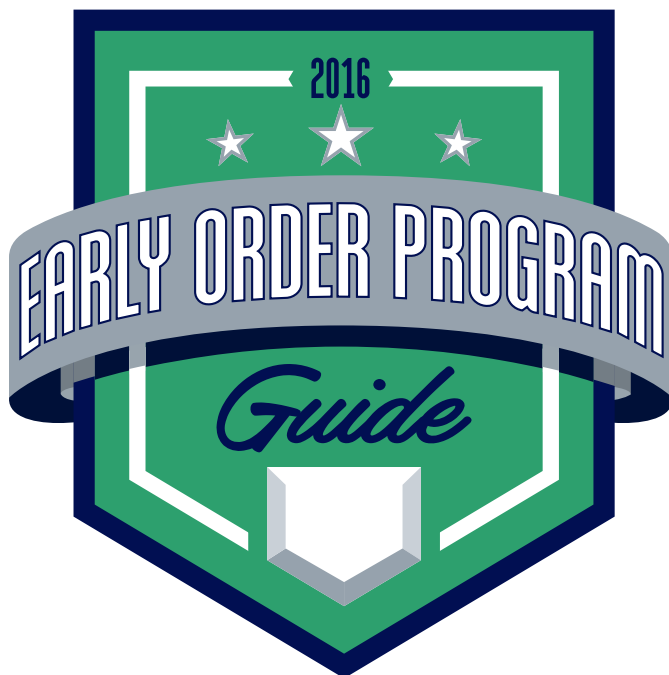
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The Fall Classic

A SUPPLEMENT TO

Golfdom



THE FALL CLASSIC

When it comes to Early Order Programs, the month of October is major league. Who will take the crown?

BY SETH JONES

EOP4

IS IT CHRISTMAS TOMORROW?

2016 Herb Graffis Businessperson of the Year shares his thought process on planning for his EOP

BY JARED NEMITZ

EOP7

PROGRAM SPOTLIGHT

Syngenta

EOP8

PROGRAM SPOTLIGHT

BASF

EOP10

PROGRAM SPOTLIGHT

Bayer

EOP11

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EOP12

PROGRAM SPOTLIGHT

FMC

EOP13

PROGRAM SPOTLIGHT

Nufarm

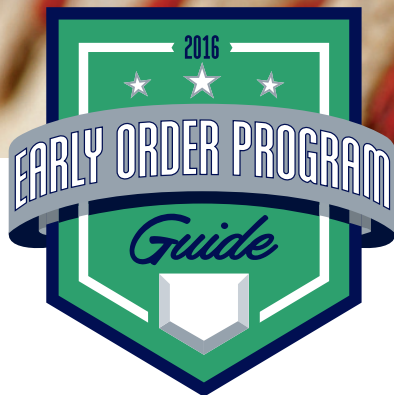
EOP14

PROGRAM SPOTLIGHT

SipcamRotam

EOP15





The Fall Classic

When it comes to Early Order Programs, the month of October is major league. Who will take the crown?

BY SETH JONES

He has no batting average, no bullpen and definitely no WHIP rating. Likewise he has no assists, hasn't been checked into the boards and last we heard, he hasn't been assessed any penalty minutes.

But Scott Waltz does have one thing in common with those players in both the National Hockey League and Major League Baseball: lucky enough to advance to their respective playoffs. He has a playoff beard.

"I really do look at EOP like the playoffs. Last year I started growing my beard out on September 1st and grew it all the way till the end of EOP," Waltz, a sales representative for BASF covering eastern Pennsylvania, says. "It drew a lot of attention and I told people I wasn't going to shave till the end of EOP, just like the players don't shave in hockey."

Waltz says that his playoff, er, EOP beard, will make its return in 2016. He and his fellow

golf sales professionals around the country look at the Early Order Program sales cycle as their World Series or their Stanley Cup.

Who will hoist the trophy at the end of the 2016 EOP playoffs? Superintendents around the country will be, if they follow some suggestions offered by these three turf sales professionals from around the country...

A planning mentality

Stephanie McKay is an account manager for Nufarm Americas, based in Florida. She was hired

right out of college (University of Florida) and has been representing Nufarm in Florida for about four years.

That's long enough for her to realize how important the EOP process is to the golf course superintendents.



Stephanie McKay



“Everyone wants to know what the program is, how they can save money for their customers and take advantage of all the offerings we have,” McKay says. “I’m in a nice situation where Florida is a consistent buying season. While that’s a huge advantage, there is a difference between EOP season and, say, springtime. There’s definitely more of a planning mentality right now.”

McKay tries to see three or four customers in a day. Because she covers the entire state of Florida, she often leaves on Tuesday and doesn’t return home until Friday. She says because her golf customers are all extremely excited to discuss the EOP offerings, it’s her job to keep things simple.

“I know my distribution channel; not only are they selling my Early Order Program, they are selling my competitor as well,” McKay says. “So if we can make it an easy process for them, the better it is for us.”

Calendar marked for October 1

JJ Jansen works in central Texas, representing Harrell’s. He’s been selling to the region for about four years. Prior to his job with Harrell’s, he was a superintendent, so he knows how important the EOP process is for his customers.



JJ Jansen

He tries to visit four to five customers each day. It’s his personal policy not to arrive anywhere unannounced — he remembers how much that irked him when he was a superintendent.

Jansen likes the idea of an EOP playoff beard. If he were to do it, he knows what day he’d start it.

“October 1 is the big day because that’s when all of the manufacturer programs start — Syngenta, Bayer, BASF, Nufarm, Dow, all those guys,” he says. “October is by far the busiest month of



Scott Waltz grows out a “playoff beard” every year when EOP season begins. “I really do look at EOP like the playoffs,” he says.

the year. In September I’m going around seeing guys from our program but I’m printing out copies for the guys and looking at what they did last year. I spend a few days in September sitting down at the computer, making spreadsheets and printing stuff out for customers in preparation.”

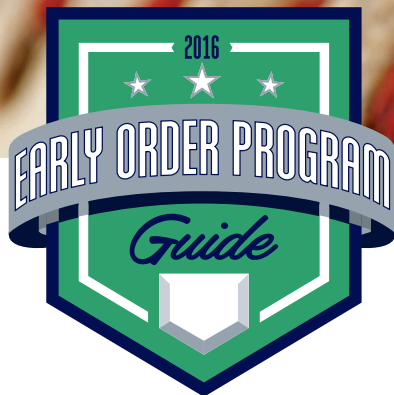
Though it might not feel like fall in Texas, he recognizes EOP season is his playoffs season.

“For me it’s a way to go to a customer and sit down with their budget and help them plan for the year,” he says. “It’s huge, man. Not only am I going in there but other suppliers are going in there, as well.”

Good advice

We asked Waltz, Jansen and McKay to ponder this question: What do superintendents need to do to have a successful Early Order Program season?

Continued on page EOP6



The Fall Classic

Golfdom asked

WHAT ARE YOU MOST LOOKING FORWARD TO SELLING IN YOUR 2016 EOP?

"Bayer's new nematicide, Indemnify. It's a new tool that we haven't had, and from all the data and research that I've seen it's going to be the latest and greatest when it comes to fighting nematodes. I think this is going to be a game-changer."

— JJ JANSEN

"We're launching a liquid version of Sureguard, which is a really great pre-emergent and some post-emergent activity herbicide. We also launched Aloft back into Florida, so that was a huge success to have that back — along with Arena — those are really great products for southern chinch bugs."

— STEPHANIE MCKAY

"I am really going to focus on Lexicon for Waitea and fairy ring. This has been a great product with dual mode of action on two new diseases that will be added to the 2017 label. With Lexicon you have a product that really covers you on 99-percent of the diseases you would encounter on your greens. It gives superintendents peace of mind they can use one product that will cover all the issues they face."

— SCOTT WALTZ

Continued from page EOP5

"We don't design these programs just to do something with our time. There's truly some savings, there's truly an opportunity to take advantage of the programs," McKay said. "The best advice I can give is to be proactive as possible. Do as best as you can to plan what you know is going to happen, the products that you need. If there are going to be new products out there you want to try and there's an offering, go for it. If there are products you are always going to use, take advantage of the offerings as well and load up."


Waltz advises superintendents to "get the biggest bang for their buck."

"The superintendents need to know what problems they have and what products are going to solve them. All the companies make great products that can solve a lot of different questions for them, but for me how do you maximize the programs?" Waltz asks. "For example, for me the (BASF) cubes are such a smart deal. We create them with the superintendent in mind. We have

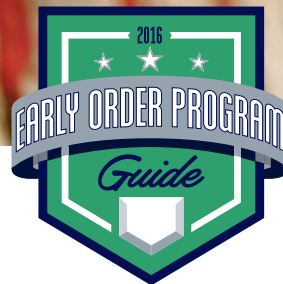
certain ones that are just for greens programs and we have others that are just for fairway programs. We even have one that is for the naturalized area on the golf course. We spend a lot of time putting those together so that it's the biggest bang for the superintendent's buck."

The saying is that 'time is money,' but for Jansen, he wants his customers to spend his time freely.

"It's nothing for me to spend two hours with a customer," he says. "(I) look at what they did last year. What can we improve on? How can we maximize (the) budget so we're locking in prices? Because inevitably prices will go up whether it be in October or in the first of the year.

"If you can get into a superintendent's office and show them exactly what they did last year and ask them what worked," he continues, "...if you do that it makes it simple for the superintendent." 

Associate Editor Grant B. Gannon contributed to this story.



“THE MORE CONFIDENCE YOU HAVE IN WHAT TO EXPECT, THE MORE SAVINGS YOU CAN ACHIEVE THROUGH EOPS. CURRENTLY, I WITH HOLD 25 TO 30 PERCENT FOR THE UNKNOWN.”

JARED NEMITZ, superintendent
The Peninsula Club, Cornelius, N.C.

Is it Christmas tomorrow?

I was taking my daughter to Lowe's to get some handy items so I could tackle the “honey do” list. All of a sudden her eyes lit up like Christmas trees. She was staring at Christmas trees, ornaments, outdoor decorations and lights on brilliant display. Mind you it was not even October yet.

Umm, what happened to Halloween? Thanks Lowe's. Now I have to explain to a little girl who has no concept of time that Christmas is not coming for another three months.

It reminded me of the many Early Order Programs that arrive in my email and end up on my desk. This seems to be happening earlier and earlier every year. I received my first email reminding me of the impending process in August. I even received alerts that there are early fall options that can be thrown into next year's EOPs if you need something this calendar year.

The EOPs have become an important tool for superintendents. Besides cost savings there are other benefits to ordering your

products before the start of the season.

Peace of mind — Knowing that when you need something it is there in the storage facility gives great peace of mind.

Space — Some facilities, such as mine, may not have room to safely and legally store a large amount of chemicals on property. Many of my vendors offer to store and deliver the product on preselected dates.

Long term payment options — Facilities do not have to make payments for products until much later in the year. This helps with operational cash flow and makes it easier to budget because it is known exactly when the expenses are to be paid and recorded.

One would be hard pressed to not find a plan

that can benefit your facility in some form. So how do I take advantage of this and get the best deals possible?

① PLAN AHEAD The hardest part of completing an Early Order Program is coming up with the plan before the current year is even over. The longer you have been at a facility the easier it is. The good news is when you master it once, it only takes small tweaks in the years to follow.

② ORDER SMART How much of your plan do you want to purchase early? I have slowly increased the percentage of my yearly order as I get more familiar with my property. The more confidence you have in what to expect, the more savings you can achieve through EOPs. Currently, I withhold 25 to 30 percent for the unknown.

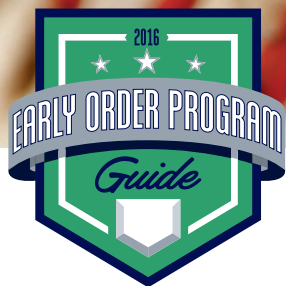
③ DETERMINE BEST STRATEGY

TO MONETIZE EOP Once the agronomic plan is set and the budget is determined I begin sifting through all of the many EOPs to find the ones that make the most sense for me and my club. There are pre-set packages, cubes, chemical company vs. chemical company offers, and distributorship options galore. This part of the process can seem a little daunting. However, I have never had a salesman not willing to sit down and walk through each of the opportunities they offer. Some will even work through calculations on each order to make sure you get every penny in savings possible.

④ WHO IS GOING TO GET THE BUSINESS? It is important to consider the quality of the salesman's service and I always remember the superhero salesman that bailed me out when I needed something ASAP.

As you determine how to utilize EOPs to best fit your budget and facility, just know that no matter how challenging it may be for you, I have a little girl who thinks Christmas is coming every day for the next 84 days.

Jared Nemitz is superintendent at The Peninsula Club, Cornelius, N.C. He can be reached at jared.nemitz@thepeninsulaclub.com or followed at [@jarednemitz](https://twitter.com/jarednemitz).



The Fall Classic

Syngenta's GreenTrust 365



Yearlong rebates go far. Yearlong support helps you go farther. And no other purchase program offers industry-leading products with one-on-one service like GreenTrust® 365. Purchases must be placed during the **Early Order Period from October 1 to December 7, 2016**. Below are just a few of the benefits you can expect from an ongoing partnership.

Yearlong Rebates



Spend at least \$5,000 on Qualifying Products during the Early Order Period to lock in a yearlong rebate that lasts from October 1, 2016 to

September 30, 2017.



Fairway Starter Solution

Dollar Value of Qualifying Products purchased during the Early Order Period

Yearlong rebate percentage

\$5,000 to < \$10,000

5%

\$10,000 to < \$20,000

6%

\$20,000 to < \$40,000

7%

\$40,000 to < \$70,000

8%

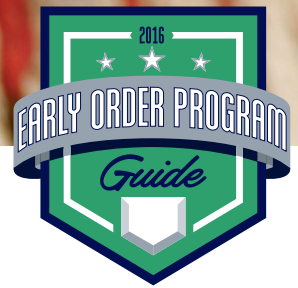
\$70,000 to < \$100,000

9%

\$100,000 +

10%

The Fall Classic



GreenTrust Rewards



Every dollar spent in October earns triple points. Plus, you can earn up to an additional 30,000 GreenTrust Rewards points through the Spotlight Brand Points Bonus and the Acelepryn® insecticide Points Bonus.

SummerPay™



Order Qualifying Products by December 7, 2016 and keep your cash flow in check by deferring payment until July 6, 2017.

Pallet Solutions



Apply intelligently with the right mix of products for almost any facet of your agronomic program. You can save up to 20% from a selection of Pallet Solutions, making it easy to meet your minimum order requirement on Qualifying Products.



Greens Contact Solution

Product Assurances



Protect your course with confidence through expert application recommendations and performance guarantees.

Multipaks



Save even more on complementary products delivered in convenient multipaks.

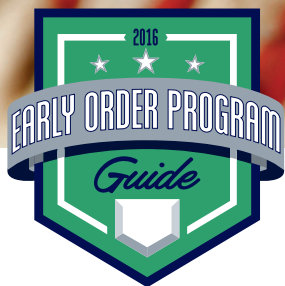


Calculate Your Savings



Save time and maximize your purchasing power with our easy-to-use online calculators. They can help you determine the best product configuration along with your yearlong rebate and GreenTrust Rewards points.





The Fall Classic



BASF Early Order Program

The BASF Turf Early Order Program for 2017 includes all of the popular features from last year's program, such as the 10% discount on all cubes. See what's new and exciting this year, including the **Intrinsic®** Fairway Rebate, featuring 10% savings on fairway purchase levels of **Intrinsic** brand fungicides.

Your EOP kit features a new program guide, the EOP order form, and the opportunity to save big on our newest, most innovative products.

Here's how to maximize your rebates:



- 1. Plan Ahead:** Earn up to 33% more rebate dollars by ordering in October when rebate levels are highest. Rebates start with a \$2,000 spend. Order early, but pay nothing until June 9, 2017.

Purchase Total	Oct. 1 st – 31 st Rebate	Nov. 1 st – Dec. 9 th Rebate
\$2000 - \$6,999	4%	3%
\$7,000 - \$19,999	7%	5%
\$20,000+	10%	7%

- 2. Order Ahead:** Order cube solutions designed for your regional needs, which deliver convenience, innovation and 10% instant savings.

- 3. Get Ahead:** Save 10% with the Intrinsic Fairway Rebate by purchasing selected quantities of **Honor®** **Intrinsic** brand fungicide or **Insignia® SC Intrinsic** brand fungicide.



How to get even more from the BASF EOP:

Select the fungicides you need. Choose from industry-leading products like **Lexicon®** **Intrinsic** brand fungicide, **Xzemplar®** brand fungicide, **Emerald®** brand fungicide and **Insignia SC Intrinsic** brand fungicide.

Consider a cube solution. Receive an automatic 10% savings, whatever the size. New cubes include the Fairway Building Block Cube and the Greens Foundation Cube.

Order powerful herbicide solutions. BASF solutions like **Drive®** **XLR8** herbicide, **Pylex®** herbicide or **FreeHand®** **1.75G** herbicide provide highly effective weed control. The new Naturalized Area Cube is specifically designed to address this key issue.



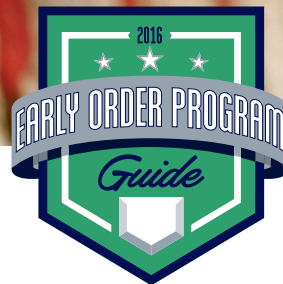
Visit betterturf.basf.us/ **eop** for complete EOP information. With the BASF 2017 EOP, saving is as simple as 1-2-3.



26 Davis Drive, Research Triangle Park, NC | **PHONE:** 919-547-2000 | **WEBSITE:** betterturf.basf.us | **TWITTER:** @BASFTurf_us

PROGRAM
SPOTLIGHT

The Fall Classic



Bayer opens 2016 Fall Solutions Early Order Program for golf course superintendents

FALL SOLUTIONS OFFERS EARLY-ORDER COST SAVINGS FOR GOLF COURSE SUPERINTENDENTS

Environmental Science, a business unit of the Crop Science division of Bayer, is launching the 2016 Bayer Fall Solutions Program, offering early order incentives for golf course superintendents moving into 2017. Fall Solutions opens October 1, 2016 and extends through December 9, 2016. The flexible program allows participants to save on individual products or product bundles to maximize savings per acre.

"Innovative and affordable solutions are critical for superintendents to expertly manage turfgrass throughout the year," said David Wells, Bayer Golf Business Manager. "At Bayer, we're fully dedicated to offering both the high performance and the cost savings that superintendents need to manage an efficient and productive operation."

Premier offers within the 2016 Bayer Fall Solutions program give superintendents the opportunity to save up to 26% on PAKs with a large selection of individual solutions and product bundles geared to suit specific turf needs. You can earn a 1% bonus rebate on your entire purchase when you buy any PAK and an additional 1% bonus if you buy between October 1 and October 31.

Order early and save more with select product rebates and Total Program Rebates. The Total Program Rebate is comprised of a PAK bonus, an October bonus and a tiered base



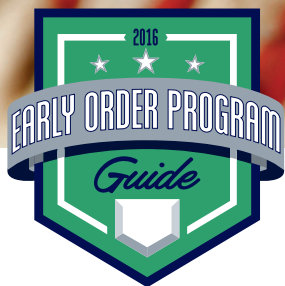
bonus purchase-level rebate. Those at the \$40k purchase level will qualify for a continued 9% rebate on all 2016 Fall Solutions products purchased through September 30, 2017.

To participate in Fall Solutions, superintendents must be a member of My Bayer Rewards. Learn more about Fall Solutions by visiting the online portal at www.myrewards.cropscience.bayer.com or contacting your nearest Bayer distributor. For any questions regarding My Bayer Rewards membership, please contact My Bayer Rewards at 1-888-456-6464 or email mybayerrewards@aimia.com.

Bayer CropScience LP, Environmental Science Division, 2 TW Alexander Drive, Research Triangle Park, NC 27709. 1-800-331-2867. www.backedbybayer.com. Bayer (reg'd) and the Bayer Cross (reg'd) are registered trademarks of Bayer. Always read and follow label directions. ©2016 Bayer CropScience LP.



TW Alexander Drive, Research Triangle Park, NC 27709 | **PHONE:** 800-331-2867 | **WEBSITE:** Backedbybayer.com | **TWITTER:** @BayerGolf



The Fall Classic

Quali-Pro End User Rebate Program



QUALI-PRO

Get next season started off with Quali-Pro's End User Early Order Program. Qualify and purchase any of the qualifying products and you will receive the listed dollar amount in the form of a VISA gift card, check or distributor credit. Some conditions and restrictions apply. To see a list of all qualifying products or to download a redemption form, visit www.quali-pro.com/promotions.

2DQ – powerful three-way herbicide for broadleaf weed control on warm and cool season turfgrasses.

- Buy 3 cases of 1 gallon, get a **\$25 REBATE!**
- Buy 5 cases of 1 gallon, get a **\$50 REBATE!**
- Buy 2 cases of 2.5 gallon, get a **\$25 REBATE!**
- Buy 5 cases of 2.5 gallon, get a **\$75 REBATE!**

Enclave® – broad spectrum fungicide with Quad-Control Technology for turfgrass and ornamentals.

- Buy 2 cases of 2.5 gallon, get a **\$50 REBATE!**
- Buy 5 cases of 2.5 gallon, get a **\$175 REBATE!**

Nimitz Pro G – delivers quick knock down of fire ants, mole crickets, nuisance ants, fleas, and ticks while providing long residual activity.

- Buy 2 pails of 40 pound, get a **\$75 REBATE!**
- Buy 6 pails of 40 pound, get a **\$300 REBATE!**

Strobe® 2L – broad-spectrum, liquid azoxystrobin fungicide with protectant, curative, eradicant and systemic properties.

- Buy 2 cases of 1 gallon, get a **\$100 REBATE!**
- Buy 5 cases of 1 gallon, get a **\$300 REBATE!**

Strobe® 50WG – broad-spectrum, wettable granule azoxystrobin fungicide with protectant, curative, eradicant and systemic properties.

- Buy 2 cases of 6 pound, get a **\$150 REBATE!**
- Buy 5 cases of 6 pound, get a **\$450 REBATE!**
- Buy 2 cases of 1 pound, get a **\$75 REBATE!**
- Buy 5 cases of 1 pound, get a **\$250 REBATE!**

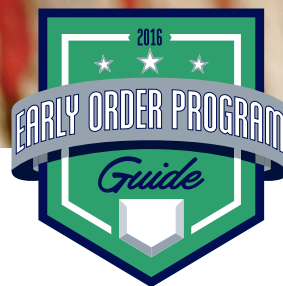
Taurus Trio G – delivers quick knock down of fire ants, mole crickets, nuisance ants, fleas, and ticks while providing long residual activity.

- Buy 6 bags of 30 pound, get a **\$50 REBATE!**
- Buy 18 bags of 30 pound, get a **\$200 REBATE!**



5903 Genoa Red Bluff, Pasadena, TX 77507 | **PHONE:** 800-242-5562 | **WEBSITE:** quali-pro.com
TWITTER: @Quali_Pro | **FACEBOOK:** [facebook.com/qualipro](https://www.facebook.com/qualipro) | **LINKEDIN:** [linkedin.com/company/quali-pro](https://www.linkedin.com/company/quali-pro)

The Fall Classic



FMC Early Order Program

Now is the time to earn significant savings and benefit from extended terms on many of FMC's most popular turf and ornamental products! The FMC 2016 Early Order Program runs from October 1, 2016 through December 16, 2016, allowing participants to purchase products at current pricing but defer payment for select qualifying FMC products until June 23, 2017*.

The month of October offers qualifying participants the biggest rebates on many of FMC's herbicides, fungicides and insecticides.

According to FMC Marketing Manager Kevin Laycock, "The FMC 2016 Early Order Program offers great flexibility while giving turf professionals capitalizing on the full FMC portfolio of turf and ornamental solutions.

Early planning gets your season off to a good start. Get a jump start on 2017 now with the FMC Early Order Program."

Popular FMC products included in the program are the Fame® Fungicides — including Fame® SC Fungicide, Fame®



+C Fungicide and Fame® +T Fungicide — as well as Xonerate® Herbicide, Dismiss® Herbicide, Dismiss® South Herbicide, Dismiss® CA Herbicide, Blindside® Herbicide, Echelon® Herbicide, Solitare® Herbicide and QuickSilver® Herbicide.

Also included are the popular insecticides Triple Crown® Golf Insecticide (RUP), Triple Crown® T&O Insecticide, Aria® Insecticide, Talstar® Select Insecticide (RUP) and Talstar® Professional Insecticide.*

Participating professionals must earn a rebate minimum of \$200 on FMC Early Order Program products to qualify for the program. Turf Professionals who participated in the September Spotlight on Fame promotion automatically qualify for the 2016 EOP Program. After purchasing, simply submit a rebate form online at www.fmceop.com no later than January 31, 2017.



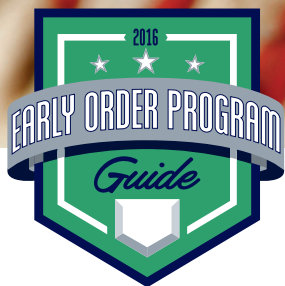
* Prices and terms for qualifying FMC Agency Products are determined by FMC. Invoiced prices and terms for qualifying FMC Distributor Products are determined by the FMC Authorized Distributor.

Always read and follow label directions. FMC, Fame, Blindside, Dismiss, Dismiss CA, Dismiss South, Echelon, QuickSilver, Solitare, Talstar and Triple Crown are trademarks of FMC Corporation or an affiliate. Aria is a trademark of Ishihara Sangyo Kaisha, Ltd. Xonerate is a registered trademark of Arysta LifeScience North America, LLC. © 2016 FMC Corporation. All rights reserved.

Triple Crown Golf Insecticide and Talstar Select Insecticide are Restricted Use Products.



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WEBSITE: fmcprosolutions.com | **TWITTER:** @fmcsturf and @fmcpest



The Fall Classic

Nufarm Turf End User Rewards 2017



Growing a better tomorrow is even more rewarding with the 2017 Nufarm End User Rewards program. With a complete portfolio of premium turf and landscape plant protection products, we'll help you grow quality turf and healthy profits. And with our early order rewards, you'll grow better even faster. Qualify by February 1, 2017 to earn big rewards in the form of distributor credits or qualify by October 28, 2016 for even bigger rewards. Register at NufarmRewards.com or contact your authorized Nufarm distributor for a list of eligible products and programs. Online registration is required to receive rewards.



ELIGIBLE PRODUCTS AND REWARDS

SELECTIVE HERBICIDES	PERIOD 1 REWARD	PERIOD 2 REWARD
4-Speed® XT	\$5.00/gal	\$3.00/gal
BroadStar™	\$0.10/lb	\$0.05/lb
Change Up™	\$5.00/gal	\$3.00/gal
Cool Power®	\$5.00/gal	\$3.00/gal
Escalade® 2	\$5.00/gal	\$3.00/gal
Horsepower®	\$5.00/gal	\$3.00/gal
Last Call™	\$5.00/gal	\$3.00/gal
Manor®	\$15.00/case	\$5.00/case
Millennium Ultra™ 2	\$5.00/gal	\$3.00/gal
Prosege™ 2 (1.33 oz bottle only)	\$3.00/bottle	\$1.50/bottle
Quincept®	\$5.00/gal	\$3.00/gal
SureGuard® SC	\$75.00/gal	\$50.00/gal
Triplet® Low Odor	\$5.00/gal	\$3.00/gal
Velocity®	\$15.00/lb	\$5.00/lb

ELIGIBLE PRODUCTS AND REWARDS *Continued*

FUNGICIDES	PERIOD 1 REWARD	PERIOD 2 REWARD
26/36®	\$10.00/gal	\$5.00/gal
3336® DG Lite	\$0.10/lb	\$0.05/lb
3336® EG	\$1.00/lb	\$0.50/lb
3336® F	\$10.00/gal	\$5.00/gal
3336® WP	\$1.00/lb	\$0.50/lb
Adorn®	\$10.00/qt	\$5.00/qt
Affirm™	\$5.00/lb	\$3.00/lb
Cuproxat®	\$5.00/gal	\$3.00/gal
Emblem™	\$10.00/pt	\$5.00/pt
Spectro® 90 WDG	\$1.00/lb	\$0.50/lb
Stellar®	\$20.00/btl	\$10.00/btl
Torque™	\$10.00/gal	\$5.00/gal
Tourney®	\$55.00/lb	\$45.00/lb
INSECTICIDES	PERIOD 1 REWARD	PERIOD 2 REWARD
Aloft® GC G/LC G	\$0.10/lb	\$0.05/lb
Aloft® GC SC/LC SC	\$45.00/gal	\$25.00/gal
Arena® 0.25 G	\$0.10/lb	\$0.05/lb
Arena® 50 WDG	\$10.00/lb	\$5.00/lb
DiPel® Pro	\$1.00/lb	\$0.50/lb
Distance® FAB	\$0.50/lb	\$0.25/lb
Distance® IGR	\$10.00/qt	\$5.00/qt
Gnatrol®	\$1.00/lb	\$0.50/lb
Minx™	\$15.00/gal	\$5.00/gal
Minx™ 2	\$15.00/gal	\$5.00/gal
Overture®	\$5.00/lb	\$3.00/lb
Safari® 20 SG	\$10.00/lb	\$5.00/lb
Tame®	\$5.00/qt	\$3.00/qt
TetraSan®	\$4.00/lb	\$2.00/lb
TriStar®	\$25.00/gal	\$10.00/gal
GROWTH REGULATORS	PERIOD 1 REWARD	PERIOD 2 REWARD
Anuew™	\$10.00/lb	\$5.00/lb
Sumagic®	\$15.00/gal	\$5.00/gal
Fascination®	\$10.00/gal	\$5.00/gal
AQUATIC Herbicides	PERIOD 1 REWARD	PERIOD 2 REWARD
Clipper® SC	\$25.00/gal	\$15.00/gal



11901 South Austin Ave., Alsip, Ill. 60803 | PHONE: 708-377-1441 | WEBSITE: nufarm.com/us



SipcamRotam ETQ Early Order Program

Great turf is just the beginning.

Golf course superintendents can also earn valuable rewards and product discounts with SipcamRotam's 2017 ETQ Early Order Program.

2 Periods for Savings

- September 1 - October 31, 2016 10% REWARDS + 5% DISCOUNT*
- November 1 - December 15, 2016 5% REWARDS + 5% DISCOUNT*

Qualifying Products

- Echo® Dyad ETQ™ (Chlorothalonil)
- PrimeraOne Platinum Chlorothalonil ETQ™ (Chlorothalonil)
- E-Scape ETQ™ (Chlorothalonil + Tebuconazole)
- PrimeraOne Platinum ChlorTeb ETQ™ (Chlorothalonil + Tebuconazole)
- Echo® Ultimate ETQ™ (Chlorothalonil)
- E-Pro ETQ™ (Chlorothalonil + Iprodione)
- Eclipse ETQ™ (Iprodione)
- Sipcam Clearscape® ETQ™ (Tebuconazole)



EOP Price Discount & Reward Details

- **EOP** and **Pallet Pricing Discounts** will be applied at the time of sale.
- **SUPER REWARDS** requires enrollment in the **SipcamRotam SUPER REWARDS Program**. Details at www.enhancedturfquality.com
- **Rewards** and **Price Discounts** available in EOP only - commit early to maximize your opportunity*





PAK UP YOUR SAVINGS

2016

FALL SOLUTIONS™
GOLF



PAK savings up to 26% with a
tiered bonus of up to 7%.

Maximize Your EOP Savings

Bayer Fall solutions are back, and you can save up to 26% on PAKs with a large selection of solutions geared to suit your specific turf needs. Earn a 1% bonus rebate on your entire purchase when you buy any PAK and an additional 1% bonus if you buy between October 1 and October 31. Order early and save often.

Visit My Bayer Rewards for more Fall Solutions Information: myrewards.cropscience.bayer.com





Super Science

// A WAY THROUGH THE DRY TIMES

CULTURAL PRACTICES TO CONSERVE WATER ON BERMUDAGRASS TURF

By Marco Schiavon, Ph.D.

Best management practices (BMPs) for water conservation on golf courses involve many key components, including proper selection of turfgrass, layout and operation of sprinklers and irrigation practices. Proper cultural practices also are important, especially use of products that can help improve or sustain turf quality and function with less water. During drought or other crises, the turfgrass industry often becomes flooded with products touted to save water or other resources. However, remembering the old adage, "If it sounds too good to be true, it usually is," can help superintendents save money and the frustration of seeing few or no positive results.

Turfgrass research at the University of California is focusing on products that have a proven track record for water conservation, including the plant growth

regulator trinexapac-ethyl (Primo Maxx, Syngenta), soil wetting agent Revolution (Aquatrols) and sufficient nitrogen (N) fertilization. In 2016, a study was initiated by Riverside to determine the best possible combination of Primo Maxx, Revolution and source of N for Princess 77 bermudagrass turf under deficit irrigation. Six different fertilizer sources are being applied at a rate of 5.0 lbs. N/M/year in 1.0-lb. increments.

From May through October, the plots receive product treatments, and either 40 percent or 70 percent of previous-week reference evapotranspiration (ET) by hand watering, as determined by an on-site weather station. Typically, no natural precipitation occurs in southern California during this period. Approximately halfway through the study, plots that received both

Primo Maxx and Revolution have shown improved quality in comparison to the untreated control, regardless of the fertilizer source used. All plots that were irrigated at 70-percent ET replacement showed sufficient turf quality. However, only plots treated with Revolution have sustained sufficient turf quality under 40 percent ET as the study progressed.

Preliminary results suggest that maintaining sufficient fertilization (5.0 lbs. N/M/year) and regular use of Primo Maxx and Revolution are the most powerful tools to manage bermudagrass with less water.

Marco Schiavon, Ph.D., is a postdoctoral research scientist at UCR. You can reach Schiavon at marcos@ucr.edu for more information.



Princess 77 bermudagrass irrigated at 40 percent ET, treated either with Revolution (right side) or untreated (left side) on July 12, 2016.

NEWS UPDATES

IRRIGATION ASSOCIATION REVEALS AWARD WINNERS

The Irrigation Association announced the winners of its 2016 awards, which honor individuals and organizations that have made significant contributions to the irrigation industry. Award recipients will be recognized during the general session at the 2016 Irrigation Show and Education Conference, Dec. 5-9, in Las Vegas.

Inge Bisconer, CID, CLIA, The Toro Company, Riverside, Calif., received the Industry Achievement Award.

The Irrigation Training and Research Center, San Luis Obispo, Calif., and Richard Allen, Ph.D., University of Idaho Kimberly Research and Extension Center, Kimberly, Idaho, were named the Partner of the Year and Person of the Year, respectively.

Ronald Sneed, Ph.D., PE, CAIS, CIC, CID, CLIA, North Carolina State University, Raleigh, N.C., received the Excellence in Education Award.

For a complete list of winners and award descriptions visit Golfdom.com.

SOMETIMES I EVEN FEEL THAT WORKING WITH ROUGH BLUEGRASS IS TANTAMOUNT TO EDUCATING THE PUBLIC ABOUT THEIR LIKELIHOOD FOR ALIEN ABDUCTION – ONLY THOSE WHO’VE HAD A CLOSE ENCOUNTER TAKE NOTES, AND EVERYONE ELSE THINKS YOU SHOULD BE MEDICATED.”

Cole Thompson, Ph.D.

(see story on page 52)

// HAVE YOU HAD A CLOSE ENCOUNTER?

An integrated strategy for controlling *Poa trivialis*

By Cole Thompson, Ph.D.

Rough bluegrass (*Poa trivialis*) is a perennial cool-season grass that's a problematic weed in cool-season turfs. The species fades sooner in summer than other grasses because of intolerance to heat, drought and diseases, but differences in color, texture and growth habit also make it noticeable to turf managers and golfers.

The species was introduced to North America from Europe and has become naturalized where cool-season grasses are well adapted. Additionally, improved cultivars have been intentionally planted in shaded sites or unintentionally planted by contaminated seed. Rough bluegrass has also been used in winter overseeding programs for warm-season grasses in the southern U.S.

It's a lot like annual bluegrass (*Poa annua*), but with real stolons, none of the hype, and almost no effective chemical control strategies in cool-season turf.

After its introduction to a golf course, rough bluegrass usually spreads by vegetative propagules during aeration (Figure 1). It's a lot like annual bluegrass (*Poa annua*), but with real stolons, none of the hype, and almost no effective chemical control strategies in cool-season turf.

Despite research and outreach efforts, this troublesome grass still has a somewhat anonymous reputation. Working with rough bluegrass sometimes is tantamount to educating the public about its likelihood for

alien abduction: Only those who've had a *close encounter* take notes, and everyone else thinks you should be medicated.

But make no mistake; rough bluegrass is out there, lurking. The problem is that it can be difficult to distinguish from other bluegrasses or even perennial ryegrass (*Lolium perenne*) under growth regulation (Figure 2). Rough bluegrass often may not decline severely in midsummer if water is not limited and if preventative fungicides are applied when environmental conditions favor disease development. In these situations, it's often the poorer mowing quality associated with the decumbent growth of stolons that disturb turf stands (Figure 3).

In any case, rough bluegrass most often isn't noticed or even considered before its establishment is widespread. The problem is — as with any weed — this is when control is most difficult. Multiple strategies are required for control because there is only one herbicide currently labeled for selective post-emergence control of rough bluegrass in cool-season turf, and because even its efficacy can be unpredictable.

CULTURAL CONTROL?

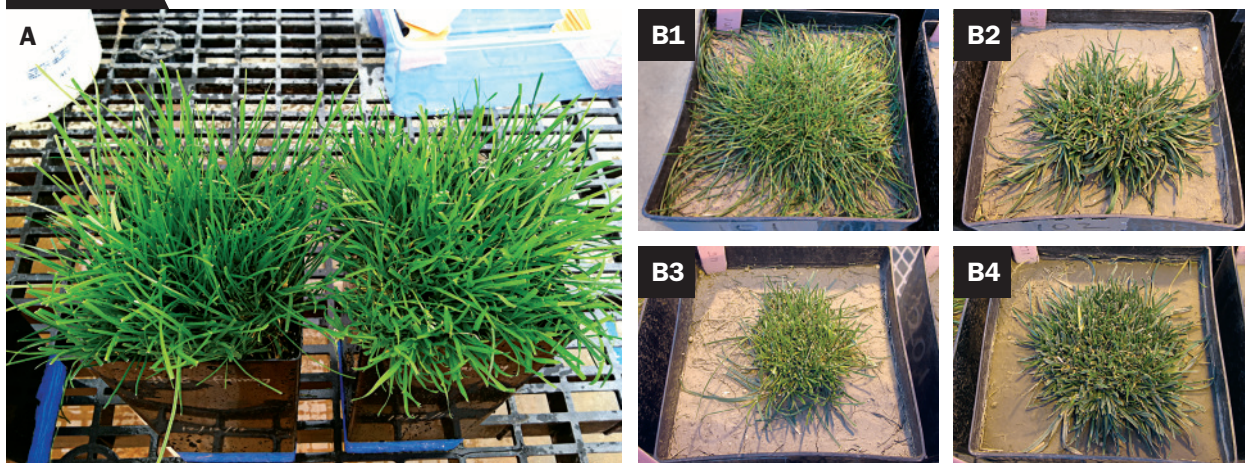
Cultural management and growing environments are most important

FIGURE 1



Rough bluegrass regrowth from nodes on a stolon.

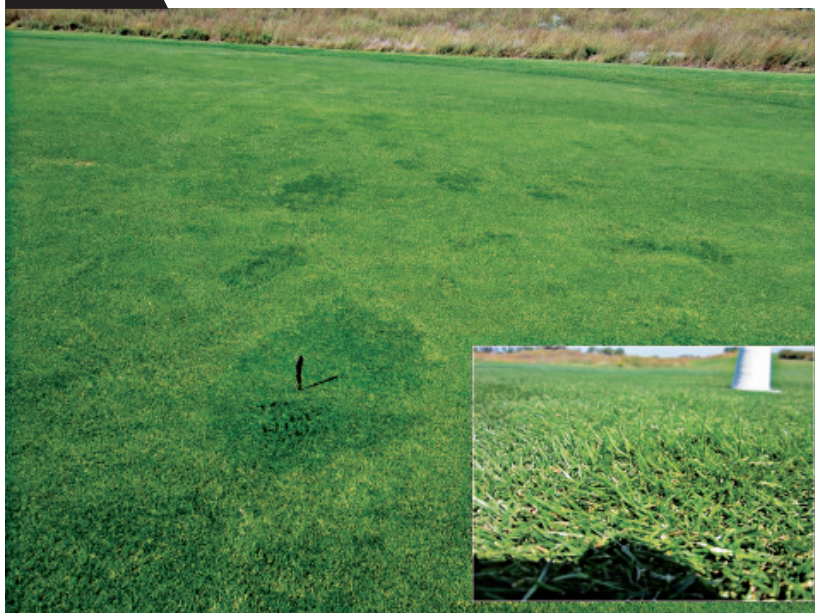
PHOTO BY ZAC REICHER

FIGURE 2

Rough bluegrass can be difficult to distinguish from other species. A) Rough bluegrass (left) and annual bluegrass (right). B) Untreated rough bluegrass (B1), rough bluegrass treated with paclobutrazol (B2), untreated perennial ryegrass (B3) and perennial ryegrass treated with paclobutrazol (B4).

to consider in controlling rough bluegrass. Controlling rough bluegrass in a shady, damp locale likely is impossible, as it will outcompete other turfgrasses. Well-drained soils that are irrigated only to prevent severe stress of desirable species will make rough bluegrass less competitive, and should reduce infestations with time. One isolated study has reported reductions in small infestations of rough bluegrass seedlings with foliar Mg and Fe fertilization, but because there are no other reports of similar results it's safe to consider this strategy ineffective.

My colleagues and I have shown that mowing a new tall fescue (*Lolium arundinaceum*) sward at 3 inches or higher reduced rough bluegrass coverage up to 57 percent compared to mowing at 1.5 inches after three years, but obviously that's not practical in fairways or tees on golf courses. Increasing seeding rates likely has no effect, either. In the aforementioned study, we seeded tall fescue at 4 lbs. to 12 lbs./1,000 ft² (with 1 percent rough bluegrass seed by weight), but seeding rates ultimately had no effect on minimizing rough bluegrass. There is more work to be done to improve cultural control strategies for rough bluegrass.

FIGURE 3

Patches of rough bluegrass growing in a perennial ryegrass fairway during summer that exhibit grainy growth (insert) and poor mowing quality.

VELOCITY

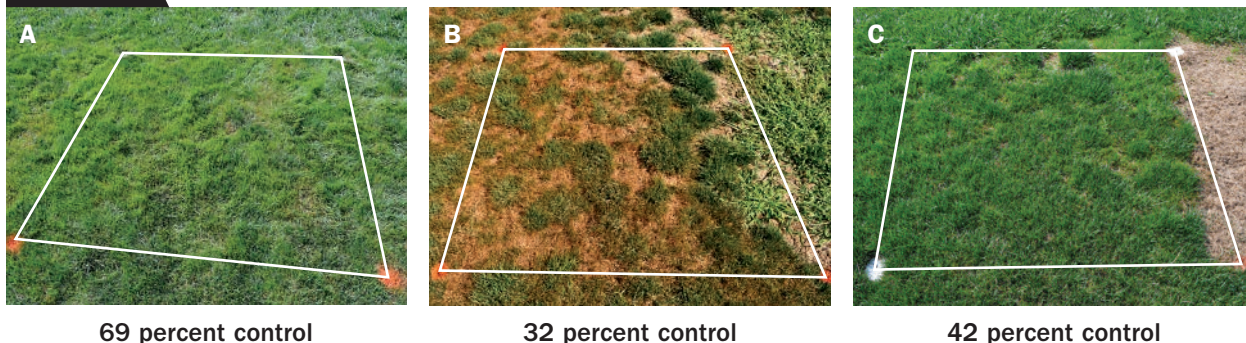
Velocity (bispribac-sodium; Nufarm) is the only herbicide currently labeled for the selective control of rough bluegrass in cool-season turf. Many researchers have shown both its efficacy with multiple applications and the potential for rough bluegrass

recovery that ultimately limits control.

Velocity may cause phytotoxicity to desired species, but it's usually short-lived, with recovery typically seen by two weeks after the last treatment. Velocity's efficacy usually increases at air temperatures greater than 75

Continued on page 54

FIGURE 4



The visual quality of rough bluegrass in Nebraska before treatment with a single glyphosate application in spring (A), midsummer (B), or late summer (C), and the control from each application when rated the following spring (below). Note reduced control when treated in late summer (C), even though visual quality was similar to that treated in spring (A).

Continued from page 53

degrees F, so we recommend treatment in spring to midsummer. According to the label, four applications at 6 oz./A on a 14- to 21-day interval are allowed. In previous research, four applications at 3, 4.5 or 6 oz./A offered similar control (at or greater than 73 percent), provided that warm temperatures followed treatment.

In this research, creeping bentgrass (*Agrostis stolonifera*) was seeded two weeks after the final application, which increased long-term control after rough bluegrass was thinned from treatment with Velocity. Others have investigated seedling safety following Velocity applications, with no damage to creeping bentgrass, Kentucky bluegrass (*Poa pratensis*) or perennial ryegrass if these species are seeded at least two weeks following treatment. Velocity also may be applied after seeding, and has been shown safe on spring- or fall-seeded creeping bentgrass as early as seven days following emergence when treated at rates up to 6.0 oz./A. Be sure to check the most current label for specifics before using Velocity or other pesticides.

It's important to note that control with Velocity still is ultimately variable. We saw in recent research with colleagues that three consecutive applications at 6 oz./A controlled rough bluegrass 90 percent in one location, 75 percent in a second location and

only 14 percent in a third location. We believe control varied among locations because of cultivar differences and differences in maximum temperatures following application.

XONERATE, TENACITY AND PGRs

We also tested the efficacy of various rates and combinations of Xonerate (amicarbazone; FMC) and Tenacity (mesotrione; Syngenta). These herbicides and herbicide combinations were ineffective in controlling rough bluegrass.

The plant growth regulator Trimmit (paclobutrazol; Syngenta) also didn't reduce the coverage of established rough bluegrass in this experiment. In the research of others, however, monthly applications of Primo (trinexapac-ethyl; Syngenta) reduced the cover of seedling rough bluegrass from 4 percent to 1 percent. This is the only report of rough bluegrass reduction with a plant growth regulator (PGR), and it's unlikely that any PGR will control rough bluegrass on its own. However, we do think PGRs improve the mowing quality of rough bluegrass and darken its color similar to that of perennial ryegrass or Kentucky bluegrass, potentially masking its presence (Figure 2).

NONSELECTIVE CONTROL

Although it's difficult to hear, rough bluegrass is most consistently controlled

with glyphosate followed by reseeding. But even this is no easy task.

Treating rough bluegrass with a nonselective herbicide in late summer aligns well with recommended fall seeding for cool-season grasses, but spring applications offer the best control. In work in Nebraska and Kansas from 2011 to 2013, the most consistent control of rough bluegrass was observed with spring-applied glyphosate (69 percent to 99 percent control), whereas glyphosate applied in mid- or late summer controlled rough bluegrass 14 percent to 91 percent or 42 percent to 94 percent, respectively.

The best control was observed during one year in Manhattan, Kan. — the year with the hottest summer temperatures. This pattern fits with control from selective herbicides, in that we see the best control with applications prior to the onset of extended high temperatures. I recommend applying glyphosate in spring for optimum rough bluegrass control, followed by spot seeding if desired. This obviously isn't practical on large areas, but it may be on select problematic tees or isolated areas in fairways.

Alternatively, use glyphosate as part of a renovation strategy in late summer to early fall. Understand, though, that even rough bluegrass that is fully green at the time of glyphosate application in fall may not be well controlled (Figure

4), and plan to implement control strategies over multiple years to control rough bluegrass.

AN INTEGRATED STRATEGY

Obviously, multiple strategies are required to effectively control rough bluegrass. In shaded areas, or in areas that receive frequent rainfall, control will be more difficult because the cultural mechanisms for control already have been restricted.

If rough bluegrass doesn't severely decline during summer, consider nurturing it. When possible, improving drainage and limiting irrigation should favor other species over rough bluegrass if you want to control it. Our desirable species also are more tolerant to traffic than rough bluegrass, so don't be afraid to get physical. Be aware that sanitation is important during aeration, vertical mowing and even mowing to limit unintentional propagation. Mow or cultivate infested areas last if possible. For large infestations, consider beginning a renovation with Velocity applications in midsummer, followed by multiple glyphosate applications in late summer before seeding. Then apply Velocity as soon as one week following seeding — at least with creeping bentgrass — to limit rough bluegrass reestablishment.

For smaller infestations, consider spot treating with glyphosate followed by reseeding or the physical removal of rough bluegrass followed by spot sodding. Alternatively, utilize multiple spot applications of Velocity beginning in spring to midsummer, and interseed with creeping bentgrass, Kentucky bluegrass or perennial ryegrass beginning no sooner than two weeks following the last treatment.

Rough bluegrass control is possible by persistently implementing a combination of these strategies. However, if you achieve successful control, don't forget about *Poa triv.* Much like Arnold Schwarzenegger in "The Terminator," it will be back, with sequels.

Golfdom

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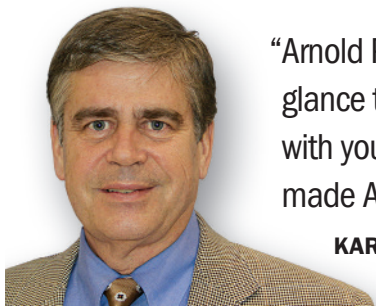
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“Arnold Palmer could give you a passing glance that would touch you and stick with you for your entire life. That ability made Arnold Palmer iconic.”

KARL DANNEBERGER, PH.D., *Science Editor*

Life-long impression

My first and only college spring break occurred in 1974. Three of us headed south to Florida in my friend's Plymouth Duster.

We took off with no idea where to go in Florida or where we were going to stay. The only thing I knew was that we drove 20-plus hours straight to Cocoa Beach, Fla. Why we went to Cocoa Beach I do not know. You would have thought that we might have read the book “Where the Boys Are,” or at least watched the movie by the same name, in order to know that we should have gone to Fort Lauderdale.

After a few days in Cocoa Beach we decided to head to Tampa for reasons I can't remember, but most likely it was for a change of scenery. Tampa turned out to be not much of a college spring break town. Given that 1974 was the peak in the college student “streaking” phase, the hotel did not take well to the complaints it received when one of my friends went streaking around the pool. So we headed back to Cocoa Beach.

Driving back, we realized that all the

sunny, warm days we experienced were spent in the Duster traveling across the state. So as we approached Orlando we stopped. Disney World had opened a few years earlier, but for a couple of reasons we were not much interested in going there. Disney World didn't seem like a place that you wanted to tell your college friends you spent spring break. But probably, the major reason was that it was too expensive for the three of us.

We did know, however, that there was a PGA Tour event, the Florida Citrus Open, in town. So for \$5 we purchased a Thursday pass. The Florida Citrus Open was the predecessor of the Bay Hill Invitational, which now is the Arnold Palmer Invitational. I hadn't remembered the name of the golf course (it was Rio Pinar CC, I looked it up), but it was the first bermudagrass golf course I had been on that wasn't dormant.

Some of the golfers I remember following as we walked around included Chi-Chi Rodriguez doing his sword dance, Jack Nicklaus and his caddie, Angelo Argea, who at the time had that big afro, and some of the new guys on tour like Ben Crenshaw.

Walking toward the 10th hole we noticed a huge crowd, maybe three to four deep, ringing this par 5. I remember approaching the crowd about 150 yards down the fairway from the tee and feeling this overwhelming sense of anticipation and electricity among the crowd. That feeling quickly transferred to me.

I asked who was teeing off. The reply was “Arnie.” As we walked a few holes with Arnold Palmer — only getting quick glimpses of him, maybe a brief glance — we absorbed the whole experience and the energy that pulsed through the throngs and manifested itself in cheers and groans. It was like we were lifted up or slammed down on every shot. And that was only the first few holes on the first day of the tournament. I remember that moment like it was yesterday.

In sports and other walks of life we use the word “iconic” to describe unique individuals. Iconic is more than being the best or No. 1, it is the ability to walk by or be in a crowd and cause a visceral response in people in the crowd. Arnold Palmer could give you a passing glance that would touch you and stick with you for your entire life. That ability made Arnold Palmer iconic.

That spring break was nothing special, except for those few minutes on a Thursday afternoon in Orlando. And when my friends asked me what I did on spring break, my reply was, “I met the King.”

Karl Danneberger, Ph.D., *Golfdom's* science editor and a professor at The Ohio State University, can be reached at danneberger.1@osu.edu.

Indemnify, a new nematode control product

Rob Golembiewski, Ph.D., is a green solutions specialist with Bayer Crop Science. His responsibilities include assisting golf course superintendents, distributor sales reps and other end-users in solving problems and deciding how to effectively use Bayer products. Rob can be reached at rob.golembiewski@bayer.com for more information.

Q What is the background of Indemnify (fluopyram) and its pathway to the marketplace?

Like most products, fluopyram was launched in the agricultural markets first, then developed for use in the golf course industry. Fluopyram, the active ingredient in Indemnify, is a succinate dehydrogenase inhibitor, or SDHI fungicide. Unlike other SDHI fungicides, fluopyram was identified as having nematocidal activity.

In addition to the extensive Indemnify testing by Bayer scientists, Bayer worked collaboratively with university researchers over the past four years to conduct approximately 100 field trials.

Indemnify currently is available for superintendents in the South, and although it will officially launch for superintendents in the North in early 2017, it can be purchased by northern superintendents on an as-needed basis.

Q What is the mode of action

of Indemnify, and what nematode species does it control?

Indemnify is a contact nematicide with acropetal (upward) systemicity within the turf plant. Fluopyram inhibits cellular respiration in nematodes, reducing the production of ATP, which is the energy source for nematodes.

Indemnify provides both preventive and curative control of numerous endo- and ecto-parasitic nematode species, including sting, root-knot, ring, stunt and *Anguina pacificae*. Research has shown inconsistent control of stubby root and sheath nematodes, and limited activity on lance and spiral nematodes. Additional research and widespread use of Indemnify on golf courses will expand the knowledge base of nematode species and the range of activity.

Q What is the best strategy for a superintendent to follow when controlling nematodes with Indemnify?

On golf courses with a history of nematode problems

or courses that have a confirmed laboratory diagnosis of damaging nematode populations, Indemnify should be applied once in the spring and once in the fall at 0.39 fl. oz./1,000 sq. ft., which is the maximum use rate for a single application. On golf courses with a more severe nematode problem, including thinning or loss of turf, Indemnify should be applied at 0.39 fl. oz./1,000 sq. ft. twice in the spring and twice in the fall at two- to four-week intervals. To maximize effectiveness, Indemnify should either be watered in with 0.1 inch immediately following application, or it should be done that evening with the normal irrigation cycle.

Depending on turf health prior to Indemnify application and the growing conditions following application, it may take two to four weeks to see improvement in turf growth and performance.

Q Are there any environmental concerns with Indemnify, and are there safety concerns for turfgrass?

Proper stewardship always is important for any pesticide. Fortunately, Indemnify has a favorable environmental and non-target profile, binding moderately tightly to organic matter. To prevent

leaching of Indemnify out of the area of nematode activity, avoid applying prior to significant rainfall in the 48-hour forecast.

Indemnify can be applied to all turf species and turf sites, including golf course putting greens, tees and fairways. There are no closure or re-entry interval restrictions following an Indemnify application. The turf can be used or played on once the spray solution has dried.

Q Anything else you would like to add?

Fluopyram, the active ingredient in Indemnify, also has fungicidal properties. Bayer is launching a new fungicide in 2017, Exteris Stressgard, which is a combination of fluopyram and trifloxystrobin with Stressgard Formulation Technology. Exteris SG will have a far lower concentration of fluopyram than Indemnify, and will be labeled for control of foliar diseases such as dollar spot, brown patch, leaf spot and Microdochium patch. There is anecdotal evidence to suggest Indemnify has activity on some soil-borne diseases, but additional research is needed.



Clark Throssell, Ph.D., loves to talk turf. Contact him at clarkthrossell@bresnan.net.

Professional Grade

NEW PRODUCT HIGHLIGHTS // **PLOWS AND PESTICIDES**

BOOSTER SHOT FOR THE COURSE

OUR OLD FRIEND THE PESTICIDE
AND A REVAMPED PLOW

BY GRANT B. GANNON // Associate Editor

1. Enclave fungicide

Patented Enclave fungicide is the first fungicide in North America featuring Quad-Control Technology to control major turf diseases. Enclave offers superintendents a superior level of disease control through multiple modes of action, according to **QUALI-PRO**. Enclave's synergistic formulation prevents and controls disease through multi-site activity at the point of contact and systemically in the plant. Enclave has been formulated to eliminate a broad spectrum of disease pathogens and should be applied at the suggested rate of 3 oz. to 8 oz. per 1,000 square feet. A 2012 University of Connecticut study showed that Enclave resulted in higher turf control when treating dollar spot on bentgrass in a 21-day spray interval.

[Quali-pro.com](#)

2. Exteris Stressgard fungicide

Exteris Stressgard fungicide combines an SDHI active ingredient (fluopyram) with a QoI partner (trifloxystrobin) to deliver broad-spectrum designed to control disease

on golf greens, tees and fairways. The dual-stacked formulation enhancements include Stressgard Formulation Technology. Exteris Stressgard delivers increased plant health benefits along with improved turf quality and immediate aesthetic benefits, according to **BAYER**. Exteris Stressgard offers both preventative and curative activity to control key turfgrass diseases like dollar spot and brown patch across a wide range of spray volumes. The formulation dries and is absorbed and under certain conditions features properties that produce dew mitigation.

[Bayer.com](#)

3. Golf course plows

The golf course plows from **NORDIC PLOW** are an alternative way of clearing core plugs from greens, tees, fairways and any other place superintendents aerate. The mounts can attach to most turf equipment and tri-deck mowers on the market today. After receiving feedback from superintendents, recent improvements were made to the plows' original design to account for multiple variables: the type of grasses

used, the coring depth, the size of the tines, the wetness of the greens, whether they topdress before aeration, and if there are severely undulated greens. Nordic Plow also has plows that fit most utility vehicles, zero-turn mowers and golf carts. The patent pending, lightweight, rounded edge plow will not harm turf and can be used on paver bricks, stone and winter tarps for greens, according to Nordic Plow.

[NordicPlow.com](#)

4. Distance fire ant bait

Fire ant mounds make any golf course more challenging for golfers and superintendents alike. **NUFARM**'s Distance Fire Ant Bait is a non-restricted-use pesticide that provides effective, long-term control of fire ant colonies by killing the ant queen. According to the company, it's irresistible to fire ants and undetectable to everyone else. When worker ants carry the granules back to the colony to feed the queen, the active ingredient in Distance interferes with her ability to reproduce—and causes the death of the entire fire ant colony. Nufarm recommends

ACCORDING TO THE CENTERS FOR DISEASE CONTROL AND PREVENTION, most seasonal flu activity occurs between October and May, and the best way to protect yourself against the virus is to get the annual flu vaccination.

Pesticides are the equivalent of the vaccination in the golf course maintenance world because fungicides and insecticides, like the products listed below, are some of the best ways to prevent disease and pests from infecting a course. We have that plus a recently redesigned plow designed to aid the collection of core plugs.

application in early spring or summer at the first sign of fire ant activity, and applied at a rate of 0.35 oz. to 0.5 oz. per 1,000 square feet.

[Nufarm.com](#)

5. Instrata fungicide

Instrata fungicide combines the active ingredients found in Daconil, Medallion and Banner Maxx II fungicides in a proprietary formulation. The three active ingredients and three FRAC codes control pathogens that cause snow mold and guard against disease resistance. Its active ingredients also suppress spring pressures, such as anthracnose, to help manage diseases during the spring after application, according to the company. **SYNGENTA** recommends applying Instrata on greens and tees at a rate of 9 oz. to 11 fl. oz. per 1,000 square feet for more than 120 days of pink and gray snow mold protection. Instrata is a key component of the Syngenta GreenTrust365 Snow Mold Assurance Program, a spray program designed to help superintendents open their course on time with great playability in the spring.

[Syngenta.com](#)



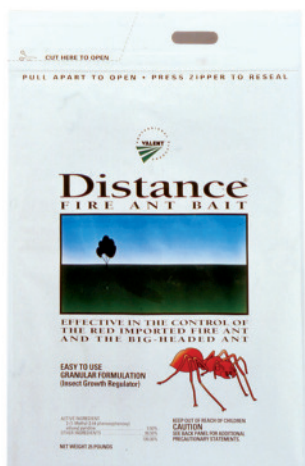
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The 19th Hole



Keith Wood

SUPERINTENDENT // Quail Hollow Club, Charlotte, N.C.



What can I get you? Tito's with a splash of tonic.

How did your daughter Grace (two-years-old) like it when your son Alex (two-months-old) came home? In about three weeks, it's been a series of different emotions. First she was the proud sister, then she was the jealous sister and now she's the sweet sister. She's gone full circle.

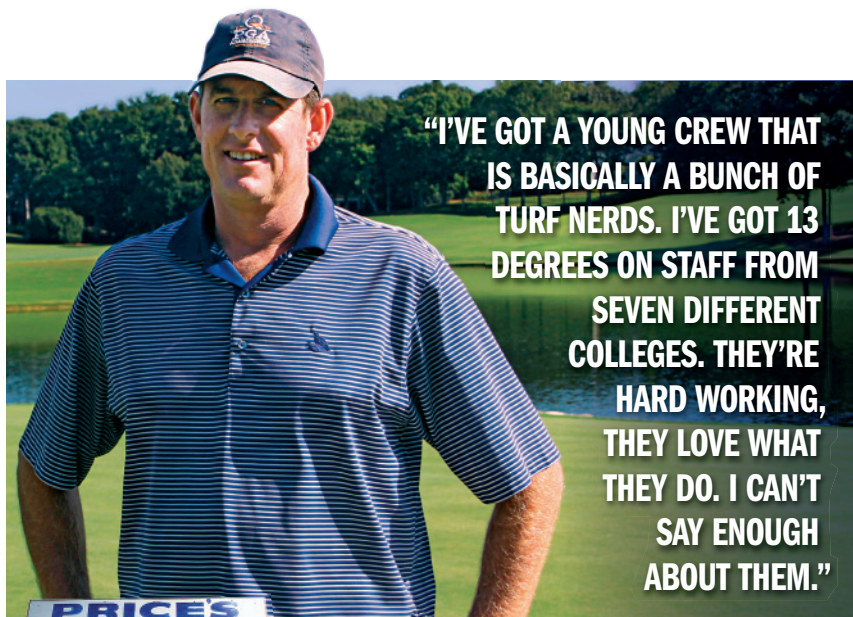
A new season of TV shows are around the corner. Looking forward to anything in particular? Unfortunately, all the TV at my house is Nick Jr. So nothing, unless you like Bubble Guppies.

I know you and the crew are looking forward to hosting the 2017 PGA Championship. Who will you be pulling for? A great story would be if Johnson Wagner or Webb Simpson could pull it off because they're both members.

What are your sports teams? I pull for the Gamecocks in college sports. And you can't help but be a (Carolina) Panthers fan living here.



What's your favorite fast food place? Price's Chicken Coop. It's a local fast food joint. There are no seats in it, you walk up to the counter and say white or dark, and they give you fried chicken.



"I'VE GOT A YOUNG CREW THAT IS BASICALLY A BUNCH OF TURF NERDS. I'VE GOT 13 DEGREES ON STAFF FROM SEVEN DIFFERENT COLLEGES. THEY'RE HARD WORKING, THEY LOVE WHAT THEY DO. I CAN'T SAY ENOUGH ABOUT THEM."

And everyday there's a line out the door.

You guys did a major renovation over 89 days at Quail Hollow. Any moments stand out? When we were in the earth-moving phase, walking the golf course with Mr. (Tom) Fazio, (Club President) Mr. (Johnny) Harris and also Kerry Haig of the PGA of America, and listening to these guys talk about bunker placements, yardages, green placements... and how the finished hole would be. And then it turned out exactly as they described.

You've been working with Champion bermudagrass for five years. What's one thing you can guarantee about it? You mow it as low as you can go, because it just loves it.

How did you get into the business? I was 21, I was a golfer and I enjoyed working outdoors. I'm from a small farming community. My college roommate was a bag boy at the local country club, the superintendent was hiring...

Got any maintenance tips you want to tell me about? One thing that opens a lot of eyes on my staff is when I jump on the topdresser. If you're topdressing in second gear full-throttle, it's the same speed as reverse in full-throttle. To get into tight areas — like approaches or around bunkers — I'll sling it in reverse.

What do you think you'd be doing if you didn't find this industry? ...I'd probably be searching for something to do.

As interviewed by Seth Jones, Sept. 23, 2016.

MAIN PHOTO BY: SETH JONES



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