Superintendent-Pro Will Be Played At Indian Spring C.C. on May 8

Indian Spring Country Club, the site of our 1984 Superintendent-Pro tournament on Tuesday, May 8, is a private club with 36 holes of golf; it has been at its present location since 1955. Both of its courses, the Valley and the Chief, were designed by Washington's best known golf course architect, Eddie Ault. The Valley course, on which our tournament will be played, is a flat but narrow golf course with a number of lateral water hazards. Because most professional tournaments at Indian Spring are held on the Chief course, few pros are familiar with the Valley, which has undergone extensive drainage and redesign work in the last few years that have made it an excellent test of golf.

Indian Spring is a busy club. In addition to catering to its more than 1,000 members, the courses play host to some 40 major outings each year. Among these are the Vince Lombardi Memorial, the H.E.R.O.E.S. tournament, the NFL Alumni tournament, and the National Democratic Club Speaker of House tournament. Indian Spring Country Club, and Tom List and Mike Fischer of Rehobeth Beach Country Club are expected to defend the Clare Emery Trophy they won last year at Washington Golf and Country Club. Whether or not you’re playing in the tournament, be sure to get your reservations in for dinner and the May meeting by calling 964-0070.

Bill Neus is due a special vote of thanks for his hard work in providing a fun-filled Ladies Night at Burn Brae. Thanks also go to Ken Ingram for his fine effort in coordinating the disease identification seminar attended by 19 of our members at the University of Maryland last month.

Michael J. Larsen, President

The President’s Message

Each and every May, the Mid-Atlantic Association of Golf Course Superintendents sponsors its annual Superintendent-Pro Tournament. Bearing in mind that the fundamental reason for people joining country clubs is to be able to play golf, what two people are more essential to a successful program than the golf course superintendent and the golf professional? And what better way is there to solidify the bond of cooperation and understanding between the two than a round of enjoyable competition with other members of our professional association; if you and your pro have not yet entered, do so as soon as possible.

Our host for this year’s tournament will be MAAGCS Secretary Wayne Evans and Indian Spring Country Club, and Tom List and Mike Fischer of Rehobeth Beach Country Club are expected to defend the Clare Emery Trophy they won last year at Washington Golf and Country Club. Whether or not you’re playing in the tournament, be sure to get your reservations in for dinner and the May meeting by calling 964-0070.

Directions to Indian Spring are as follows: From Baltimore, take 95 south to 495 (the Beltway), going west on 495 to Georgia Avenue. Then, along with those traveling from Virginia and other parts of the Washington area, proceed north on Georgia Avenue (Maryland Rte. 97) for 5½ miles, turn right on Layhill Road (just past a small shopping center) and go ½ miles to the club on the right side of the road.

PROGRAM FOR MAY 8

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<th>Time</th>
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<tr>
<td>11 a.m.</td>
<td>Lunch</td>
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<td>1 p.m.</td>
<td>Barbecue (cash)</td>
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<td>1 p.m.</td>
<td>Golf — 1 p.m. shotgun start at Valley</td>
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<td>(non-tournament golfers can arrange to play the Chief course at noon)</td>
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<td>6 p.m.</td>
<td>Cocktails</td>
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<td>7 p.m.</td>
<td>Dinner — 7 p.m. (cost, $26)</td>
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<td>Meeting — following dinner</td>
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<td>Coats and ties required</td>
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The One-Minute Manager

by Ken Ingram, Superintendent
Columbia Country Club

Currently a national bestseller, The One-Minute Manager has a number of important applications for all golf course superintendents. In our extremely labor-intensive field, where as much as 70% of our budgets is devoted to labor expenses, proper management of people should outweigh the turf, pest, and water management efforts that consume so much of our time. One point that this book makes over and over is that people who feel good about themselves produce better results. To achieve that goal, it sets forth a new management style consisting of three "secrets"—One Minute Goal Setting, One Minute Praising, and One Minute Reprimands.

Goal setting is not new to managerial style, and we all know the importance of knowing where we are going and when we should be there. The One-Minute Manager suggests that you list all your goals in 250 words or less, on separate sheets for you and for your employees. In this way, you can check occasionally and know in one minute or less if you and they are on track. You should also be able to discuss problem areas with employees and try to get them to answer their own questions.

One Minute Praising offers radical changes. How many times have you patrolled the course looking for someone doing something wrong? Try doing the opposite. Look for someone doing a job right and praise him for it. Make sure that you tell people what it was they did right and how important it was to the club. Stop for a moment of silence to let them see how good you feel and then shake hands or pat them on the back to show your support. It only takes a minute.

The benefit of adopting the One Minute Manager's style is that proper personnel management actually takes less, not more, of our time, demands on which add to the stress factor. Unfortunately, The One-Minute Manager, like most current expositions of motivational and managerial theory, seems to have more application to a white collar environment. Managing blue collar labor is different and often more difficult; it's getting a common man to do an uncommonly good job, and it's one reason our field is so distinctive.

The National Golf Foundation has come up with a profile of the typical American golfer: he is 48 years old, shoots an average score of 87, lives in a household with an average income of $37,000 a year, and spends over $500 a year on green fees and golf equipment. The NGF did not say whether or not he fixes ball marks and replaces divots, but odds are that he doesn't.

The GCSAA plans extensive media coverage of the U.S. Open to be played June 14-17 at Winged Foot Golf Club in Mamaroneck, N.Y. Golf Course Management reporters will follow superintendent Sherwood Moore and his staff as they prepare and maintain the course, and the June issue of the magazine will be devoted almost entirely to the Open, including a foldout cover photo of Winged Foot. And how would you like to have a gang with pencils and note pads watching your every move during a week like that?

The new director of regional affairs for the United States Golf Association is a Scotsman, Eric Shiel, who has succeeded Jeff Rivard, the new executive director of the Golf Association of Michigan. He will be responsible for relations with state, district, and regional golf associations, membership administration, and supervision of a staff of three regional managers with offices in Chicago, Pebble Beach, and Atlanta.

The local tournament scene is beginning to heat up. The Maryland State Team Championship has been completed, and the Northern Section, having its own chart based on its new course rating and Slope, the player's handicap is then adjusted to the course he is playing (including his own, if its Slope is higher or lower than 113). The idea is to make handicaps "portable," since it is obvious that the degree of difficulty of golf courses can vary a great deal. The idea is still regarded by the USGA as experimental, but the initial results of adopting the Slope system in Colorado, which re-rated all its courses in 1982, have been excellent, and golfers there have hailed the new system as the fairest yet. To date, eight associations have been approved for activating the Slope system this year, and the 43-club WMGA, most of whose superintendents are active in the MAAGCS, is happy to be one of them. It has taken WMGA course rating teams nearly 18 months to complete their job and make the system operable.
First-Round Results In Match Play Event

Eight first-round matches in the annual match play tournament were played on April 10 at Talbot Country Club, with the following results: Nick Vance defeated Virgil Robinson; Walter Montross won over Sam Kessel; John Tutich beat Wayne Evans; Frank Shirk eliminated Scott Wagner; Dick Gieselman defeated Mike Larsen; Gerry Gerard came out the winner over Lee Dieter; Dave Fairbank won over Bill Neus; and George Renault disposed of John Johns.

The second round will not be played in May because of the Superintendent-Pro tournament but will take place in June at Green Spring Valley Hunt Club. In that round, Montross will play Vance, Tutich will take on Shirk; Gieselman will meet Gerard, and Fairbank will tackle Renault.

Hurdzan Will Head Architects Society

Michael J. Hurdzan of Columbus, Ohio, has been elected as the new president of the American Society of Golf Course Architects at their annual meeting at Indian Wells, California. A partner in the architectural firm of Kidwell and Hurdzan, Inc., which has designed more than 80 new golf courses, he has earned a B.S. in turfgrass management from Ohio State, an M.S. in turfgrass physiology from University of Vermont, and a Ph.D. in environmental plant physiology. The new ASGCA president got his introduction to golf courses as a caddy and member of the grounds crew at a golf course owned by the Kidwell family. He has an extensive library of books on the game’s origin and design philosophy as well as a collection of hickory shafted golf clubs.

GCSAA Members Meet With British, IGA

A number of GCSAA members are in the British Isles in mid-April participating in “Golf Course ‘84” sponsored by the British Association of Golf Course Architects and the English and International Greenkeepers Association. Speaking at the conference are Jim Prusa, GCSAA associate executive director; Stanley Zontek, regional director, USGA Green Section; Bruce Williams, superintendent at Bob O’Link Golf Course; Highland Park, Ill., and, Dr. James Watson of the Toro Company.

While in England, the GCSAA group will play Royal Birkdale and Royal Liverpool and then move on to Scotland where they will tee it up at St. Andrews’ Old Course and at Carnoustie.

HERE’S AN ANSWER FOR CRITICS OF THE MAINTENANCE BUDGET

What do you, as a superintendent, say when a Board member or a new member of your club's Green Committee asks why your green budget has kept going up, maybe even doubting what it was just a few years ago? Do you have a satisfactory answer, one that will put your questioner’s doubts to rest? Or do you fall back on some vague phrases about the high costs of machinery, fertilizer, and labor and hope he lets it go at that?

The latter course is unnecessary if you read the February issue of Golf Course Management in which Jim Prusa faced the problem of rising golf course maintenance costs head on. The key point in his article was that real costs of a golf course maintenance have not risen over the years; in fact, considering the quality of care that is now demanded and the ever greater number of rounds that are being played, the real cost has gone down.

Discussing the affects of inflation, Prusa says that during the period 1972-82, consumer prices increased by nearly 105 percent, while there are indications that golf course maintenance cost increased by approximately 108 percent. This means that maintenance cost increased only some 3 to 4 percent over that 10-year period. If costs are discussed in nominal terms, that is, dollars as just dollars rather than real or inflated dollars, they do seem to have risen alarmingly, but such comparisons are misleading and erroneous.

Financial statistics compiled by the auditing firm of Panel, Kerr & Forster, who do much of the auditing of clubs in this country, and published in an annual report called “Clubs in Town and Country,” indicate that in real dollars, the cost of maintaining a golf course have not increased significantly since 1963. And if country clubs, which are often run by committees rather than business executives, can do this well, the profit-oriented golf operations such as resorts and fee courses should be doing even better.

In identifying the reasons for golf course maintenance costs being held to reasonable levels despite inflation and greatly increased play (the average number of rounds per course has risen from 16,850 in 1963 to about 35,000 in 1982), Prusa quite naturally points to the efforts of the GCSAA in the fields of educating the superintendent, disseminating valuable information, and cooperating in the turfgrass research programs of the USGA and other organizations. The growing emphasis on professional education has produced a body of young, management-oriented superintendents who have been able to improve the efficiency and productivity of their operations. The expertise that has been developed has been a key factor in holding down the real cost of maintenance.

This brief summary should indicate to you the valuable background material that can be found in Jim Prusa’s article. Whether or not you need this kind of information in your job, you should be aware of the facts, and he provides an ample supply.

Meeting Schedule, 1984

May 8 — Indian Spring C.C.
June 12 — Green Spring Valley Hunt Club
July 10 — Piney Branch Golf Club
August 14 — Annual Picnic at Bretton Woods
September 11 — Chevy Chase Club
October 9 — Maryland Golf & C.C.
November 13 — Hobbits Glen
December 11 — Lakewood C.C.

Course, Highland Park, Ill., and, Dr. James Watson of the Toro Company.

NEW MEMBERS

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Junior Ruckman  703-869-2628  
Ed Price  800-293-0628

Lofs/Maryland  
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