

OUR HOST FOR FEBRUARY - Paul Lloyd started in the golf course maintenance field in 1964 at the Del Monte Golf Course under his brother. In 1968 Paul took his first position as superintendent at the Prune Ridge Golf Course in Santa Clara. After a year Aptos Seascape Golf Course needed a superintendent. Seeing the opportunity Paul applied and was hired in 1970.

Aptos Seascape was built in 1927. The yardage is 6,440 and is built in a rolling hill setting. There are no fairway bunkers, but Paul says that the greens are well protected. The greens are Poa, and average about 4,000 sq. ft. During the war years the course was closed. It reopened in 1957. They average about 80,000 rounds per year. Paul maintains the course, Raquet Club grounds, which includes 11 tennis courts, and one mile of private beach. His crew consists of 8 maintenance men.

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DID YOU KNOW: - With most of the information that is being put out on the Applicator Certification program, some clarification is needed. In a letter from the California Department of Food and Agriculture dated 9 January, 1978 the following definitions apply.

- (a) "Private applicator" - means a person who uses or supervises the use of a restricted material for the purpose of producing an agricultural commodity on property owned or rented by him or his employer.
- (b) "Certified private applicator" - means a private applicator holding a valid restricted materials permit.
- (c) "Commercial applicator" - means a person who uses or supervises the use of a restricted material for any purpose or on any property other than as provided by the definition of "private applicator".

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FOR SALE Five (5) Harley Davidson Golf Carts - Contact Paul Lloyd
408 688-3213

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STEVE CARLTON is located at Pomona National Golf Club, Walnut, California He may be reached -18816 Walnut Dr, Walnut, CA 91789 714 598-8192

HUGH G. MCKAY has started his own business Hugh G. McKay Associates, a management group, 924 Vista Del Gaviota, Orange, CA 92665 714 637-3469

NEW OFFICERS FOR 1978 for the SIERRA NEVADA GOLF COURSE SUPERINTENDENTS ASSOCIATION are President-Jack Archambault, Vice President-Richard Tokos Secretary-Vance West, Treasurer-Bob Townsend, Board of Director-Doug Pohlson, F Member-Glenn Ward.

GCSA OF NORTHERN CALIFORNIA nominating committee will be appointed this meeting.

GERRY FINN, Contributing Editor of the Golf Course Superintendents Association of New England, Inc. wrote the following:

TAKE A LOOK AT YOURSELF

Take a look at yourself. No, I don't mean rig up a full length mirror and drink in the All-American individual you think you are. I mean look at yourself as a member of the Golf Course Superintendents Association of New England (but let's substitute the Golf Course Superintendents Association of Northern California)

All right, now proceed with this piece and check off the type of member you actually are . . . not what you think, hope or fanatize your association actions are. Be honest and know thine own self.

Are you the complete fade as a member? This species joins the association simply for the sake of being a member of a professional organization. It doesn't attend meetings, uses the Newsletter to housebreak animals and is usually late paying dues. He takes pride, though, in noting affiliation with the organization when applying for a new and more lucrative position. In a word, it uses the association for personal gains and advantage while contributing nothing.

Or are you the "pick-em" meeting member? This species usually has the organization at heart by professing, "I go to as many meetings as I can which is more than a lot of people I know." However, this member has only himself in mind when he somehow makes a meeting at a renowned golf course or an appearance at a function where a "free cocktail party has been arranged.

Which brings us to the "golfing" member. He makes only those meetings held in conjunction with some kind of golfing event. Not only that, he usually arrives too late if the meeting is scheduled for before golf or leaves too early if the session is set for after play. He, too, is famous for begging out of any dinner, lunch or whatever at the specified club and can be seen at a highway or turnpike restaurant on the way back to the old home club.

Then, you could be the fair-sited meeting going member. This type draws a boundary . . . usually a 10-mile circumference around his club and never crosses it. It all depends, too, on where he is located. If, for example, he's in the Holiday Inn chain area, he makes most of the winter sessions. But, as a rule, he thinks anything over a 10-mile trip constitutes a safari and he makes two-three meetings a year.

Or are you the member who attends according to the projectory of the sun or some other weather-oriented measure? it's raining, snowing, the temperature goes above 90 or below 25. This bird is interested in the Association . . . but only on meeting days when it's 75 degrees with a

wind from the southwest and the sky a spotless azure blue.

You might be the perfect attendance type . . . the one who sits in the front row without uttering a word while the session is underway. But then becomes the culprit who retreats to the bar or some other away place to express his opinions and often shout his complaints, "about the way our association is being operated."

Are you a volunteer-type? Do you run for office, perhaps get elected and then spend the rest of your office tenure avoiding making suggestions and offering constructive criticism? Sad to say, there are such members. Flashy on the outside . . . dull on the inside.

Or are you the member who tries to make as many meetings as you can . . . joins in on discussions of topical subjects . . . attempts to understand the other fellow's outlook and opinion . . . reads the Newsletter and lets his reaction be known to the proper persons . . . and doesn't take every opportunity to downgrade the association?

Which member are you out there? You don't need any mirrors to determine your status. Just go over the list and see which descriptive applies. And then do something about it . . . if need be.

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The January meeting was held at The Villages, San Jose. Jim Ross, Host Superintendent went all out as usual to provide us with good food and a great golf course--a little wet but there were no complaints from anyone.

Ron Fream's presentation with slides gave many of us the opportunity to see how difficult course building can be under some very adverse conditions.

We wish to thank Ron, Jim and The Villages for a very good meeting.

Jack Baker, H. V. Carter Co., Inc., Oakland has taken pen in hand and written the following: Thanks Jack.

"LET'S MAKE A DEAL" - To borrow this "saying" from one of the more popular TVShows, we'd like to broaden the base a bit and see just what we're talking about as it relates to today's business dealings.

A deal is only a "deal" when through exchange of information from buyer to seller there is complete communication and understanding so let's begin on that important premise. To start with there should never be any attempt to deceive by anyone involved - the equipment should be properly represented including price, terms, delivery, etc. Incidentally it is always good business practice to have all the details in writing and not have to rely on one's memory as to what is being discussed. If there should be any verbal agreements relating to the transaction, they should be confirmed in writing, either by letter or indicated on the order.

Now as to the "deal" itself, we have to enter into negotiations in good faith and realize that the supplier has an interest in operating at a profit and therefore is entitled to a fair margin. In this day costs are fluctuating constantly, high freight rates are a factor, as is the matter of storage, warehouse space, delivery, service, etc. It is also incumbent on the part of the supplier to sell at a fair price and not offer one buyer an advantage that he cannot offer anyone else in the same trade category.

There is also the matter of trade-in equipment and strange as it seems "old" and "used" equipment has little value until it becomes time to "make a deal" - then if by magic, the value of machines long-ago entirely amortized through years of use, suddenly become of tremendous importance. At today's high parts and labor costs it is not economically sound for a supplier to attempt to rebuild trade-ins. It is advisable for the buyer to realize the greatest amount of money for his old equipment to make every effort to dispose of it himself. It merely becomes a costly storage problem for the supplier and usually ends up being sold to the junk buyer based on so much scrap-iron. Generally there is some local agency, a school, cemetery, driving range or some other golf course, who would be a logical outlet for the used items.

Let's understand all the facts - then we can "make a deal".

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GREEN'S THE COLOR - Stop for a minute and consider what it might be like if the turf we had to work with was Blue - Red - Chartreuse or even "shocking pink?" Every so often we'll find greens or fairways (not in Northern California of course) that could fall into that area of variable colors. In most of 1977 we could find some ready excuses for this, of course, what with the lack of rain (the drouth disease) -cut-backs in

what water was available, etc. NOW - we are being blessed with an abundance of soaking rains that will awaken those thirsty little grass buds and we can see the GREEN coming back.

Our Heritage Dictionary states that GREEN is one of the primary colors - that is it depicts something fresh - youthful - vigorous - healthy. Also in the physical sense GREEN also can stand for something lacking in conditioning, not mature or ripe - pale or sickly, etc. So we have two kinds of GREEN to contend with. We're primarily concerned with the "Wearing of the GREEN" for the courses we are responsible for and must do whatever is necessary to bring back the color where it is needed. Our grasses have suffered enough - seeds and thatch have done a lot of damage, but there are means at our disposal for effecting controls. Just contact your suppliers - they're anxious to help.

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The GCSA OF NORTHERN CALIFORNIA Directory is going to print after March 1, 1978. Please send current addresses, business and/or golf courses that are different from the 1977 directory to GCSA of Northern California, 1233 Kansas Avenue, Modesto, CA 95351

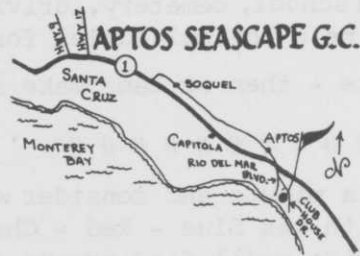
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DON'T FORGET that your articles and bits of news are needed

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+ THRU THE GREEN EDITOR   Robert E. Livesey, CGCS
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+ Deadline Date Fifteenth of Each Month.
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610 Club House Dr., Aptos, 95003.

T H A N K S to these SUPPORTERS OF "THRU THE GREEN"

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