PRESIDENT'S MESSAGE

HAPPY 1984 and I hope everyone had a good 1983. I imagine everyone made some resolutions that they won't keep, I know I always do.

This is the slow time of year for most of us in Northern California with the wet weather and all. Most people have a tendency to slack off, kick back and not do too much. From a time available point of view, this could actually be a very busy time for the superintendent.

It is time to catch up on all the book work you've set aside, plus take a long look at every aspect of the golf course you manage. Some suggestions:

1. get a one-page reference calendar and your tournament schedule and put the schedule on the calendar then insert your major work schedule around these tournaments. Anyone can see at a glance what and when projects will be done.

2. Do some personnel reviews and training. It is the perfect time to correct employee problems.

3. List and plot irrigation and drainage problems. Using old aerial photos is an excellent way to plot and plan corrective measures.

4. Capital projects, plan ahead and get estimates and have adequate information for a good presentation.

If you look at each phase of your course and project all possible aspects of each phase, you will have an efficient method to relate costs and time required to complete each project before the weather changes.

<table>
<thead>
<tr>
<th>PASALICH TRUCKING</th>
<th>SCOTTS PROTURF</th>
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<tbody>
<tr>
<td>Dillon Beach Sand-Rock-Gravel</td>
<td>3785 Vista Drive</td>
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<tr>
<td>Dillon Beach 94929</td>
<td>Soquel 95073</td>
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<tr>
<th>A. L. CASTLE OF STOCKTON, INC.</th>
<th>CHEM-SPRAY COMPANY</th>
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<tbody>
<tr>
<td>5700 Cherokee Road</td>
<td>P. O. Box 7805</td>
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<tr>
<td>Stockton 95205</td>
<td>Stockton 95207</td>
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<tr>
<th>COUNTRY CLUB SALES, INC.</th>
<th>WILBUR-ELLIS - Specialty Ag</th>
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<tr>
<td>3381 Vincent Dr</td>
<td>P. O. Box 568</td>
</tr>
<tr>
<td>Pleasant Hill 94523</td>
<td>Salinas 93902</td>
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<tr>
<th>EL CAMINO CROP SUPPLY, INC.</th>
<th>EWING IRRIGATION PRODUCTS</th>
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<tr>
<td>37342 Blacow Road</td>
<td>2462 Polvorosora Ave</td>
</tr>
<tr>
<td>Fremont 94536</td>
<td>San Leandro 94577</td>
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</table>
Your Host Superintendent - John Grant - San Mateo Golf Course

Your Host Professional Jake Montez, succeeded Tom Fry last October when Tom retired after 36 years at San Mateo GC.

Dame

Your Host Superintendent John Grant attended Notre/and graduated from the University of Minnesota. He has been Superintendent of San Mateo GC since January 1981. Previously he was Golf Director of the City of San Francisco. He characterizes the difference between the two as government by crisis/publicity in San Francisco, and by the city manager system in San Mateo. John earlier served with William Sherman Co., Golf Management Consultants in San Rafael as Western Rep for the National Golf Foundation and began with the San Francisco Examiner. In the service he was a Navy pilot and still is affiliated with the Navy Air Reserve at Alameda. He and his wife and 5 children live in San Rafael.

The City of San Mateo Golf Course was built by the San Mateo Relief Committee. The City was to operate the course and pay rent to the County. During the depression the City couldn't pay the rent so they passed more bonds, bought out the County's interest and operated in the black ever since, averaging 100,000 rounds a year. The County still operates the park, beach, restaurant, yacht basins and museum directly across the street. Both the golf course and the park use water reclaimed from the city treatment plant, and both have backup sources.

The course was constructed of mud dredged from the bay. Drainage falls to a canal from where it is force pumped through a dike under the surface of the bay. The saturated mud soil and high winds caused 59 trees to go down last year and 22 this year--so far. The automatic irrigation system is by Rainbird and the greens are of Penncross transitioning to Poa.

There is a crew of 2 part time, 5 full time, plus Assistant Superintendent Dulbag Dubria, doubling as a mechanic. Dulbag has been at San Mateo 15 years and previously worked constructing golf courses for J. D. Chastain. Recent projects completed under a master plan in progress by Golf Course Architect Robert Muir Graves include the rebuilding of number 5 green, re-routing the order of play to eliminate a bottle neck, construction of 2 new practice greens and remodeling the restaurant and bar.

100,000 rounds a year means the course plays friendly, but it can be set up--the County Championship last year was won with 10 over par.

WELCOME

FOR SALE

Metermatic top dresser as is $100.00
Dedoes aerator $1,000.00 mint condition

CONTACT Ken Schwark or Ed Watson between 7:00 and 3:00 p.m.
Boundary Oaks Golf Course 415 935-3332
ITEMS OF INTEREST TO MEMBERS

1. Policy for name badges - The Board of Directors elected to make each member responsible for individual badge - $1.00 fine to be assessed if badge is lost and replaced.

2. Gold filled membership pins available at a cost of $13.00

3. Jacket emblems are available for $10.00

4. Hat emblem patches available for $3.00

5. Coat and tie required at all meetings unless noted differently in "THRU THE GREEN" Please notify your guests.

6. Members limited to one guest. Additional guests may attend when approved by the Chapter President

7. Members in order to play golf must attend meeting and luncheon (brunch)

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AUTOMATIC RAIN CO - Willard Hayes
4060 Campbell Avenue
Menlo Park 94025

BAY IRRIGATION & TURF SUPPLY
2041 Commerce Avenue
Concord 94520

KEITH BRAMAN, IRRIGATION CONSULTANT
21535 Stage Coach Road
Los Gatos 95030

BRAMAN PIPE & SUPPLY CO
1525 Walsh Ave
Santa Clara 95050

BROWN SAND, INC.
874 East Woodward Avenue
Manteca 95336

H. V. CARTER COMPANY, INC.
1700 E. 14th St - P.O. Box 12006
Oakland 94604

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Golf
by MICHAEL R. CLARK, CGCS

To play golf at our monthly meetings, you must attend the entire days program. For that reason, golf registration is closed when the program starts. Your reservation card does not sign you up for golf, it only lets the host club know how many people to expect. Scores for Green Valley

Low Net
Grady Simril 71
Ken Sakai 71
Don Naumann 72
Randy Gai 73
Jim Gomez 73
Mike Merritt 75
Mike Clark 75
Gale Love 76

Low Gross
Cliff Davis 69
Howard Fisher 75
Bruce Plim 78
George Bell 70%
Larry Messa 75%
Frank Barberio 76
Mark Messa 76

No Guests
at San Mateo

If your friends complain, they didn't receive "THRU THE GREEN", ask them if they paid 1984 dues. Delinquent members are not getting any more issues. The directory is going to print, any changes of address or positions, please send by return mail to office. Thank you.

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be accompanied by an explanation of the advantages of this change.

Tournament site for 1984 Annual California Meeting to be Rancho Canada.

Discussion on possibility of holding a two day seminar prior to California annual meeting and tournament. Board decided against holding seminar.

Discussion of candidate interviews at conference in Las Vegas.

1. Candidate interviews to be scheduled between 5:00-7:00 p.m. on Monday, Tuesday and Wednesday.

2. All interviews to be "closed door meetings" attended by California reps only.

3. Dave Fleming and Bill Baker to schedule all candidate interviews.

Meeting adjourned 10:00 p.m.

Next meeting, Monterey Peninsula area, 2nd week in March.

<table>
<thead>
<tr>
<th>FERRY-MORSE SEED COMPANY</th>
<th>GOLFCO - John Engen</th>
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<tbody>
<tr>
<td>P. O. Drawer 7274</td>
<td>P. O. Box 501</td>
</tr>
<tr>
<td>Mountain View 94042</td>
<td>Chico 95927</td>
</tr>
<tr>
<td>GOLF CAR WEST - CUSHMAN</td>
<td>INTERNATIONAL SEEDS INC.</td>
</tr>
<tr>
<td>2715 Lafayette Street</td>
<td>820 First Street</td>
</tr>
<tr>
<td>Santa Clara 95052</td>
<td>Halsey, ORegon 97348</td>
</tr>
<tr>
<td>JENKINS MACHINERY COMPANY</td>
<td>NAIAD COMPANY - Don Scott</td>
</tr>
<tr>
<td>1848 Arnold Industrial Place</td>
<td>7531 Homewood Court</td>
</tr>
<tr>
<td>Concord 94520</td>
<td>Pleasanton 94566</td>
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YOUR EDITOR

would sure like to have items for the newsletter
What you are doing on your course
Some topic that interests you - fertilizing, drainage, topdressing etc

This publication is a good place for communications if we don't always "Let George do it" when our names are actually Tom, John, Mike, Jim, etc.
Dan Jones, CGCS is Editor of the Florida Green Bulletin of Florida GCSA. This article could read support the suppliers of the Golf Course Superintendents Association of Northern California instead of the South Florida GCSA.

THE MODERN SUPERINTENDENT

By DAN JONES

Late one afternoon while sitting at my desk reflecting on the events that had taken place that day on the golf course, the door to my office opened and in walked a man with a briefcase. This is what transpired.

Salesman — I am looking for Mr. Smith.

Smith — I am John Smith.

Salesman I am John Doe from the ABC Chemical Company. I have some products that can really help you (he hands me a lucite paperweight with 5 coins embedded in it and starts opening his briefcase).

Smith — I am not interested (I hand the paperweight back to the salesman).

Salesman — May I ask why?

Smith — Because your products are over priced for what you get.

Salesman — I am a new salesman with the company. The old salesman didn't treat you right. Let me prove that I can save you money. What products do you need?

Smith — I am just starting my weed program. How much is 2,4-D?

Salesman — What quantity?

Smith — 30 gallon drum.

Salesman — These prices are not for you. No sir. You get a real special price (he starts writing a lot of figures on a piece of paper). How does $6.48 a gallon sound.

Smith — Good, I am paying $7.15 a gallon from XYZ Company.

I am going to stop the conversation here to illustrate a point. Which company would you buy from? ABC? Sounds logical doesn’t it. The cost per gallon is $10 less. That will really help you control your budget (the manager has been on your tail lately about costs) which is running considerably over. Should a superintendent place an order at this point? Let’s listen to the rest of the conversation to find out.

Salesman — How many drums should I send out?

Smith — How many pounds of 2,4-D are in a gallon?

Salesman — Ah — Let’s see — It will cover 10,000 square feet.

Smith — I don’t care about your recommended rate. How many pounds of active ingredient per gallon?

Salesman — (Looking at sample label) 10,000 square feet sure is a lot for one gallon.

Smith — There it is at the bottom of the label: 1/2 pound of 2,4-D per gallon. The product I am buying from XYZ Company has 4 pounds per gallon. That means your product costs 16 times more. (See figure I.)

Salesman — How about liquid fertilizer. I can let you have it in 55 gallon lots for $6.50 a gallon.

Smith — I use liquid fertilizer on my golf course and I’m paying 50c a gallon for it. Now if you will excuse me I am very busy.

Salesman — But my product covers 25,000 square feet.

Smith — I said I am very busy. Good day.

Has this ever happened to you? Sure it has, we have all experienced this situation. How do you stand up to these salesmen? How can you be sure which salesman to buy from?

First, do not accept “free” gifts from salesmen. Do not deal with any company that will not give you a catalog. Do know how to read a label (both chemical and fertilizer) and insist on seeing the label before purchasing. Do not purchase if the concentration of active ingredient is not listed on the label. Compare prices of 2 or 3 companies before purchasing.

Lastly, always consider service and reputation of the supplier. Deal with good reputable companies that belong to the South Florida Golf Course Superintendents Association. They support our organization financially, we should support them with our business.

During these troubled times, management is looking to the golf course superintendent to give him the best golf course for least dollar. Can we fill the role?

I would like to leave you with this one thought. Are you ashamed to have other superintendents look in your chemical room?

ANALYSIS OF CHEMICAL PRODUCTS

<table>
<thead>
<tr>
<th></th>
<th>XYZ</th>
<th>ABC</th>
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</thead>
<tbody>
<tr>
<td>2,4-D</td>
<td>$7.15</td>
<td>$6.48</td>
</tr>
<tr>
<td>Pounds Material/Gallon</td>
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<td>0.25</td>
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<tr>
<td>Cost Per Gallon</td>
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<tr>
<td>Cost/Pound Active Ing.</td>
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<td>$25.92</td>
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<tr>
<td>Cost/Acre (1/2 pound)</td>
<td>$.89</td>
<td>$12.96</td>
</tr>
<tr>
<td>Difference Cost/Acre</td>
<td>—</td>
<td>1600%</td>
</tr>
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</table>
BY LAWS
Article 8, Section 1
Amendment of Constitution & Bylaws

As our year winds down, it is now an excellent time to put on your thinking cap and help improve our Association.

If you feel we need to change or add to our bylaws, please get the idea to me as soon as possible so they can be submitted through the proper channels. THANKS

Ken Sakai, CGCS Bylaw Chairman
Franklin Canyon Golf Course
Hiway 4
Rodeo, CA 94572
Phone Area Code 415 799-1117

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Naumann's Norcal News - By Don Naumann

JOHN WINSKOWICZ left Lew Galbraith Golf Course and is now regional salesman for Westoro from Monterey to Daly City.

Ben Showard - now service Manager at Westoro in Hayward formerly in charge of equipment maintenance at Pebble Beach Corporation. He is replacing retiring George Franks.

Bob Tyler, Fountain Grove, Santa Rosa is construction superintendent and will continue for two years.

George Rasmussen, retired living in Marysville would like to see a meeting held close at Peach Tree so he could see some of the old timers.

THANKS Ray Story and crew for the facilities of the club house, pro shop, and golf course at Green Valley. Also THANKS Bill DAvis for sharing his enlightening topic of drain construction.
In Attendance:
William Baker
Robert Dalton
David Fleming
Robert Ford
William Killen
Michael McCraw
Dennis Orsborn
Jim Ross
Reed Yenny

Meeting called to order by President Ford, 8:00 p.m.

Treasury report by Treasurer Killen included a proposed budget for 1984 to be used as a guideline. No action taken.

Discussion on California Membership Directory:
1. Information in directory to include:
   a. Member name (Class A and B)
   b. Company name and address
   c. Office phone and area code
   d. National affiliation

2. Other information to be included:
   a. List of officers and chapter reps in CGCSA

3. Larger type to be used in By-laws section.

4. Local chapter information to be mailed to Reed Yenny no later than December 1, 1983

5. Yenny to mail computer print out to Secretary McCraw for printing.


Discussion on California hospitality room, Las Vegas.
1. Four people (preferably from different chapters) will stay in California room at a cost of $30 each per day. Send names to Bill Killen.

2. Heacock to arrange room rental and food and liquor.

Discussion on California voting delegates: Secretary McCraw to confirm with Diana Green the legality of declaring delegates at the conference rather than before November 1, as requested by GCSAA.

Discussion on running full page color ad in GOLF COURSE MANAGEMENT with name of all local chapters and a plug for Bob Ford for GCSAA Director. Dave Fleming to handle arrangements.

Reed Yenny to mail out form to all California members voting individually enabling them to change status to voting with local chapter. This form to
John M. Schilling, Executive Director of the Golf Course Superintendents Association of America, recently announced the promotion and appointment of James G. Prusa, CGCS, to the position of Associate Executive Director of the Association. His responsibilities will include direct participation in the financial management of the Association as well as all operational decisions.

Until his recent promotion, Prusa has been employed as the Director of Education for the GCSAA. Prior to joining the GCSAA staff in 1981, Prusa held the course management position at Pasatiempo Golf Club in Santa Cruz, California.

Prusa was raised in the golf and turfgrass industry. His father is a long-standing member of GCSAA, and his brother is an executive for a consumer lawn care company.

Prusa and his wife Karen, a network telemarketing consultant with AT&T, reside in Kansas City with their six-month old daughter Natasha Clare.

Membership
Passed Class A exam
John Grant, San Mateo Golf Course, San Mateo

NEW MEMBERS
Class D
Kurt Bostad
Fort Ord GC
1496 Kimbal
Seaside, CA 93944

Class D
Kevin Rastall
Lake Tahoe CC
1215 Sullivane Lane 36B
Sparks, NV 89431

Class F
Robert Budelli
Ciardella Garden Supply
2027 E. Bayshore
Palo Alto, CA 94303

meetings
Places needed CONTACT Randy Gai 415 654-8972 or any member of the board
May 20-21 - California GCSA - Annual State Meeting-Rancho Canada, Carmel
July 14 - Superintendent-Professional Tournament, Silverado CC, Napa
PROFESSIONALISM  By Stephen L. Carlton, San Jose CC

Professionalism is a subject that is discussed often by golf course superintendents. It is an important part of our profession. I would like to recognize and congratulate some real professionals who are members of our organization.

The first group consists of golf course superintendents who have hosted major golf tournaments. The professional job that these individuals do is highly visible because of the coverage that the big golf tournaments get on television, in the newspapers, and in magazines.

CONGRATULATIONS
Tom Christy, formerly at Almaden Country Club, who did a great job in preparing the course annually for the LPGA San Jose Classic
Mike Phillips, Pebble Beach Golf Links, who not only hosts the annual Bing Crosby Pro-Am, but also had the U.S. Open, June 17-20-1982.
Tom Unruh, Del Paso Country Club site of the U.S. Womens Open Championship, July 22-25, 1982
John Fleming, The Olympic Club, who hosted the very exciting U.S Amateur Championship September 1-6 1981
Manuel Cardoza, Cypress Point Club Where the Walker Cup Matches were held August 28-29, 1981

The other group of professionals that needs to be recognized includes people who have had articles published in national magazines. These individuals help us all by giving Northern California a very professional representation in publications that go all around the world.

CONGRATULATIONS
Ali Harivandi, Farm Advisor
Golf Course Management, Vol 51, No 8, August 1983
Golf Course Management, Vol 51, No 4, April 1983

<table>
<thead>
<tr>
<th>PACIFIC SOD</th>
<th>SHELTON TRANSFER SERVICE, INC.</th>
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<tr>
<td>244 Castillon Way</td>
<td>Sand Gravel &amp; Top Dressing</td>
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<tr>
<td>San Jose 95119</td>
<td>1996 Oakland Rd, San Jose 95131</td>
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<tr>
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<th>WESTERN LAWN EQUIPMENT COMPANY</th>
<th>WESTORO DISTRIBUTING, INC.</th>
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<tr>
<td>50 Edwards Court</td>
<td>2438 Radley Ct</td>
</tr>
<tr>
<td>Burlingame 94010</td>
<td>Hayward 94545</td>
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</table>
Also congratulations to all those who are not mentioned in this article but have worked hard to further their own professional image and in the process have helped improve the professionalism of our entire industry.

NORTHERN CALIFORNIA TURFGRASS COUNCIL

The Northern California Turfgrass Council is a non-profit organization composed of individuals and commercial enterprises whose primary interest is in the establishment and maintenance of turfgrasses, ground covers and all related landscaping.

The primary purpose of the Council is to serve its membership by increasing professional knowledge and competence through research, educational programs, scholarships, publications, industry-wide expositions and similar related activities.

Education is the key to increased professionalism in our industry. The Northern California Turfgrass Council works to constantly improve professional competence in many ways.

Research funding and assistance to promote needed research projects for our industry and publish the results.

Scholarships are awarded annually to deserving students in the field of turfgrass management and ornamental horticulture.

Annual Awards are presented to recognize special achievements in Research and Education, Excellence in the Use of Turf, Turfgrass Management and Commercial Representation.

The Annual Northern California Professional Turf and Landscape Exposition is presented to bring together the professional and commercial segments of our industry in an educational atmosphere where the latest products and techniques can be examined and discussed. Educational seminars on current topics are held as a part of the Exposition.

Annual Field Days offer members the opportunity to visit unique sites of many different types and learn from the experts in charge.

Annual Irrigation Seminars are presented to update the current knowledge and skills of the membership on this important phase of our industry.

General Membership Meetings are presented to update members on Council activities, present educational programs of general interest, and provide the opportunity to meet and compare notes with fellow members.

Publications mailed regularly to members include a Newsletter that provides information on Council activities and industry news, California Turfgrass Culture, a quarterly publication by the University of California Cooperative Extension featuring the latest reports on industry research that is distributed by the Council as a benefit to its members, and special mailings to inform the membership of upcoming events.

Through these many projects, activities and services, the Northern California Turfgrass Council endeavors to fulfill its objectives and constantly upgrade the standards of professionalism within our industry.

Individual memberships are $15.00 per year and commercial memberships are $35.00 per year.

For more information Call Steve Carlton at 408-258-4855