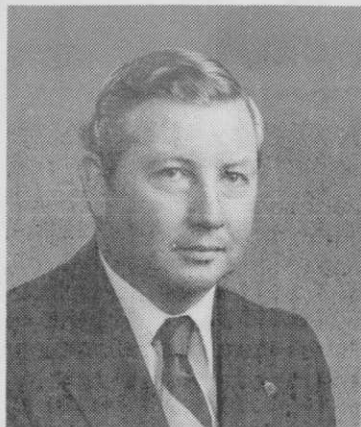


# PRESIDENT'S MESSAGE



**BOB FORD**

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 very 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.

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

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.

Your Host Superintendent John Grant attended Notre<sup>Dame</sup> 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.

W E L C O M E



F O R   S A L E                      F O R   S A L E

Meter matic 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)

AUTOMATIC RAIN CO - Willard Hayes 4060 Campbell Avenue Menlo Park 94025	BRAMAN PIPE & SUPPLY CO 1525 Walsh Ave Santa Clara 95050
BAY IRRIGATION & TURF SUPPLY 2041 Commerce Avenue Concord 94520	BROWN SAND, INC. 874 East Woodward Avenue Manteca 95336
KEITH BRAMAN, IRRIGATION CONSULTANT 21535 Stage Coach Road Los Gatos 95030	H. V. CARTER COMPANY, INC. 1700 E. 14th St -P.O.Box 12006 Oakland 94604

# 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	Low Gross	Calloway
Grady Simril 71	Cliff Davis 69	George Bell 70½
Ken Sakai 71	Howard Fisher 75	Larry Messa 75½
Don Naumann 72	Bruce Plium 78	Frank Barberio 76
Randy Gai 73		Mark Messa 76
Jim Gomez 73		
Mike Merritt 75		
Mike Clark 75		
Gale Love 76		

No Guests  
at San Mateo

\*\*\*\*\*  
 \* If your friends complain, they didn't receive "THRU \*  
 \* THE GREEN", ask them if they paid 1984 dues. Delin- \*  
 \* quent 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. \*  
 \*\*\*\*\*

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.

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

## 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:  $\frac{1}{4}$  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

2,4-D

	Company XYZ	Company ABC
Pounds Material/Gallon .....	4.0	0.25
Cost Per Gallon .....	\$7.15	\$ 6.48
Cost/Pound Active Ing. ....	\$1.79	\$25.92
Cost/Acre ( $\frac{1}{2}$ pound) .....	\$ .89	\$12.96
Difference Cost/Acre .....	—	1600%

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

NORTHERN CALIFORNIA GOLF ASS'N P. O. Box NCGA Pebble Beach 93953
J. R. SIMPLOT COMPANY P. O. Box 198 Lathrop 95350
P. E. O'HAIR & COMPANY 1333 Old Oakland Road Sar Jose 95112
PLANT GRO CORPORATION P. O. Box 703 San Jose 95106
RAIN BIRD - Phil Vangene '6380 Benner Ct Pleasanton 94566
REYNOLDS SALES - Steam Cleaners 1066 Polk Street Salinas 93906

**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.

CALIFORNIA GOLF COURSE SUPERINTENDENTS ASSOCIATIONS

Minutes

California GCSA Meeting (Board)  
Chaparrel Country Club, Palm Desert, CA  
November 11, 1983

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.
6. 1984 Directory to be mailed out by December 15, 1983.

Discussion on California hospitality room, Las Vegas.

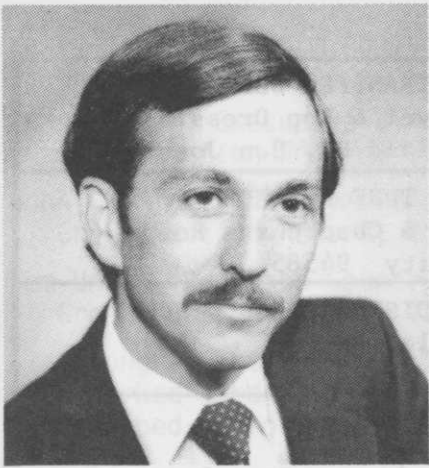
1. Four people (preferably from different chapters) will stay in California room at a cost of \$30 each per day. Send names to Bill Killen.
2. Heacock to arrange room rental and food and liquor.

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

# GCSAA NEWS



James G. Prusa, CGCS

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



PACIFIC SOD 244 Castillon Way San Jose 95119	SHELTON TRANSFER SERVICE, INC. Sand Gravel & Top Dressing 1996 Oakland Rd, San Jose 95131
PUMP REPAIR SERVICE CO 405 Allan Street San Francisco 94134	WARREN'S TURF NURSERY Cordelia & Chadbourne Roads Suisun City 94585
WESTERN LAWN EQUIPMENT COMPANY 50 Edwards Court Burlingame 94010	WESTORO DISTRIBUTING, INC. 2438 Radley Ct Hayward 94545

### 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

Larry Costello, Farm Advisor

Green Section Record, Vol 21, No 1 January/February 1983

John Zoller, Executive Director NCGA

Green Section Record, Vol 21 No 2 March?April 1983

John Fleming, The Olympic Club

Green Section Record, Vol 21, No 5 September/October 1983

Tom Unruh, Del Paso Country Club

Green Section Record, Vol 20, No 1 January/February 1982

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