

GROWING IN 1983

As we approach the end of a difficult growing season I would like to reflect on an area of the golf industry that experienced steady and unhindered growth despite the weather. You wonder what this could be? Well, the answer is simple. The Midwest Association of Golf Course Superintendents. As of our August meeting, the last time new memberships were approved, our association has received thirty-four new members; with all indications being that more will follow.

Having been appointed the membership chairman for 1983 I have often questioned how this position is to be handled and what the most effective way to initiate growth for our organization would be. But, with little effort at all the answer has come to me while handling this year's membership committee business. I could be less than honest and take all the credit for single handedly seeking out and persuading all these people to join us. Or, the increase could be attributed to the fact we suffered through a troubled season and during times of trouble people band together. However, neither of these is the real answer. The real answer lays in the scope of the committee itself. As I see it, the membership committee consists of a chairman and currently, 412 members of the committee. Together this group represents everything the Midwest Association stands for; business, research, and comradary.

So, I would like to take this opportunity to compliment the committee members on the fine job being done to promote our organization and to encourage everyone to do so in the future.

David Behrman, Deer Creek Golf Club

CURE POISON IVY

Many old wives' tales have some truth to them. However, when it comes to poison ivy, most old wives' tales are just that — tales. For example, the rash, caused by direct or indirect contact with poison ivy, does not spread when the blisters of the rash are broken. The resin from the plant is in the skin, not in the blisters. New blisters are caused from the original contact with the poison ivy rather than from liquid in blisters. Washing within a few minutes after contact with the plant may help reduce the reaction, but the resin fixes very quickly to the skin and after about 5 to 10 minutes, washing really has no effect on the reaction.

Some people have tried to desensitize themselves or develop immunity to poison ivy by eating the leaves of the plant. All that will achieve is a bad case of poison ivy in the mouth and throat. A serious side effect to desensitization by this method could be that the mucous membranes in the throat swell and suffocate the experimenter.

Contact with the smoke from burning plants may also cause an allergic skin reaction in people who are highly sensitive and a rash of the eyes. The rash itself on the eyes may not cause damage; however, the resulting scratching may. The eye tissue is very sensitive, and constant rubbing and scratching could damage that tissue. Touching contaminated clothing or petting an animal with the resin on it may often result in a reaction. If your job or hobbies don't prevent you from contact, wearing clothing that covers exposed parts of the body does offer a defense. Once a rash has developed, cool water compresses are the best treatment because they help dry up blisters quickly. For mild cases, steroid salves that contain one-half percent hydrocortisone are recommended. If a poison ivy rash covers a large part of the body, seek medical attention. (Sharon McDonald, Resident in Dermatology, University Hospital, Columbus, OH)

Reprinted from Nursery Notes



FOR SALE

1969, Ford 3000 gas tractor, PTO, 3 point hitch, loader bucket and a Grizzley Backhoe which attaches to the 3 point hitch. Price - \$6,400.00. Contact: Fred Opperman, Glen Oak C.C. (312) 469-6220.

NINE WAYS TO NEGOTIATE A RAISE

Many people who have no trouble dealing with their superiors in most day-to-day situations find it very difficult to ask for a raise. If your fainthearted at negotiation time, consider these recommendations to ease the process:

- Know your worth. Ask yourself how valuable you are to the course, how much would it cost to replace you, what have you done lately to help the organization.
- Pick your place. Get your boss outside of the office to discuss your request. Take him to lunch if possible.
- Detail your reasons. Tell your boss **why** you deserve a raise.
- Suggest an amount. You, not your boss, should propose the amount of your possible raise.
- Set your figures high. Ask for more than you expect to get. This leaves room for bargain.
- Compromise — but not too easily. Since you've started with a high figure, realize you probably won't get it. Let your boss make a counter-offer, and be ready to compromise.
- Rehearse. Don't go into negotiation cold. Be sure to be in top mental and physical condition when the actual talks begin.
- Get it in writing. If possible, get your boss to put it in writing — for both signatures — the raise he agrees to.
- Don't wait — ask. Don't wait around for the company to recognize your value and give you a raise. Ask for it. Your aggressiveness may pay off.

Credit - "Our Collaborator" 10/83

FOR SALE

1972 - 9 Gang Toro Parkmaster, good condition - \$8,500.00.
Larson Pull Type PTO driven Fertilizer Spreader - 200.00.
West Point Grasslan Pull Type Aerifier 590.00
Contact: Roseman Tractor Equipment Co. (312) 864-1842.

1970 - 3400 Ford Loader - with grader box and oversize bucket. \$6,500.00. Call Bob Breen, Arrowhead G.C. (312) 653-5800.

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