

Through educational seminars and publications, research results can keep superintendents in touch with industrial and university developments in the turf field. It is important however, that field testing continue and that these new developments are put into practical application.

Fifty years ago, greenkeeping was more of an art than a science and consisted primarily of trial and error. Today, turf management still remains an art but is predominately a science, with a greater emphasis on trial and a lesser amount of error, through research and testing.

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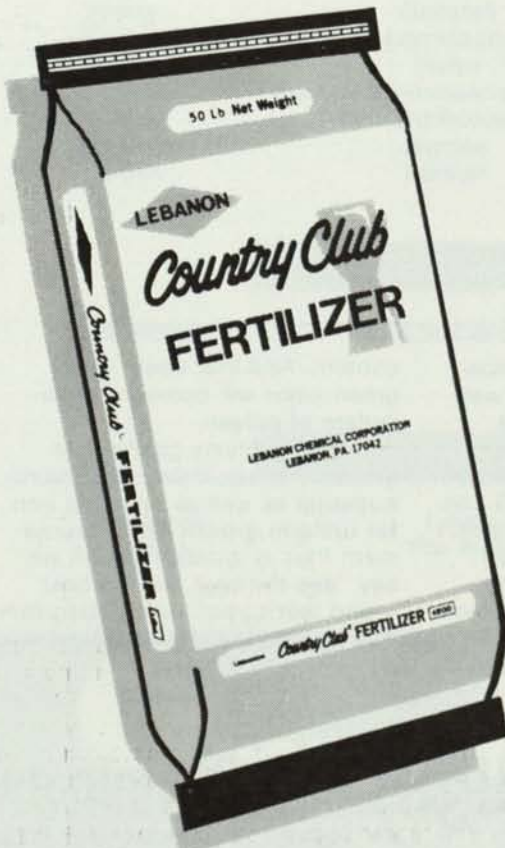
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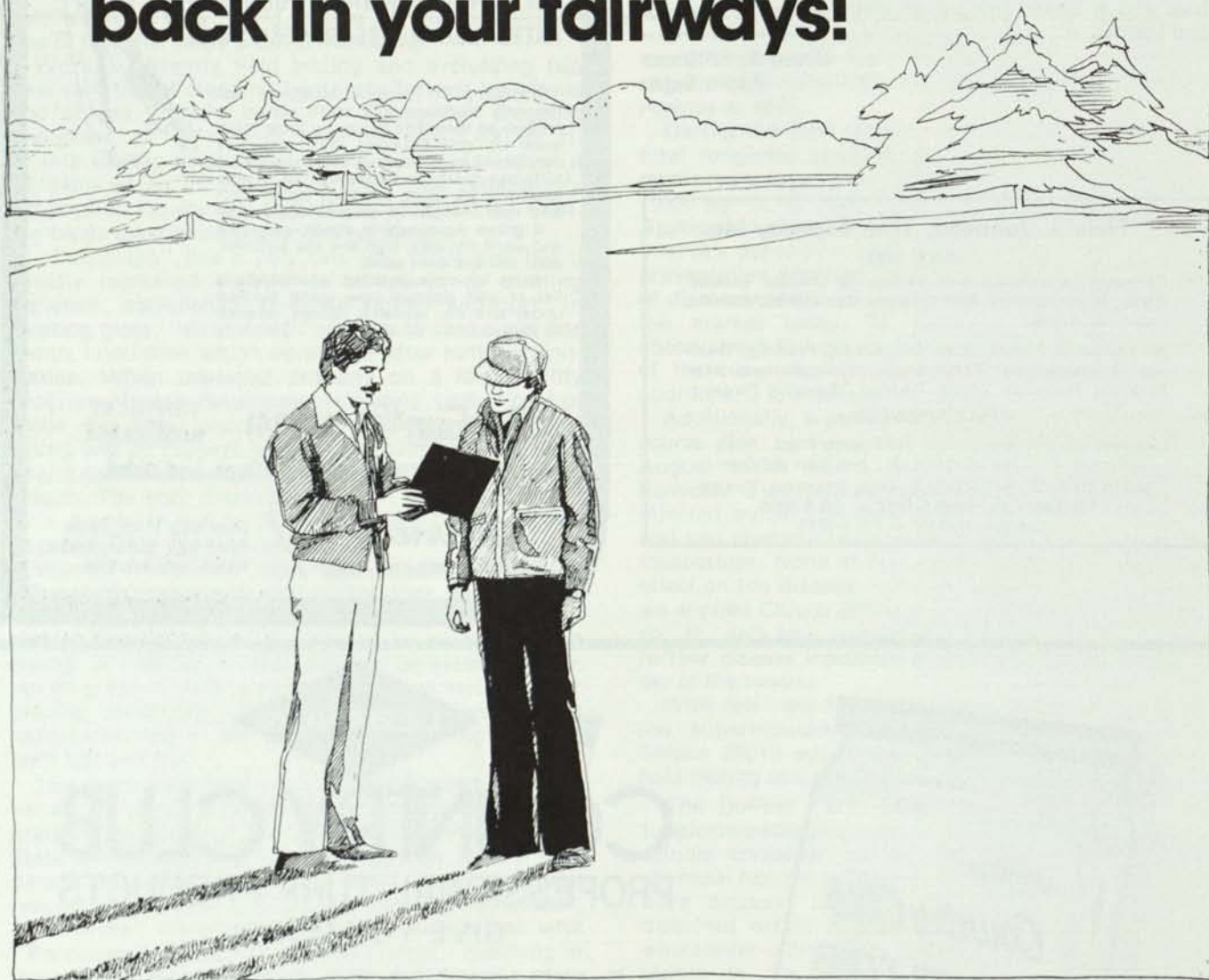
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By Ed Wollenberg, Supt.  
Gary C.C.

At no other time in history has the interest and devotion to sports been as high as it is today, especially in the United States. Oh, there may have been fans more rabid or participants more devoted at various times in the past, for various events, but on the whole, more people are now enjoying some form of athletic activity than ever before.

The attraction reaches a high point in the fall and spring of the year when many of the most popular sports overlap. In the crisp autumn air, for instance, football is underway, baseball play-offs and basketball are beginning, hunting and fishing are at their best, and most other activities, from golf to tennis, continue to attract attention.

For the most part this is good. For the fans it provides exciting entertainment. Some sports, such as football, are great rituals, adding to community life. And for the participants, in all sports, it means added self-discipline and confidence, increased physical skill, and the healthy exercise of competitive spirit.

But lately participants have set themselves up as some sort of "gods". Their demands have become ridiculous, their behavior disgusting, and their stamina very weak. I can recall when football players played 60 minutes in a game. And it's unbelievable when the many "fat cats" in baseball can't wait until All Star break to get some much needed rest. I am sure many of us participated in many sports events after having worked 8 and 10 hours a day, just for the pleasure and fun it gave us to compete in a recreational sport with our fellow man.

Now, recreational sports have been with us for a long time. And I am sure the good Lord has always been an advocate of physical as well as spiritual strength, of a healthy body as well as a sound mind. In this sense, the interest in sports has been good for the nations, or for that matter good for the world.

But, as in all good things, there is a need for reasonable limits and responsibility in our recreational pursuits, for both fans and participants. If some unknowing visitor came to the United States between September and April, he could easily conclude that the national "religion" is football or basketball. And unfortunately, they have in some cases become the only "worship" service many people attend.

I guess you could carry this analogy one step further. You could say: Sports display every characteristic of a formal, thriving religion movement. It has its gods (super-star athletes) it has its disciples (the agents, who spread their greatness) it has its scribes (the sports writers and sportscasters) it has its houses of worship (the Astrodome and Superdome and other facilities that rival anything ever constructed to house traditional worship services). And sports has one other feature that traditional religion seems to have lost a long time ago in our American society...massive throngs of highly vocal, true believers.

No, there is nothing wrong with sports. It has provided some of the great enjoyments of life. But it will only do so for as long as the participants and the spectators consider and maintain their perspective, and not let it replace our "religion".

---

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---

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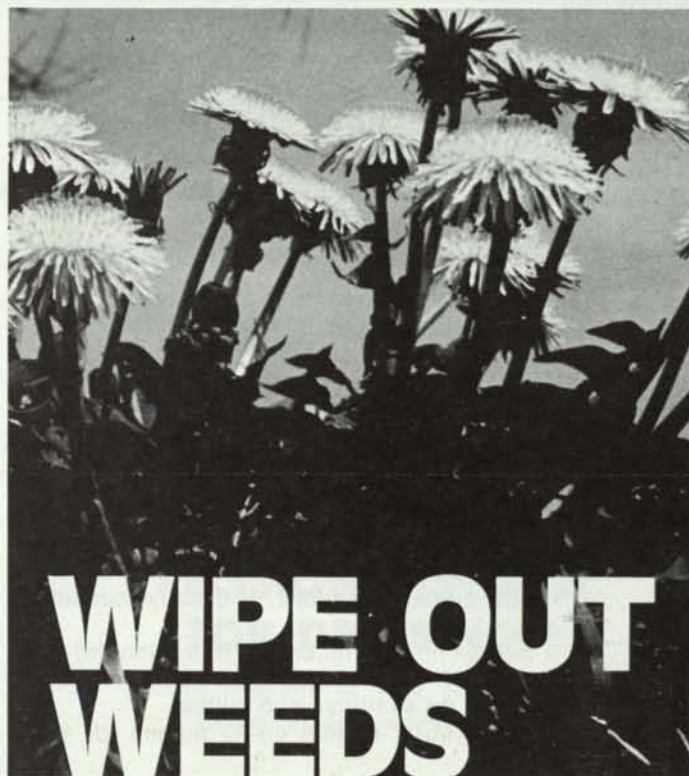
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## QUESTIONS

29. Q. What is the average yardage of an 18 hole golf course - 5,500 yds. - 6,500 yds. - or 7,500 yds.?
30. Q. Which engine fires more often - a 2 cycle engine, or a 4 cycle engine, in the same number of R.P.M.?
31. Q. If one tone of fertilizer contained 120 lbs. of actual Nitrogen, what percent of Nitrogen would this be?
32. Q. What does pH stand for?
33. Q. How many 18 hole golf courses in the United States - 1,000 - 3,000 - 6,000 - 10,000?
34. Q. How many times more acid is a soil of pH 5, as compared to one of pH 6?
35. Q. Which pH favors a tie up of the iron in a soil, an acid soil or an alkaline soil?
36. Q. Lime tends to make a soil nutrient more available, true or false?
37. Q. What family of grasses are identified by a V shaped blade and a keel tip?
38. Q. What family of grasses are identified by a general roundness of the blade?
39. Q. What is the common name of the grasses identified by the term "Agrostis"?
40. Q. What chemical compound will give the longest residual control of "dollar-spot" disease?
41. Q. Of the bluegrasses, which specie is most shade tolerant?
42. Q. What is the Latin term signifying bluegrasses?
43. Q. What is a Rhizome?
44. Q. What is a stolon?
45. Q. Does creeping bentgrass spread by stolons, or rhizomes?
46. Q. Does bluegrass spread by stolons, or by rhizomes?
47. Q. Does crabgrass spread by stolon or rhizomes?
48. Q. How many seeds in a pound of bentgrass?
49. Q. How many seeds in a pound of bluegrass?
50. Q. How many million seeds in a pound of ryegrass?
51. Q. A good soil should have approximately 50% pore space and 50% solids. True or false?
52. Q. Name three types of water associated with the soil.
53. Q. How many feet in a mile?
54. Q. How many yards in a mile?
55. Q. What is meant by desiccation?
56. Q. Name a common term for Helminthosporium?
57. Q. What is meant by a parasite?
58. Q. 2,4-D is a good control for mosquitoes - true or false?
59. Q. What is meant by a serrated edge on a leaf blade?
60. Q. What city is further south, Toronto or Seattle, Wash.?
61. Q. What is meant by a pre-emergent herbicide?
62. Q. What is the most commonly known golf course herbicide?
63. Q. What is the most commonly known golf course insecticide?
64. Q. What year was our National Association founded?
65. Q. Who was the first President of the National Association?
66. Q. Who is the oldest living President of the National Association?
67. Q. What are the requirements for becoming a Class A member of our association?
68. Q. Can a class B member hold an office in the National Association?

Turn the page for correct answer.



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## ANSWERS

29. A. 6,500 yds.
30. A. A 2 cycle engine.
31. A. 6%
32. A. Potential of Hydrogen ion concentration.
33. A. 3,000 courses.
34. A. Ten (10) times.
35. A. Alkaline.
36. A. True.
37. A. Bluegrasses.
38. A. Fescues.
39. A. Bentgrasses or red top.
40. A. Cadmium compounds.
41. A. *Poa trivialis*.
42. A. *Poa*.
43. A. A spreading runner growing just beneath the surface of the ground.
44. A. A spreading runner growing just above the ground.
45. A. Rhizomes.
46. A. Rhizomes.
47. A. Neither. However, the tillers sometimes root at the nodes similar to stolons. It usually spreads by seed.
48. A. (a) 2 million (b) 4 million (c) 6 million (d) 8 million.
49. A. (a) 2 million (b) 4 million (c) 6 million.
50. A. (a) 2 million (b) 1 million (c) 1/2 million (d) 1/4 million.
51. A. True.
52. A. Gravitational - Capillary - Hygroscopic.
53. A. 5,280 feet.
54. A. 1,760 yards.
55. A. Drying-out of live tissue.
56. A. Leaf spot or melting out are both correct.
57. A. An organism that feeds upon another organism.
58. A. False.
59. A. Sawtoothed.
60. A. Toronto.
61. A. A plant control applied before germination of seed.
62. A. 2,4-D.
63. A. DDT or Chlordane.
64. A. 1926.
65. A. John Morley.
66. A. Mr. John MacGregor.
67. A. Active supervision of grounds maintenance of a golf course for three years.
68. A. Yes.

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## GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA EMPLOYMENT REFERRAL SERVICE January 19, 1978

TITLE OF POSITION: Golf Course Superintendent

GOLF COURSE: Alvamar Hills Golf Club  
Lawrence, Kansas

DUTIES: Golf Course Maintenance, Golf Course Budget, Purchasing Responsibilities, Club House Lawns, Flower Gardens, Trees & Shrubbery, Plant Nursery, Recreation Area

The Superintendent will be directly responsible to the Green Committee and the President

COURSE DESCRIPTION: Daily Fee-Private, 36-hole plus 9-hole Executive Yardage: 7,200 - 7,000 - 2,000 Zoysia Tees & Fairways, C-7 Bent Greens Automatic Irrigation System

ANNUAL BASIC SALARY BRACKET: Negotiable

GROUND CREW: 6 (fulltime) 30 (seasonal)

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ANNUAL MAINTENANCE BUDGET: \$240,000

REQUIREMENTS: Degree in Turf Management preferred but not required, minimum 10 years experience as Superintendent, knowledge of both warm & cool season grasses, general ability to get along well with people, strong background in equipment maintenance Reasonable travel expenses of applicants interviewed will be paid

SEND RESUMES TO: Mr. Mel Anderson  
3706 West 23rd Street  
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## NOTICE

**SPRING PLAY:** Every year about this time there comes a short spell when the ground suddenly begins to thaw out and the frost starts to come out. The exact time depends on key factors such as depth of frost and the occurrence of warm temperatures and winds. The important thing to understand when this phenomenon occurs is the ground becomes very soggy and boggy. Any traffic at this thawing time compacts the ground, severely damaging the root system and leaving depressions which sometimes will not come out. They exist all through the season covered over by the creeping bent grass. To prevent this damage from occurring on our golf course, we will close the course until the greens, tees and fairways firm up. This closing (a couple of days) usually happens when the days are balmy and warm and everyone is raring to play. But it is one time that closing the course really helps and one of those rare times that we must do so.

**TECHNICAL EXPLANATION:** In the Spring the ground is wet and partially frozen because of cold mornings and without the protection of living grass and vigorous growth. When this happens, two types of injuries occur.

- Visible:** Footprinting, rutting, (soil displacement) and ball marks that do not heal.
- Invisible:** Soil compaction - with no living cushion traffic exerts greater pressure on the turf.
- Result:** Poor putting areas, poor growth, and poor water and air drainage because of compaction. Also, in early frosty mornings, if the leaves contain ice crystals, it is most certain that these cells will be ruptured when trod upon. Browning will result.

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### WINTER DAMAGE TO TURF

During the next couple of weeks, we will pass through one of the most critical periods in the turf management year. This is the period the turf plant moves from its dormant state to that of an actively growing plant. Much of your success during the next growing season will depend upon how well this transition is made. You, the turf manager, should be aware of the possible problems which might appear during this period and be ready to take the appropriate action when necessary.

One of the most critical problems you will soon face will be loss of turf from suffocation. During winter months, ice may collect in low spots or hollows which do not drain. As temperatures rise in late winter and early spring, water collects under the ice and above the frost layers in the soil. It may become trapped in this position long enough to suffocate the grass as it starts its first spring growth. The sheet of ice and water beneath it prevents the turf plant from getting the oxygen it needs, as well as allowing the building up of toxic gases. The ice must be broken up. However, great care must be given to the selection of equipment used for this process. Heavy equipment may cause additional damage on a soft soil. Many times a dark-colored fertilizer can be spread over the ice to help speed up the melting process. If an area has an ice problem year after year, thought should be given to providing better drainage. Poor drainage is probably the major contributor to this problem.

Turf loss may also occur from the desiccation of the plant. Turf which is not protected during the winter from strong, dry winds may dry out and perish from lack of moisture. Even though the turf is dormant and is not producing foliar growth, it still has a minimum water requirement. With the soil being frozen and the top of the plant being exposed to the air, the plant simply is not able to replenish the moisture lost from the leaves and dies. Under normal conditions where snow covers the turf and protects it from drying out or where other vegetative windbreaks shelter the turf, injury from desiccation is not common. However, areas which are high and exposed to the winds can have desiccation problems especially from early spring winds after the snow has left. Watering these areas as early as possible may be necessary. This can be successfully done by using a large tank-type sprayer on a day when temperatures are above freezing. The

amount of water applied need not be large as long as the surface of the turf and soil is moist.

Early traffic on turf areas is also a concern. Damage may be caused mechanically by a wearing away of the turf. When the plant is not growing, it cannot replace its leaf tissue. Traffic on frosted turf can cause the plant's death by rupturing cells inside the plant. The loss of turf to traffic is also a result of soil compaction. Soil is most easily compacted when it is wet. A compacted soil will not support the growth during stress periods later in the year.

As the snow leaves, you may see the damage from two turf diseases called pink (Fusarium) and grey (Typhula) snow mold. Usually, by the time you see these diseases the damage has been done. As a rule, these pathogens are most active at temperatures from 40 degrees to 60 degrees F. They develop readily in areas along the receding edge of snow banks and under the snow where footprints, ski tracks, and other forms of traffic have compacted the snow. Injury is not noted until the snow has melted, and by this time it is too late for effective use of fungicides. About the only thing you can do now is to dry out the infected area. A rake may help to break up the crust and thus let air and light into the sod. These diseases will not operate in a dry environment.

Many of our "winter problems" can be prevented with a little thought the fall before. When you see these problems this spring, make a note so corrective action may be taken before next winter.

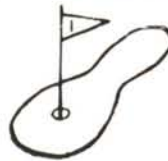
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## A PURCHASING AGENT, TOO?

A golf course superintendent gets called various names, especially after closing the course on Saturday afternoon; however, seldom is he referred to as a "Purchasing Agent". Nevertheless, along with titles such as agronomist, pathologist, plumber, and electrician, "Purchasing Agent" is apropos.

A young superintendent soon learns that the role of purchasing agent is another arduous task that college courses somehow never even mentioned. Consequently, he often tries to take buying decisions without proper criterion. Every course has different needs, but all superintendents face the same questions: When do I purchase? How much do I purchase? What is a fair price?

The answer to each question is bound to vary — the reasoning behind each answer is similar. How much to purchase is relevant to the size of your budget and the course. However, the proportion is similar for all courses. No office buys a yearly supply of stamps, envelopes, and stationary at the beginning of the year; and no factory purchases all the steel, tires, and raw goods it will need at the beginning of the year, simply because needs change and cash flow will not allow it. As manager of a golf course, your job is similar to a purchasing agent in a factory. You know you will need certain fungicides, herbicides, and fertilizer; however, you never know what the weather will bring. Keeping this in mind, it may be helpful to use a "benchmark" method. Pick a time in the season and purchase up to that time, for instance June 15. You know what new machinery you need to begin the year, your pre-emergent and spring fertilizer programs are underway, and fungicides are usually standard up to that time. Then when June rolls around, you can start purchasing on a monthly basis. This allows you to always have needed products on hand, but if the situation calls for pythium control, you won't have your budget wrapped up in Daconil. This method also had advantages for the club. They don't have to invest money in March for products that won't be used until August. (Sure, the question of early-order discounts plays a small part here, but if you look at it closely, it's a very small part.)

As you can see, "How much" and "when" are tightly linked together. You can't really decide when you are going to purchase without giving equal consideration to how much. "How much" is usually a mathematical question. Since most of you are probably thinking ahead of me on this one, I'll state it briefly. Your course has a given area in greens, tees, and fairways, and you have a given budget.

If you have chosen which products you feel will perform the best, then look up the rates and have at it on your J.C. Penny calculator. But you may want to back up one step. I have noticed three mistakes being made when figuring how much. First of all, the areas to be treated are not known exactly. Or perhaps, you are using figures from Fred who used to be the super, and Fred got them from Bill before him, who got them from the "green chairman". Then there is the question of budgeting to treat the greens and tees for a given program, but forgetting that the collars and aprons are usually treated the same.

Price is a sticky subject for someone in the business end to discuss, but I will attempt to do it as candidly as possible. Since Gort sold saber toothed tiger skins out of a corner cave, there has been the question "What is a fair price?". No doubt this will vary depending on whether you are the buyer or the seller,

but the key word is "fair". Almost all products in our industry carry only an ordinary markup. Therefore, list price is actually a pretty fair deal. However, early order and quantity discounts are standard and should be considered. It is a purchasing agent's job to take advantage of discounts when they coincide with cash flow, but don't get caught up in the "mexican bargaining" syndrome. If you try to drive the price down as far as possible, you may jeopardize future services. Service is a slightly ambiguous term. Only you can decide how much and what kind of services you need from a distributor. For instance, if you want distributors to call often, provide the marketplace with skillful and knowledgeable representatives, and stock a full supply of parts and chemicals, remember, he will have to get a "fair price" for his products. As a simple case in point, in Central Illinois, a distributor salesman can call on about five golf courses per day. Considering salary, benefits, truck expenses, et cetera, it averages out to a cost of \$25 per call.

I'll close with one final thought, I have yet to observe any industry that has managed to extract more service from its suppliers than has the golf course superintendents. As purchasing agents, you have, as a whole, performed way above par. With knowledge gained through efforts such as this magazine, you have managed to keep well informed about products and gain full cooperation from suppliers. In no other business that I know of, can you get free delivery across the state, and many times, the next day. You can't buy a car downtown and ever have the salesman stop by the house to see how its running; but you can buy a \$2000 mower and have the turf distributor salesman stop by and adjust it a year after you bought it, and at no charge!

Keep these things in mind. The next time a board member asks you to shop around or you hear discussions about having a general manager do all the purchasing, point out what a good job you are doing as purchasing agent. You might even discuss changing buying habits to help cash flow during the next board meeting.

Steve Derrick  
Professional Turf Specialties

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# PATRONIZE OUR ADVERTISERS

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## WHERE DO YOU FIT IN?

### There are two kinds of member ...

- Some keep their organization strong,  
While others join, just to belong.
- Some volunteer and do their share  
While others rest and never care.
- On Meeting days, some always show,  
While some there are who never go.
- Some always pay their dues ahead;  
Some get behind for months, instead.
- Some do their best; some build, some make.  
Some never do — just sit and take.
- Some lag behind, just let things go,  
And never help their group to grow.
- Some drag, some pull. Some don't, some do.  
Consider: Which of these are **you**?